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CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

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VOL. XXIII. PUBLICATION OFFICE: TORONTO, JULY 2, 1909. NO. 27



"Comparisons are odious"--Don Quixote

This is eminently true as regards goods of such high and tried merit as

Keen's Oxford Blue

You can't compare Keen's Blue to any other --it isn't fair to **Keen's.**

Buy the **incomparable** Blue--**Keen's.**

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, **Montreal**

Summer Dishes and Desserts

are best prepared with

Benson's "Prepared" Corn

(The Original Yellow Package)

For absolute purity of selected corn, perfect hygienic and scientific production, it is the genuine **Pure Food.**

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. **Works, Cardinal, Ont.** **164 St. James St., Montreal, P.Q.**



If you want to stock rapid-selling, profit-paying satisfaction-giving Pickles buy only

MACONOCHIE'S

The Pickles which need no drumming up to sell.

Your sales are sure and your profit safe.

FULL INFORMATION SUPPLIED BY

MacLaren Imperial Cheese Co., Ltd.

AGENTS FOR CANADA AND UNITED STATES

TORONTO, ONT.

Maconochie Bros., Ltd.

LONDON, - ENGLAND

LOOK AHEAD!

The Griffin & Skelley Co.

are Specialists in California Fruit. They pack the best that can be procured in

SEEDED RAISINS

SEEDLESS RAISINS

LOOSE RAISINS

Their PRUNES are Sterilized.

APRICOTS, PEACHES, PEARS

ORDER NOW for Fall Delivery. All Full Weight

NEW PEELS

"TAYLOR'S"

are prepared from

Finest Selected Whole Fruit

Not skins from which the essential oil has been extracted

A. P. TIPPET & CO., Agents

SARDINES

in Pure Olive Oil

BRANDS

"Albatross"

"Ambrosia"

PACKED BY

OLSEN & KLEPPE

STAVANGER, - - - NORWAY

Finest Quality Only

A. P. TIPPET & CO., Agents



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

FACE TO FACE BUSINESS
I am on the job all the time. Why not give me a trial?
Grocery and Confectionery Brokerage my Specialty
G. WALLACE WEESE
Manufacturers' Representative. 30-32 Main East
Let's get close and talk it over—Now HAMILTON

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE
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J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
—
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

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We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways —tracks to the door. Centrally located.
Secure Our Low Rates.
Dominion Warehousing Co., Ltd.
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J. R. Routh, Manager.

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GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
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P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
SASKATOON,
Western Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines

BEANS
ON THE SPOT
HOW MANY?
—
W. H. MILLMAN & SONS
GROCERY BROKERS,
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A,B,C, 5th edition, and private.

Importer, Wholesale Grocer and Commission Merchant.
Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties.
Can handle more Good Lines.
G. C. WARREN
REGINA, - - SASK.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

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Manufacturers' Agents
and
Importers
29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ON SPOT
1 CAR FINEST ENGLISH GLUCOSE
Testing 45 degrees.
Prices Submitted on Application.
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Good track storage.
Advances made on consignments.
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Wholesale Brokers
WINNIPEG

WINNIPEG STORAGE
TRACK WAREHOUSE
Consignments solicited, stored and reshipped to order
K. J. JOHNSTON
Wholesale Commission Broker.
Box 122 Winnipeg. Reference, Bank of Commerce.

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

To
Brokers and Manufacturers' Agents
—Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.
Write for particulars to
THE CANADIAN GROCER
Montreal Toronto Winnipeg

WRITE TO
10 Garfield Chambers, Belfast, Ireland.
For sample copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish Trade.

J. F. Eby,
President

Hugh Blain,
Vice-President

If any of your customers are connoisseurs of a cup of good coffee, you should introduce

"GOLD MEDAL" COFFEE

You will make them permanent customers, as no other coffee will take its place. Just the line for summer selling.

No waste or loss of time in grinding or parceling.

All ready to hand out in 1 and 2 lb. sealed tins.

EBY - BLAIN, LIMITED

Wholesale Importing and Manufacturing Grocers.

TORONTO **CANADA**

Worth Digesting

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25c.	grade	costs	you	20c. for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1.00	"	"	"	70c.

THE BLUE RIBBON TEA CO., Limited

266 St. Paul St., MONTREAL

Kops' Ale & Kops' Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

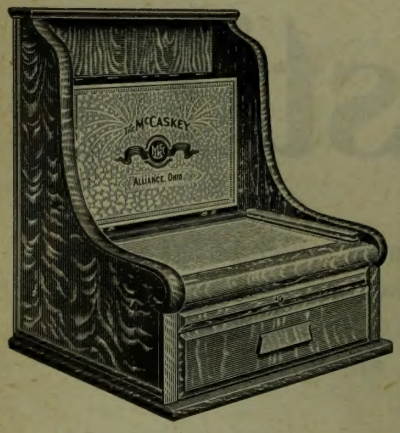
If you did not try them last Summer, we should like to make arrangements to supply a sample lot.



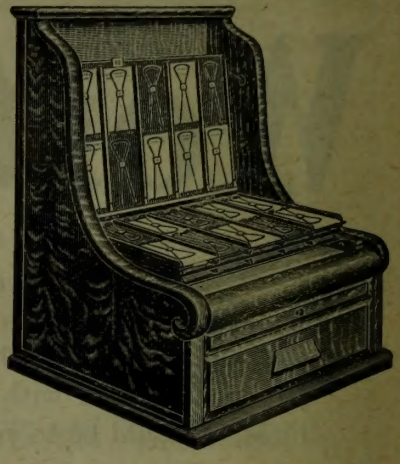
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CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg.
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The Turner Co., 106 Front St. East, Toronto.
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Are you obliged to spend your time at night posting accounts?

Would you not like to be at liberty to leave the store when your clerks do and know that all the accounts were ***posted right up to the minute*** and everything about your store was in a systematic condition?

Would you care to spend your evenings Driving, Automobiling, Trolley Riding, Visiting the Theater, or swinging in a hammock on your front porch?

If you were using the ***McCASKEY ACCOUNT REGISTER*** you would not be obliged to ***swelter in a hot, stuffy office*** after supper, but you would be free to enjoy some of the pleasures that mankind is entitled to.

The ***McCASKEY does the work, saves*** you ***money, earns money*** for you and ***gives*** you leisure time for ***thought*** and ***recreation.***

Let us give you further information—***free*** for the asking.

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SHOE, HARNESS & FURNITURE POLISHES.

NO DOUBT YOU STOCK THEM!

They—
were FIRST on the market.
are FIRST in quality.
always will be FIRST in popularity.

The Nugget Waterproof Polishes are honest goods free from acid and injurious ingredients and add to the good reputation of every merchant handling them.

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THE BEST YOU CAN SELL

When you are disposing of our products you are reaping a good margin of profit, handling that which moves quickly and out of which you can get your money without an exhaustive expenditure. Goods that build up a paying trade and hold it are the only kind to handle. Such are

OLD HOMESTEAD BRAND
Canned Fruits and Vegetables

You can absolutely rely on their uniform high quality. Uniformity in unbeatable excellence is the claim we advance—a claim substantiated by every can bearing the Old Homestead label. Old Homestead quality is maintained by very critical selection of stock. Our inspectors reject everything that does not come up to the high standard we have adopted. When stock has been bought it is packed in a factory that is a model of scientific sanitation and up-to-date processing equipment and methods.

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

Picton, - Ontario



Absolute Purity in
E.D.S. BRAND JAMS AND JELLIES

We do not ask you to accept our unsupported statement as to the unequalled quality of our output. A government analysis shows that the E.D.S. Brand is the purest sold in Canada. We are living exponents of pure food and our goods proclaim what we preach.

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W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S; J. Gibbs, Hamilton.



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

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J. READ, St. John, N.B.
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BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhal

LONDON - ENG.

Mr. Grocer:—

Do you prefer booking your order for

OLD CANNED GOODS at low prices

OR

NEW CANNED GOODS at FAIR prices?

WE ARE COMPLETELY SOLD OUT OF 1908 PACK

If you decide on handling only FRESH PACKED, CLEAN, WHOLESOME GOODS, BUY

"ESSEX BRAND" EVERY TIN GUARANTEED

For the sake of a few cents immediate profit don't risk trying to hold your best customers by stocking up with inferior and STALE goods.

PAY A FAIR PRICE AND KEEP UP YOUR REPUTATION. It will pay in the end.

THE ESSEX CANNING & PRESERVING COMPANY

LIMITED

ESSEX, ONTARIO

CRYSTAL SUGARS

Retailers throughout Canada handle them.
You deal direct with the factory.
Standard, Fine, Coarse, Berry, Powdered.
The best for PRESERVING.
Always the same, the best.
Let us send samples with quotations.

Sugars that always satisfy.
Uniform Grain.
Gains customers for you.
A trial convinces.
Remember! It is dollars in your pocket.
Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited

Wallaceburg, Ont.

SNAP SELLS



¶ You, Mr. Grocer, are judged by the goods you offer as well as by the service you render. ¶ For a delightful, smooth, easily applied and positively cleaning product there is nothing like SNAP. ¶ It does its work well and thoroughly. There are never any complaints about it. The handling of SNAP means many repeat orders and a liberal profit. :: :: :: :: ::

BUY FROM YOUR JOBBER

THE SNAP CO., Limited

MONTREAL CANADA

To the Trade:

The Tea You Can Sell Quickest is

CEYLON TEA

Because it

Pleases the Palate

Because it

Answers the Needs

Because it

Saves the Money

OF THE CONSUMER

and all good Merchants know that

The Turnover's the Thing

The Original Chocolate "Bordo" is the one Confection that comes to your counters as temptingly good as the moment it leaves us.

The Chocolate has a deliciousness peculiar to itself. The centre is as soft as velvet, with a delicate yet distinctive flavor developed by our special process.

We could pay 5c. lb. less for our Chocolate coating,

But we don't.

We could cheapen the ingredients of our centers,

But we don't.

Why?

Because we want you to have the very best. There are no purer ingredients in any product than there are in this piece.

You should handle and push with your best energies a Chocolate with a reputation of quality as "Bordo."

Don't Wait. Don't delay.

Don't hold back

Simply because you have never seen them. Hundreds of customers voice their approval of this delicious confection by their liberal patronage. So get in line quick and get a share of the profits.

Write for samples and particulars and Do It Now.

The Montreal Biscuit Company, Manufacturing Confectioners MONTREAL.

A ROYAL MEANS TRADE FOR YOU



The Best Mill in the World at the Least Cost to you,

You don't like to grind coffee by hand, Mr. Merchant, and you cannot expect your clerks to like it any more than you do.

A clerk is not going to urge coffee upon your customers if he has to go through the drudgery of grinding every time he sells a pound.

The reason a ROYAL electric mill will make more business for you is because your clerks will all be glad to sell coffee with a modern mill in the store.

Besides, the ROYAL cuts the coffee instead of crushing or grinding it, and a penny's worth of electricity will cut fifty pounds.

Send to-day for a free copy of our latest catalog. It tells all about the ROYAL.

The A. J. Deer Company

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Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

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W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

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BRAND
PICKLES

The trade mark "Sterling" on a bottle of pickles—clearly printed in red—is a guarantee of finest quality.

A showing of "Sterling" goods on counter or in window will always attract the best class of custom.

And it is the better class of customers that make up the best class of trade.

Write for any particulars of these famous Canadian made pickles.

The T. A. Lytle Co., Limited
Sterling Road Toronto, Can.

MASON'S O.K SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer, 33⅓%.



GEO. MASON & CO., LTD.
Sole Manufacturers, London, Eng.

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MONTREAL

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Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
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Kingston, Ont.—James Craig



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

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Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

P. & F.

VINCENTELLI & CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF

CANDIED PEELS

Specialities

CITRON, LEMON, ORANGE

Drained, Cut and Candied

Prices and Samples on Application

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

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313 New York Life Building - MONTREAL

Try a business card in The Canadian Grocer.

TEA;

Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
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4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
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Subscriptions are based on the service furnished and are available only by reputable wholesale jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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THOS. C. IRVING, General Manager
Western Canada, Toronto



It dries them up **Common Sense KILLS** { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.



Help your customers to get rid of the DUST by selling them : : :

"Soclean"

The Dustless Sweeping Compound

SOLD BY YOUR WHOLESALER

or

The Harnett-Ridout Company

Manufacturers TORONTO

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I OFFER

200 BAGS SPANISH SHELLED PEANUTS

For Prompt Shipment from origin.

Prices and Samples on Request.

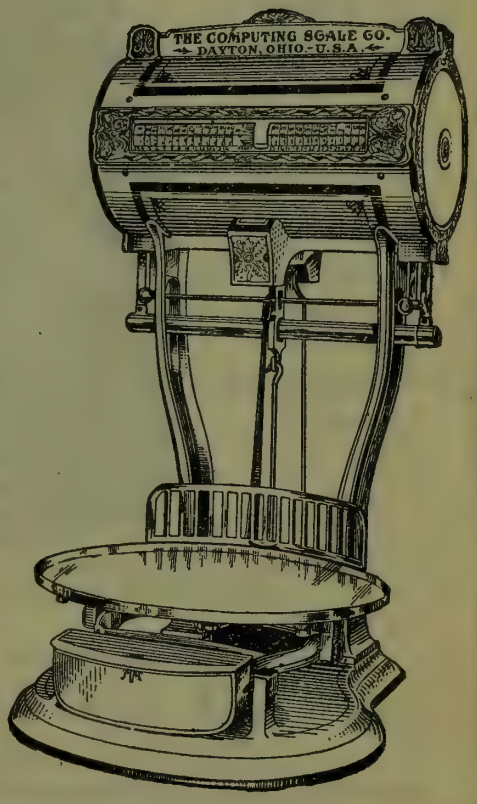
Andrew Watson, Importer

91 Youville Square, Montreal

Famous
Dayton Scales

The Scale with the Guarantee, and the Guarantee backed up by our Canadian Factory

The scale that saves time, money and worry. The Dayton is the only scale that is fitted with an **automatic thermostat,** which **regulates the scale in every temperature.** No other scale maker can use this **wonderful invention,** as we have all patents on it. **Remember, the Dayton Scale fitted with the automatic thermostat is always right. Hot or cold weather makes no difference with it. Other scales may change in cold weather or hot weather, but the Dayton does not.**



We say to the merchants of Canada : "The Dayton Scale will positively stop the giving of overweight." We can prove it to you. **The thousands of merchants who have bought Dayton Scales prove this every day.**

There are more Dayton Scales sold than all other computing scales combined. There is a reason for this, and the Dayton Scale is acknowledged to be the finest scale in the world.

When you buy, be sure you get the finest, and remember **the Dayton costs no more than the cheaply made grade of computing scales offered on the market to-day.**

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Do not buy the imitation. Buy the original famous Dayton Scale.

The Computing Scale Co. of Canada
Limited

164 King St. West - Toronto, Ont.

LONG DISTANCE TELEPHONE MAIN 2204

SPICES

Nature's wise provision to ensure palatable food.
SELL ONLY PURE, CLEAN, WELL MILLED SPICES.
FOREST CITY Spices have the reputation for Strength and Purity.
Our name on the package is your GUARANTEE of PERFECT SATISFACTION.

Gorman, Eckert & Co., Limited

LONDON — High-Grade Food Products — WINNIPEG

Lines That Will Sell Well Right Now!

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:



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Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.

NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS

German Sauer-Kraut — Pickles in Brine.

RYAN & HOOPER, Toronto Agents

Taylor & Pringle Co., Ltd.

Owen Sound. Ont.

The Best Friend of the Housekeeper

CRYSTAL SOAP CHIPS — WONDERFUL SOAP

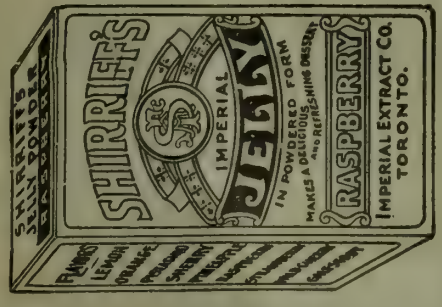
YOU like to sell goods that you know are right, honest and value-giving, dollar for dollar—goods that are pure and do exactly what is claimed for them. The products—Wonderful Soap and Soap Chips—will do all we say—whiten clothes, save labor and time, clean rapidly and save elbow grease.

We will be pleased to give you quotations.

The Guelph Soap Co.

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SHIRRIFF'S JELLY POWDERS



Sure To Satisfy. **Dainty, Delicious, Delectable.**
Pure, Palatable, Pleasing.

Place an order with your jobber. You will not be disappointed, neither will your customers be displeased.

Imperial Extract Co., 18-22 CHURCH St. Toronto



Merchant's Side

NO SPRINGS

The "TOLEDO"

Automatic Weighing System

NO SPRINGS

HONEST WEIGHT GUARANTEED



Customer's Side

NO SPRINGS

PLEASES CUSTOMERS—BRINGS NEW TRADE—THE GREAT MONEY-SAVER AND MONEY-MAKER

NO SPRINGS

102 STYLES AND SIZES

"MADE IN CANADA"

Suited to All Kinds of Stores

GROCERY, MEAT, TEA AND COFFEE,
DELICATESSEN, CONFECTIONERY

The T. Eaton Co., Limited, Toronto, using 25 Toledo Scales, says:

"Regarding the Toledo Scales which we have, we wish to say that they are perfectly satisfactory in every respect. They are not affected by heat or cold, and are certainly money-savers on overweight."

PRICES AS LOW AS $40.00

NO SPRINGS

OUR GUARANTEE: We guarantee to give you a better Computing Scale for less money than you can get from any other concern in the world. It will pay you to investigate. : : : : : :

WRITE FOR ILLUSTRATED BOOK

Toledo Computing Scale Co., 335 YONGE ST. TORONTO

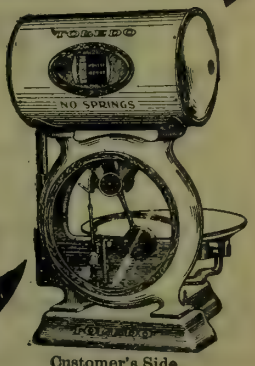
OFFICES:

Montreal, St. Thomas, Winnipeg, Calgary, Edmonton and Vancouver



Merchant's Side

NO SPRINGS



Customer's Side

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

BEST

according to Webster's Dictionary means

EXTREME OF GOOD

Applied to **Molasses** it means

GINGERBREAD

In Tins, 2's, 3's, 5's, 10's

ALSO IN BULK

There are plenty of Goods nearly as good, but remember there is only one BEST.

It requires very little extra effort to specify Gingerbread when ordering from your wholesaler, but it means a lot to your customers in extra quality.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

PACKARD'S

"SPECIAL"

SHOE DRESSINGS

Give the Retail Grocer a

Larger Percentage of Profit

than staple lines of groceries

EVERY PACKAGE GUARANTEED

If your wholesale dealer does not keep it in stock, write us.

L. H. Packard & Co., Ltd.

PACKARD BUILDING

9 to 17 St. Antoine St., - MONTREAL

MANUFACTURERS OF HIGH-CLASS

SHOE DRESSINGS



FRENCH GLYCERINE
A Liquid Self Polisher, Retails at 10c



BLACK "O"
A Liquid and Paste combined
Retails at 10c. Tin.

"Keep up with the Twins"



"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

H.P. SAUCE

—good for Customers—good for You!!

H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.
It is in big and constantly growing demand.
And offers you a generous profit—That's why it is certainly

THE SAUCE FOR YOU

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
W. H. Escott, Winnipeg and West. Ellis & Co., Ltd., St. John's, N.F
Kelly, Douglas & Co., Ltd. Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. BIRMINGHAM AND LONDON, ENG.



ROWAT'S

still hold the Premier Position for

Imported Pickles and Olives.

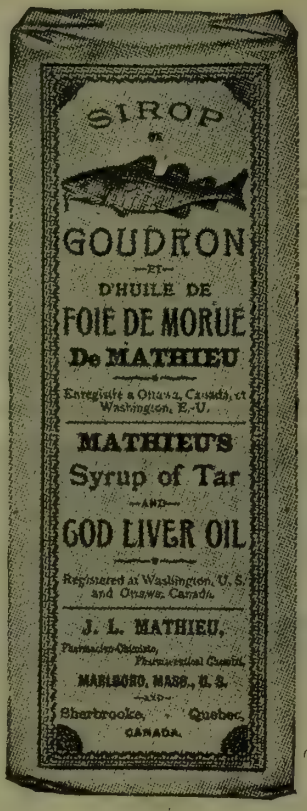
Enquire of your wholesaler for our **New 12 oz. Bottle Pickles which retails at 10c.**

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal Ontario and Quebec.
F. K. Warren, Halifax, N.S.
F. H. Tippett & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver, B.C.
Nicholson & Bain., Winnipeg, Edmonton, Calgary.



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it. Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.
Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.
L. Chaput, Fils & Cie., Wholesale Depot, Montreal.



CANADA FIRST

Are you selling our brand of

Evaporated Cream?

Perfectly sterilized Unsweetened Perfect Infant Food

IT CREATES STEADY CUSTOM *ORDER FROM YOUR WHOLESALER*

AYLMER CONDENSED MILK CO., Limited
AYLMER, - ONTARIO



IF a woman of discrimination goes into your store for the first time, and sees that these two lines are brought prominently to the front, you have gone a long way toward winning her confidence. The successful merchant always features standard goods like

Borden's Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream

---

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



The demand for

BANNER and PRINCESS Brands of CONDENSED MILK

is steadily increasing on account of their fine flavors.
You have tried the rest
Now try the best.
We sell direct to retailers.

WRITE FOR PARTICULARS

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO



DO YOU STOCK IT!

It's the brand that the housewives are using more and more every day. You will find it a paying proposition.

The Canadian Condensing Co.
CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

Tartan BRAND

SIGN OF PURITY
'Phone 596
Write or wire for information.
Mail Orders promptly executed.

You always have the best and highest quality of **Canned Goods** when you handle **Tartan.** All goods under this brand **fully guaranteed** by

BALFOUR, SMYE & CO.
Wholesale Grocers HAMILTON

PANCAKE FLOUR SALES

ARE NOW IN ORDER

THE CONSUMER PREFERS

WHITE SWAN BRAND

MADE UNDER A SPECIAL FORMULA FROM CHOICE RICE, WHEAT AND CORN. FAR SUPERIOR TO OTHER BRANDS AND JUST THE THING FOR SUMMER USE.

ORDER NOW

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

WAGSTAFFE'S

Fine Old English
Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S
Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried, always used.

WAGSTAFFE, Ltd.
Pure Fruit Preservers
HAMILTON

JAPAN TEAS

New Crop Teas are Now on Hand

S. T. NISHIMURA & CO.
MONTREAL and JAPAN

FONNER'S
ORANGEADE

you'll find it a good profit-maker during the summer months.

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

Important Trade Announcement

In order to more largely distribute and insure the introduction of

St. Lawrence Crystal Diamonds

to all Retail Merchants, we have decided, until further notice, to sell this high-class table sugar at the ordinary advance over Granulated. This now brings to the front CRYSTAL DIAMONDS at popular prices, the perfection of lump sugar in quality, color, and also uniform in shape.

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The Canada Sugar Refining Company, Limited
MONTREAL, QUE.

FOR THE DOG DAYS—

Just what you want to please your customers and to reap you fine profits is a stock of our famous **COLD SPRING LEMONADE POWDER.**

Everybody feels like drinking Lemonade these warm days. This preparation is the one to use for Quick Results.

Addition of cold water only, makes Delicious Lemonade.

GET A SAMPLE AND PRICES FROM

Put up in attractive 8 oz. and 4 oz. tins to sell at 20c. and 10c.

S. H. EWING & SONS, Montreal and Toronto

"Reduced in Price but not in Quality."

Mason's Number One Sauce

To Sell now at 15c. per Bottle

Prepared by **GEO. MASON** *(The Original)*
From London, Eng.

The Mason, Miller Company, Toronto, Canada

THIS IS

About 3-ft. Long.



Half Actual Size.

"IT"

THE FLYCATCHER THAT EVERYBODY IS TALKING ABOUT NOW!

OF ALL JOBBERS OR FROM

T. A. MacNab & Co., St. John's, N.F.

W. S. Clawson & Co., St. John, N.B.

MacLaren Imperial Cheese Co., Toronto.

Wingate Chemical Co., Notre Dame St. W., Montreal.

G. C. Warren, Regina, Saskatchewan.

Standard Brokerage Co., Vancouver, B.C.



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in the world.

42 St. Vincent St., Montreal

Tel. Bell, Main 1310



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

"Another Case; At Once!"

That's the kind of message we get every day from grocers who have "tried" one case of

JOHN GRAY'S

FAMOUS SCOTCH MARMALADE

They find it a great seller. This is not surprising considering the high quality.

WANT A TRIAL CASE?

SNOWDON & BORLAND,

AGENTS

34 GUARDIAN BUILDING - - MONTREAL.

FINE, COARSE, TABLE and DAIRY

We manufacture and handle everything in

SALT

"Purity Brand" is The Salt that Satisfies

GET OUR QUOTATIONS

The Western Salt Co., Ltd., Mooretown, Ontario

THE "MONKEY" PACKAGE



That is the cocoanut that the discerning housewife wants.

McLEAN'S WHITE MOSS COCOANUT

It will pay you to always have a stock of it.

Made by

The Canadian Cocoanut Co., Montreal

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words	each	insertion, 1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

AGENCIES WANTED.

A VANCOUVER Commission Broker desires communication with eastern or British firms or manufacturers wanting western representation. Box 314, THE CANADIAN GROCER, Toronto. (27p)

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

AGENTS WANTED.

A GOOD AGENT WANTED for each of the following places: Ottawa, Montreal, Quebec and Toronto. Well introduced amongst first class wholesale grocers, large stores and laundry dealers, to sell on commission a Patent Blue which is the best in color and one of the cheapest in existence, manufactured in London. Apply to "Blue," care THE CANADIAN GROCER, Toronto. (26)

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

$60,000,000.00 —Shrewd merchants all over the world have paid $60,000,000.00 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, corner Yonge St. and Wilton Ave., Toronto, Ont.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition.

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

DICTATING to the Dictaphone saves 50 per cent. We will prove it to you if you will send us a post card for full particulars. Toronto Phonograph Co., Limited, Dictaphone Dept., 40 Melinda Street, Toronto, Canada. (tf)

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. f28

SITUATION VACANT.

WANTED—An experienced, hustling man at once as clerk in a large general store. Give full particulars. Chas. Lowrey, St. Davids, Ont. (29)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

A START IN BUSINESS



PROBABLY every reader of The Canadian Grocer noticed that the Orange Meat Company, of Kingston, Ont., were offering prizes in a carton-collecting contest. The winner of the First Prize was entitled to a Life Annuity of $52.00, convertible, at the winner's option, into Seven Hundred Dollars Cash. A second prize of One Hundred Dollars, and several other cash prizes, aggregating Thirteen Hundred Dollars, were also offered.

Not many grocers or their clerks interested themselves in this contest, although they are in a position of advantage to compete successfully. One grocery clerk, however, did enter his name as a contestant, and he has proved what earnest, persistent effort will accomplish.

This young man is Mr. David Magee, of Cardinal, Ontario, and is in the employ of Mr. F. F. Adams, grocer and general merchant, of that town.

Although there were other contestants in his district, Mr. Magee succeeded in getting a sufficient number of his customers and friends to save the bottoms of the Orange Meat boxes for him. This enabled him to send in 2,612 carton-bottoms, placing him in the first position, which entitled him to the First or Grand Prize. He elected to take the Seven Hundred Dollars in Cash rather than the Life Annuity of One Dollar per week.

With this tidy sum as a starter, Mr. Magee intends establishing himself in the grocery business with a friend in the City of Winnipeg. This fortunate young man stated that he did not think that he had much chance of landing the First Prize. He hoped to win one of the smaller cash prizes and he can thank his employer and his persistent, systematic efforts, which resulted in success.

The following is Mr. Magee's story: "I was informed of the contest by one of the Orange Meat travelers, but did not think much of entering, until a friend of mine, who had a few carton-bottoms collected, offered them to me, as he thought I had more opportunities to collect them than he had. I accepted them and sent my name in to Orange Meat, Kingston. I then started to collect and save in real earnest.

"I secured a list of all our customers for Orange Meat, whom I thought would not mind doing me a little favor; and whenever opportunity offered, I asked them to save the Orange Meat carton-bottoms for me. There were very few who did not readily promise.

"I also secured the names of as many consumers of Orange Meat as possible, who were not customers of our store and, when I could, got them to save the Orange Meat bottoms for me. They amounted to more than I thought they would.

"I was a little discouraged once, shortly after I got nicely started, because so many people would tell me that there was no chance of my winning a good prize, as all the large prizes, if they were given at all, would be distributed among the friends of the Company. My employer, Mr. Adams, discouraged this idea, stating that he did not believe any people like the Orange Meat Company, would be foolish enough to attempt anything like that. He was certainly right and I am glad that I did not quit."

The Orange Meat Company is now advertising another Contest, ending November 30th next, similar to the contest which matured May 31, 1909, and all prospective contestants should mail their names and addresses as requested. They are adding two Fifty-Dollar Prizes, and also one hundred One-Dollar Prizes to their last list.

Check Presented to Mr. Magee

No. 1101 Kingston, Ont. June 16 1909

To the Bank of Montreal

Pay to Mr. David Magee, Jr. Cardinal, Ont. or order

Seven Hundred Dollars 00/100 Dollars

$700.00

CEREALS LIMITED

W. Grant PRESIDENT

R. M. Ballantyne VICE-PRES. & MGR.



Store of F.F. Adams, Mr. Magee's Employer

Full particulars on card in every package. If you wish to enter this contest, complete the blank space opposite, cut it out and mail it to "ORANGE MEAT, KINGSTON." *It will count equal to ten carton bottoms.*

I desire to enter your contest maturing Nov. 30, 1909

Full Name .....

Address .....

How about your coffee department?
Is it standing still?
Try a line of CHASE & SANBORN'S High Grade Coffees and the increased sales will surprise you.

Chase & Sanborn

The Importers MONTREAL



HOLBROOK'S

Worcestershire SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER.** It is the central office of the grocery, fruit, provision, canned goods and foodstuffs trade of Canada.

Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steam oat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

Begin now. There is still time to earn this outing. Subscriptions may be sent in any time before July 15th. The remaining time before the fair is required to complete arrangements for traveling accommodation for those who are coming.

There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

THE BUSY MAN'S MAGAZINE,
10 Front St. East.
Toronto, Ont.

Gentlemen:

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below.

I reside no further from the city of Toronto than is shown in the schedule opposite my X.

Miles from Toronto.		Number of subs.	Mark X
25 to	50	3	
51	100	5	
101	150	7	
151	200	9	
201	250	11	
251	300	13	
301	350	15	
351	400	17	
401	450	19	
451	500	21	
501	600	23	
601	700	25	
701	800	28	
801	900	31	
901	1000	34	
1001	1100	37	
1101	1200	40	
1201	1300	43	
1301	1400	47	
1401	1500	50	
1501	1600	53	
1601	1700	56	
1701	1800	59	
1801	1900	63	
1901	2000	66	
2001	2250	72	
2251	2500	80	
2501	2750	89	
2751	3000	97	

*Name*_____

*Street*_____

*Town*_____

*Province*_____

*My Ticket to be Via:*_____

*Railway*_____

*Boat Line*_____

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

From every Province in Canada we have Candidates for this trip. Most of them are progressing splendidly in the work; some have already won the tickets. Are you a Candidate? Why not?

An Exceptional Opportunity in Canned Goods!

We are ready to quote prices on CANADIAN CANNED GOODS, 1909 pack.

We have passed contracts with all the manufacturers controlling the best brands.

Our assortment comprises all varieties of vegetables and fruits.

Do not buy before seeing our travellers, who are now on the road with the new prices.

PETITS POIS
ASPARAGUS HEADS
SPINACH
GREEN BEANS
BUTTER BEANS
TOMATOES
CORN
SUCCOTASH
PUMPKINS

PINEAPPLES
STRAWBERRIES
CHERRIES
RASPBERRIES
APRICOTS
PEACHES
PEAS
PLUMS
APPLES

TEAS

We have a large stock of Teas of all grades, which we offer to our customers at exceptionally low prices.

We specially recommend "Victoria" and "Princess Louise" brands teas, which are the best value on the market for the price.

We pay the freight on all lots of tea of 200 lbs. and over to all stations in the Provinces of Quebec and of Ontario.

For all information, quotations, etc., write, telephone or wire, at our expense,

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors, MONTREAL

The Popular Demand

for



Is Appreciated by every Grocer in Canada

There is both pleasure and profit in selling "SALADA."—pleasure—in knowing that every time you sell "SALADA" you satisfy a customer; Profit—in the number thus satisfied, who come back for more.

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 66
American Tobacco Co. 60
Aylmer Condensed Milk Co. 17

B

Baker, Walter, & Co. 54
Balfour, Smye & Co. 18
Batger & Co. 71
Beardwood Agency. 12
Benedict, F. L. 54
Berry, Wm. 58
Bickle, J. W., & Greening. 65
Blue Ribbon Tea Co. 3
Borden Condensed Milk Co. 18
Bovril, Ltd. 53
Brack & Co. 2
Bradstreet's 12
Brand & Co. 7
Bristol, Geo. & Co. outside back cover
Brown Mfg Co. 21
Busy Man's Magazine.

C

Canada Sugar Refining Co. 20
Canadian Canners. 36, 37
Canadian Cocoanut Co. 21
Canadian Condensing Co. 18
Capstan Manufacturing Co. 21
Cargill, H. 52
Carr & Co.
Carter-Crume Co. 49
Cereals, Ltd. 23
Ceylon Tea Ass'n. 9
Chase & Sanborn. 23
Christie, Brown & Co. 55
Clare & Little. 2
Clark, W. 53
Cawson & Co. 2
Clowes & Son. 22
"Cobra" Polishes. 70
Collings, H. & Co. 58
Common Sense Mfg. Co. 12
Computing Scale Co. 13
Connors Bros. 65
Constant, H. 54
Cooper, Cooper & Co. 11
Cote, Joseph. 60
Cowan Co. 56
Cox, J. & G. 57

D

Dalley, The F. F., Co., Limited. 70
Davidson & Hay. 20
Dawson Commission Co. 64
Deer, A. J. Co. 10
Dignard, Ltd. 65
Dominion Molasses Co. 15
Dominion Wafer Co. 21
Dominion Warehousing Co. 2
Downey, W. P. 54

E

Eastern Canning Co. 64
Eby-Blain Limited. 3
Edwardsburg Starch. . . . outside front cover
Enterprise Mfg. Co. 68
Escott, W. H. 52
Essex Canning Co. 8
Estabrooks, T. H.
Eureka Refrigerator Co. 68
Ewing, S. H., & Sons. 20

F

Fairbank, N. K. 16
Fearman, F. W., Co. 50
Fels & Co. 48
Fisher, A. D., & Co. 67

G

Gibb, W. A. Co. 64
Gillard, W. H., & Co. 15
Gillett, E. W., Co., Ltd. 52
Gorham, J. W., & Co. 2
Gormam, Eckert & Co. 14
Grant, W. J. 60
Guelph Soap Co. 14
Gunns Ltd. 50

H

Hamilton Cotton Co. 67
Hamilton Stamp & Stencil Co. 68
Harnett-Ridout Co. 12
Hill, Wm. A. 21
Holbrooks, Ltd. 24
H. P. Sauce. 17
Hough Litho Co. 20

I

Imperial Extract Co. 14
Imperial Novelty Co. 45
Imperial Tobacco Co. 60
Irish Grocer. 2
Island Lead Mills Co. 67

J

James Dome Black Lead. 70
Johnson, J. K. 2

K

Kilgour Bros. 67
Kops Ale. 4

L

Lake of the Woods Milling Co. 59
Lakeside Canning Co. 7
Lambe, G. W. A. 2
Laporte, Martin & Co. 26
Lear, Sidney. 58
Leitch Bros. 58
Lind Brokerage Co. 70
Loggie, W. S., & Co. 64
Lucerna Anglo-Swiss Milk Choc. Co. 55
Lytle, T. A. Co. 11

Mc

MacLaren Imperial Cheese Co. 2
MacNab, T. A., & Co. 2
McCabe, J. J. 62
McCaskey Register Co. 4
McDonald, Gordon & Co. 22
McDougall, D., & Co. 60
McWilliam & Everist. 62

M

Magee, Fred. 65
Magor, Frank. outside front cover
Malcolm, Jno, & Son. 18
Mason, Geo. & Co. 11
Mason & Miller. 21
Mathewson's Sons. 64
Mathieu, J. L., Co. 17
Men Who Sell Things. 61
Michigan Show Case Co. 67
Midland Vinegar Co. 17
Millman, W. H., & Son. 2
Minto Bros. 46, 47
Mollin's Food Co. 19
Montreal Biscuit Co. 10
Mooney Biscuit and Candy Co. 57
Morse Bros. 69
Mott, John P. & Co. 56

N

National Licorice Co. 56
Nelson, Dale & Co. 56
Nicholson & Bain. 49
Nickle Plate Stove Polish. 21
Nishimura, S. T. & Co. 19
Nuggett Polishes. 5

O

Oakville Basket Co. 52
Oakey, John & Sons. inside back cover
Old Homestead Canning Co. 6

P

Packard, L. H., & Co. 16
Paradis, C. A. 54
Paterson's Sauce. 71
Patrick, W. G. & Co. 2
Pickford & Black. inside back cover

R

Ridgways' Tea. 12
Rose & Laflamme, Ltd. 71
Rowat & Co. 17
Ryan, Wm. Co. 50

S

St. Lawrence Sugar Refining Co. 20
"Salada" Tea Co. 27
Sanitary Can Co. outside back cover
Scott, David, & Co. 22
Smith, E. D. 7
Snap Co., Ltd. 8
Snowdon & Borland. 21
Somme, Thos., sr. 67
Sprague Canning Machinery Co. 52
Spratts Limited. inside back cover
Stamper, D. 2
Stevens & Solomon. 63
Stewart, I. C. 58
Stringer, W. B. 63

T

Taylor & Pringle. 14
Thurston & Braidich. 49
Tippet, Arthur P., & Co. 1
Todhunter, Mitchell & Co. 11
Toronto Salt Works. 52
Truro Condensed Milk Co., Ltd. 50
Tuckett, Geo. E., & Son Co. 61

U

Underdown & Crichton. 5

V

Verret, Stewart Co. outside back cover
Vincentelli, P. & F. 12

W

Wagstaffe, Limited. 19
Walker Bin and Store Fixture Co. 66
Walker, Hugh, & Son. 63
Wallaceburg Sugar Co. 3
Warren, G. C. 2
Watson, Andrew. 12
Watson & Truesdale. 2
Weese, G. Wallace. 2
Western Canada Flour Mills Co. 27
Western Salt Co. 21
Wethey, J. H. 63
White & Co. 63
White Swan Spice & Cereals, Ltd. 19
Wilson, Archdale. 58
Wiseman, R. B. & Co. 49
Wood, Thomas, & Co. 72
Woodruff & Edwards. 67
Woods, Walter, & Co. 10

Y

Young, W. F. 66

How Old Business Firms Often Lag

The Prince of Wales Strongly Endorses the Principle of Publicity and Advises Great Britain, in a National Sense, to Make the Most of Her Opportunities—Quitters in Advertising Quickly Suffer, and Firms of World-wide Reputation Have a Diminution in Sales When They Rest on Their Record or Try to do Business Solely on Long-Established Connections and Past Achievements.

By G. B. Van Blaricom.

While reading a few days ago I picked up several papers at random. One was a small Ontario daily, the other a copy of the London, England, Mail. Glancing over the former I ran across an article under the heading of "How the Quitter in Advertising Suffers." The opening paragraph ran "There is no field of endeavor in which quitters suffer so speedily as they do in advertising and there is no way to make money so easily or quickly as through a very carefully arranged advertising campaign of a useful article or business. You need not go out of your own community or among strangers to find a verification of this statement."

In the Daily Mail appeared a report of the first meeting at Marlborough House of the Royal Commission appointed to organize the representation of British products at the Brussels Exhibition next year and at the Rome and Turin Exhibitions in 1911. A notable speech was given by the Prince of Wales on that occasion arousing considerable enthusiasm among the commissioners. His Royal Highness said: "Experience has shown that even in the case of firms having an established reputation and world-wide connections attempts to discontinue advertising have usually been followed by a diminution in the sales effected, and it is not unreasonable to assume that the neglect by Great Britain of one of the most important forms of national advertisement would be equally detrimental to her interests as a manufacturing country.

"But as there can be no profit either to the individual or to the nation as a whole in displaying inferior British exhibits by the side of the best productions of our commercial competitors, if we participate at all in international exhibitions we must see that the great industries of this country are represented in the most complete and effective manner."

The Prince appealed to the members of the Commission "to do everything that is possible to secure a worthy exhibit, and, in addition to the general work of organization with which you will be occupied, to use your personal influence to the fullest extent in persuading the commercial community to co-operate with us in making a striking success of the British sections which we are called upon by his Majesty the King to organize."

It may seem strange that a writer in a country paper and the Prince of Wales should virtually give simultaneous expression to the one truth in practically the same words, but this observation merely goes to show the fact is now generally recognized that to secure success in any line the participants, to use a colloquial term, "Must stay with the game." The world has little use for the man who shifts, or the one who, as His Excellency Earl Grey, remarked in addressing the boys of Trinity College School, Port Hope, has not "learned to play the game." By that is meant that the qualities of persistency, pluck and perseverance are uppermost in any arena toward securing permanent success. A policy once adopted should be rigidly adhered to, providing the policy is a right one. There is no doubt that selling force —advertising — is what makes any business grow. This is recognized by the greatest industrial and commercial institutions in the land. Even communities, which are progressive and enterprising, know the strength and value of well directed publicity and are appointing commissioners of industry and publicity. Tourists' Association, Chambers of Commerce, Boards of Trade and nations are feeling the effects of this self evident fact. They are profiting by experience, fully assured that the best school in life is experience. It is pointed out that the Prince of Wales has done a service to his country by insisting on the urgency of abandoning a conservative habit. His eminently practical mind takes account of what he observes on all sides. He has urged Great Britain to adopt modern methods and his appeal will not be a vain one, for it has been favorably commented upon by the press of Great Britain which affirms that the Old Country cannot rest on its prestige and traditions, great as these are, but like Germany, the United States, and other countries must be up and awake if she is to retain her place as the leading nation of the world.

Emperor as a Traveler.

It has been said that Emperor William of Germany is the best commercial traveler his country ever had. In season and out he has proclaimed from the house tops the virtues and capacity of his people and has lost no chance of promoting their interests, either commercial or financial. In the same sense, Theodore Roosevelt has done much to make the American nation known more widely and favorably than it ever was before he went to the White House. And now Great Britain is waking up and realizes that the facilities for making displays at foreign exhibitions must be cultivated to the full, that a natural reluctance not to take part must be overcome, and that every effort should be put forth to maintain and improve the reputation of British manufacturers as a whole. "No opportunity of advertising must be neglected," says His Royal Highness, who cannot be accused of having any personal or selfish motive in view.

What is true of the nations is equally applicable to all business houses and commercial institutions. They must advertise to make themselves known. It matters not how long established or how superior their products, they must proclaim incessantly the merits and quality of what they produce, or else they will fall behind in the race. This truth is so self apparent as to have forced its attention upon the Prince of Wales whose practical ideas and observant disposition allows nothing going on in the great world about him to escape his attention.

To say "I have tried advertising and it did me no good," will not answer. A man might as well say: "Oh! there is no money in the grocery, hardware or dry goods business. I know, for I started a store once and failed." The world would look upon such a member of the community askance and tell him not to base his deductions by one concrete example, not to measure other people's corn in his own bushel basket. It would tell him to adopt new ideas and develop the factor known as stick-to-itiveness. To assume a superior manner and practically declare: "Oh, I know all about it," is another serious mistake. Such persons will find food for thought in the fact that each of the six leading stores in New York city spend in daily newspaper advertising from $20,000 to $35,000 a month and are increasing their appropriations. They recognize that it pays. They are not pouring out thousands for the sake of charity or benevolence. They believe it is a good idea to get the attention of the people directed to whatever they have to offer and, once the attention directed, to keep it looking that way. If the eyes of the purchasing public are once taken off a name or an article, it costs infinitely more to secure their interest again than if it is kept there continuously. Record, tradition, ancestry, or long associations will not serve to do the work of publicity in an age when competition is keen and lines of greatest difficulty have often to be followed instead of the paths of least resistance which some have been content to pursue.

Value of Persistency.

Few people buy a thing the first time they see it announced in a newspaper but, when they see that article mentioned week after week, an impression is created which is translated into interest and attention and finally into desire and action. If a firm presents its story day by day, year in and year out in an earnest, convincing and intelligent manner, doubt on the part of the public gives way and readers feel there must be merit and worth in the proposition or article. It is by hammering home the facts and all the facts constantly and steadily that conviction takes possession of the mind and the leaven of publicity begins to work; and once it has begun it must be kept working. There is no such a procedure as stopping to rest or laying back contentedly and saying: "I think I have

given enough impetus to this thing to see it complete its journey." The one, who adopts such an attitude, will find that the thing of itself soon spends its energy. It is only by keeping at it everlastingly that permanent success is scored. It is somewhat peculiar that, until recent years, while people have believed in the veracity of this axiom, they have thought there was one exception—advertising. They have found, however, that the same principle holds good in reference to publicity as in any other line, but many old established houses have learned the lesson at terrible cost.

Advertising must be simple, direct, truthful, and carefully looked after to bring results. It is a seed that can be planted and left of itself to grow. There must be the proper soil, cultivation, nourishment and superintendence. All statements made must be supported by quality, service, promptness, value and efficiency. It must also be realized that a disobliging clerk, or a false promise on the part of an establishment can do as much to drive away custom as a month's advertising campaign will bring back.

BUSINESS MAXIMS.

It is grip and grit that conquer success; not alone the vigour with which one takes hold of his task, but also the doggedness with which he holds on after he has taken hold.

If you are not doing good with the little you have, if you are not making the most of it, you may be sure that you are not likely to do the great good that you think you will when you get a lot of money.

After one has once felt the joy, the exhilaration, the infinite peace and satisfaction which come from the exercise of his highest faculties, he cannot be satisfied ever again to grovel by the exercise of his brute faculties.

"It is the young man whom labor cannot weary nor enemies scare, nor drudgery disgust; who confronts reverses with an unflinching front; who can neither be turned aside from his settled purpose by the world's dread or laugh, nor by its scorn or its frown, who makes his mark."—Success.

HINTS TO BUYERS.

Laporte, Martin & Co., Montreal, make a most attractive offer to the trade in their advertisement this week, as they state they are ready to quote prices on Canadian canned goods, 1909 crop. This in an important announcement, and will be welcome news to the grocers of the Dominion. They advise grocers to await the visit of their travelers before buying, as it will be to their advantage to do so. The representatives of the firm are now on the road with the new lists. The offerings comprise all standard brands, and all varieties of fruits and vegetables. As well, the firm is ready to make some attractive offers on their famous "Victoria" and "Princess Louise" teas. They prepay freight on all lots of 200 lbs. or over to all points in Ontario and Quebec.—advt.

Invoicing Goods at Prices They Should Sell At

Opinions of Retail Grocers on the Question—Some Believe Prices to Consumers Would be More Uniform—Others Would Not Buy From Manufacturers if This Were Done.

Toronto, June 30.—In consequence of the fact as was stated recently by a Grocer correspondent that some staple articles, especially biscuits, are sold at different prices for the reason that retailers do not know at what prices they should be sold, it was suggested by the correspondent that it would be a good idea if the busicuit manufacturers would invoice their goods at retail prices and deduct 20 per cent. of the total for the profits of the retailer. This, he thought would be a guide to all who do not wish to cut and who desire to establish uniform prices.

In view of this suggestion a number of retailers were interviewed with the following results:

A. White, 438 College St., thinks the idea a good one. It would not bind a retailer to sell at the prices stated in the invoice, at the same time it would serve as a guide to sell at uniform prices.

J. M. Corke, College St., believed it would be no advantage, at least, he could not see that it would.

L. Nighswander, of the "Oxford Grocery" College St., thinks it would be all right. "Not knowing what others are selling them at, we often unintentionally cut prices," he said. "This would be avoided if the retail prices were shown on all invoices. It is all right."

John Grigor, College St., does not think much of the scheme. "Let them sell at anything they like," he said. "The cheaper they sell the sooner they get out of business."

Jas. L. Casey, College St., strongly approves of the plan and is much in favor if it. There would then be no excuse for unintentionally selling under fair retail profits.

John Walton, 670 College, said that it was a good idea, as grocers certainly get mixed up on the prices of biscuits.

Jos. E. Hurst is also in favor of the scheme and thinks it would establish uniform prices. If any varied from them, it would would show to his mind that they were not fair in business. Some lines of biscuits do not pay grocers to handle, he said.

R. N. Dowsely, Queen St. West, commended the plan. "We are not getting enough profit on biscuit," he said, "and there is too much guess work in the grocery business and not enough sound calculation. I am strongly in favor of the idea."

F. G. Martin, 1498 Queen St. West, said that it would certainly be a good thing as it would establish uniformity in prices, and be a good guide to those who sell below living prices because they are told by their customers that others sell so and so.

Girvin & Robinson, Queen St. West, also approved of the plan. "We endorse it strongly and hope it will be adopted by the biscuit men," they declared.

J. Tripp, Queen St. West, could see no use for it. Grocers would sell at anything they liked anyway, he claimed.

J. Anderson, 1584 Queen St. West, didn't desire the wholesaler to tell him at what price he should sell. "The minute any concern tells me at what price I shall sell my goods then it is time for me to quit. However, it may work out all right."

P. D. Dunn, Queen St. West, is another grocer who is in favor of the scheme. "Yes, sir, that will be all right," he exclaimed.

J. A. Hopkins, corner Dovercourt and Main, thinks the plan a good one and that it should be appreciated by all retailers. It would no more bind grocers to sell at the same price, than it does now, but they would all know what they should be sold at, and with the exception of a few they would sell them at uniform prices.

E. Armitage, 443 Parliament St., proprietor of the "Live and Let Live" grocery, thinks it a good idea, and is strongly in favor of it.

J. W. McCullough declined to give an opinion, but D. H. Dobbin, Huron St., thinks it is a good suggestion, and a splendid idea, and that it should work out all right.

F. Dean, Queen St., West, said he didn't have much trouble, however, he thought it would lead to more uniformity in prices.

HE CAPTURED THE ORDER.

Kingsville, Ont., June 28.—Last Tuesday the government lighthouse supply boat, "Simcoe," arrived in Kingsville harbor, to provision up for the voyage.

News of her coming had been noised abroad, and a number of grocery boys were waiting at the dock to see if the boat required any groceries.

As the "Simcoe" came along side and the rope was put on the snubbing post, one lad grabbed the railing, put his foot into a port hole, and, thus assisted, climbed aboard the boat, where he hunted up the steward and politely invited that gentleman to take a ride up town with him and leave an order for groceries.

By the time the gangway was thrown out, the lucky lad walked off with the steward, capturing a $35 order for his store as well as about the same amount for a neighboring butcher for meat.

Lucky? No—just ordinary business foresight, a clear head, and a mind alert to grasp an opportunity.

An article on the remodelling of a grocery store in Thorold, Ont., prepared for this week's issue had to be held over until next week on account of lack of space.

London Grocers Invade Detroit in Full Strength

The Excursion This Year was a Little Better than the Best—About 1,500 Londoners Cross the Line—Praise for the Hospitality of the Men Behind the Counters—Some Incidents of the Day.

London, June 29.—The visitor in London on Wednesday last could not help wondering what had happened to this ordinarily lively city. There was an air of quietness pervading that seemed inexplicable until he attempted to gain entrance to a grocery store and found the door locked and the blinds drawn. If the stranger concluded that the concern had gone into liquidation and sought out another grocery he found the door locked there also, and all quiet inside. Great would be his wonder and many his speculations as to the cause of this unusual state of affairs until he asked the nearest small boy the reason when he would be met with the reply: "Why, don't you know? This is the grocers' excursion day; they are all off to Detroit."

The citizens, of course, are well aware of the ways of the grocers; they know that once a year the men who from January to December provide their material needs must have a day off; but fair warning is given of the necessity



CYRIL HAYES,
Secretary of The Association and a Large Contributor to the Success of the Outing.

of providing beforehand for the wants of that particular day. Thus it happens that few citizens are caught napping the day before the big excursion, and that complaints are never heard.

The grocers' excursion has ever been popular with all classes of the community. People have learned from experience that whatever these men undertake is certain to be a success; that whatever the weather may turn out to be, the grocers are certain to give them a good time.

Some Refreshing Showers.

But it happened that the day was an ideal one, although when the train pulled out of London the clouds looked ominous, but they soon passed off, and the trip down was made in the best of weather. At Detroit the sun was shining brightly, and it was very warm, but shortly after the excursionists arrived, a plaeasant little sunshower fell and cooled the atmosphere.

About 2 o'clock a heavy thunderstorm visited the city, and for about an hour



PRESIDENT E. J. RYAN,
One of The Chief Engineers of the Excursion and the Recipient of a "Cu-cumbersome" Gift.

it looked as if the day would be spoilt, but it soon cleared off. There were about 1,500 passengers on board.

At 11.15 the first part of the train reached Brush Street depot, Detroit, and the balance quickly followed.

Here the excursionists parted, many going to visit friends, while others took a trip to Belle Isle before luncheon.

After dinner many took a ramble around town till near time for the St. Louis-Detroit ball game, and then the local baseball fans who took in the excursion started to gaze heavenward, as it looked much more like rain than baseball, but luck again favored them and by the time that the game was called the sun was shining.

Many of the excursionists not interested in the ball game took the chance for a ride up the river, while others took in some of the amusements offered. Others saw the sights from automobiles. One of these latter parties, after doing the city, started for the suburbs. They were traveling along at a good rate of speed when suddenly the gasoline tank of the car exploded, putting the car out of business, and giving the occupants a bad shaking up. Two of the occupants fared worse than the others. One was badly stunned, and the other received a slight cut in the hand. They were able to catch a car, after walking a few blocks, and were later seen rooting at the ball game.

A second auto party also had rather bad luck. When they hired the auto it took them upwards of twenty minutes to get started, as the car's mechanism was somewhat out of kilter. They were about five miles from the centre of the city, when suddenly there was a lurch and a loud report, and the auto came to a stop. A few blocks away they met a street car, which conveyed them back to the city.

The Grocers' Hospitality.

A word about the passengers and the hospitality of the grocers en route both to Detroit and homeward is timely. The train had hardly left London before the grocers started with their baskets and continued till the end of the journey, every passenger in the car being supplied with many different kinds of sweets and sandwiches, while the men were also treated to cigars. Soft drinks in abundance were also on the train.

The following will give some idea of the immense quantities of sweets fed to



HARRY RANAHAN,
The Treasurer, Who Handled His Portion of The Plans as Well as He Does The Funds of The Association.

the excursionists: 2,000 oranges, 50 dozen pop, 8 gallons of lemonade, 4,000 sandwiches, 1,000 cigars, 2,000 bananas, 30 pounds of cheese, 50 pounds of soda biscuits, 4 gallons of pickles and olives.

Besides these 1,000 boxes of choice wafers, donated by McCormick's and Perrin's, were also distributed to the ladies. On the homeward journey it was found that the grocers had underestimated the appetites of their many guests and a fresh supply had to be laid in, and the same generosity in dealing out the sweets prevailed on the homeward journey as on the trip to Detroit.

In the Baggage Car.

During the return journey from Detroit a little presentation was made in the baggage coach.

W. Fulton, the C.P.R. agent, was asked by those present to make a presentation to President E. J. Ryan, of the grocers' association, and also to thank him on behalf of the many guests for the hospitality extended by the association of which he is head.

Fulton's short speech was like an address from the throne, and brought down the house, or rather the car. This was followed by the presentation of a beautiful juicy cucumber.

Though taken entirely by surprise, Mr. Ryan was able to make a suitable reply thanking them for the valuable present, which, he remarked, was better than a lemon, anyway.

The high court of the association established their headquarters in the baggage car on the journey, and returning home the members of the court and some of the guests were most royally entertained. Songs were given and impromptu speeches were made by the guests.

During the trip John Hunt, of the Hunt Mills, moved a vote of thanks, in a few well-chosen words to the grocers for their hospitality.

Home Again.

At 1.30 Thursday morning after one of the most pleasant day's outing in the history of the Retail Grocers' Association, the long excursion train arrived in London, and departed for their various homes. They were tired, but who could take in such an excursion and have such a good time without being tired. They were tired, but considering the fact that their hosts kept them on the go all day, it was little wonder that such was their condition. But they were not weary, and not one person on the train was heard to say that he wished that he had stayed at home, while on the other hand nothing but praise could be heard for the generous hosts of the day. A happy feature of the return trip was the fact that when the train pulled into the city at 1.30 the tired passengers found the street cars awaiting them, and were all able to get cars to within short distances of their homes. For this pleasant surprise the excursionists are indebted to President E. J. Ryan and ex-president Thos. Shaw, who had the foresight to make arrangements for street car accommodation at the unusual hour. It is true two fares were charged, but who minded that?

Notes of the Day.

Bob Ross, Dick Morgan and Bob Collins certainly worked hard behind the lunch counter. They deserve great credit for handling so many men, all the while having a pleasant smile for everybody.

The grocers are indebted to Joe Boyd, of Red Rose tea, Walter Nichol and P. C. Powell, of Sunlight Soap, and J. Ecclestone of Comfort Soap, for accompanying them on the trip, and for their many acts of kindness in Detroit,

Walter Nichol, of the Sunlight Soap Co., was the hero of the day. While waiting for the train at Windsor, he was startled to hear a little girl call for help, and running to the scene, found that her foot was caught in a hole about two feet from the rails, and try as she would she could not get away. Mr. Nichol soon released her when he arrived on the scene, though he sustained a bad cut on the hand in doing so.

Special praise is due Norman McLeod, Jas. Haskett, Frank Paull, Ernie Reed, Frank Travers, Dick Donaghy and ex-president Shaw, who worked hard passing the good things around through the train.

Secretary Cyril Hayes was on the job early and late and outdid himself.

It required a great deal of hard work looking after the details and making everything run smoothly. President Ryan and Treasurer Ranahan did a lot of this work, and their efforts were crowned with success.

McKinley Millman, of Elliott, Moss & Co., and Clem Garvey, of John Garvey, are a great team. They made things lively for the boys and also looked after the ladies.

Walter Hungerford, of A. M. Smith & Co., N. Ripley, of M. Massuret & Co., and Went Dowell, of Edward Adams & Co., were silent workers, and kept busy moving around and giving the glad hand to the grocers.

Charlie Mountjoy, formerly with Ryan & Russell, and Fred Parsons, of Gorman, Eckert & Co., certainly sing well together. They made it lively in the baggage car. Everybody joined in the chorus.

Art. Connor was the principal rooter at the ball game. Bill Gorman, Tommy Vincent and Ab. Young were also in the running. Jack May was there some place, but he was not heard.

The grocers are very grateful to the many friends for their kind donations which aided so much in the success of the picnic.

TRADE NOTES.

H. Laporte, of Laporte, Martin & Co., has returned to Montreal after an extended trip to Europe.

Jules Cote, manager S. J. Major & Co., Ottawa, was in Montreal for a few days last week.

R. J. Graham, Belleville, spent a short time in Montreal with his local agent, John A. Moir, on his way through the city to St. John, N.B.

W. Smith has succeeded M. L. Kenzie, grocer, Birnam, Ont.

Garroch & McRae, grocers, Corunna, Ont., are dissolving, Garroch continuing alone.

Clarence Cronk, grocer, Hamilton, has sold to G. MacInnes.

C. D. Simpson, general merchant, Wroxeter, Ont., is succeeded by F. S. Davey.

James Pritchard, general merchant, Swan Lake, Man., has sold his stock to D. W. Flack.

F. Ceretti, macaroni manufacturer, Winnipeg, has sold to C. Condor.

A. R. Peters, grocer, Calgary, has sold his business.

Nairn & Jackson, grocers, South Hill, near Moose Jaw, have sold their business to F. J. Moffatt, of Carberry, Man., who took charge on July 1st. The former proprietors have been in business for some years and have met with good success. They have a larger proposition in sight in Southern Alberta.

S. C. Millman, general merchant, Humboldt and Watson, Sask., has sold the Watson business to H. Aberman.

The Alsop Process Co., of Canada, has been given an Ontario charter to "manufacture machinery and to own, acquire, sell lease or dispose of the right or rights to use a process or processes for the improving, ageing and whitening of flour and to buy, acquire and own and to sell, lease or otherwise dispose of machinery used in the said process." The head office is in Toronto.

A POOR COLLECTOR?

Editor Canadian Grocer,—Allow me to congratulate you on the decided improvement of the "Canadian Grocer." If there are still any grocers who do not read it, the reason must be that they do not know what it would bring to them from week to week. Among other things contained in last week's issue, I was somewhat amused with the article describing the experience of a collector in collecting a small account. If this is not overdrawn and there are many in the grocery business like that fellow in Toronto, it is no wonder that the fruit, produce and provision dealers were forced to adopt harsh methods to bring them to time. I am now anxious to know whether that account has since been paid, or whether the visits are still going on. It seems to me, however, that while the collector must be possessed of the virtue of patience to a large degree, he lacks the essentials as a good collector.

The article by J. W. Wheaton on "Home Consumption of Cheese" is also interesting and the question should be further discussed through your valuable paper, which would no doubt lead to good results.

Your editorial on "The Merchant as Benefactor" is also opportune and to the point. Strong articles, I think, should be written on this line to enthuse the merchants throughout the country with the idea that they are a necessity and that their interests must be protected against the unfair and deceptive encroachments of all kinds of disturbances to the general trade.

I also appreciate your invitation to grocers to send in contributions or take part in the discussions of all questions of interest to the trade.

OTTAWA GROCER.

June 28th, 1909.

The Canadian Grocer

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MARKET CHANGES OF THE WEEK.

The Canadian grocery market of the past week shows many features with the strawberry situation in the lead. Correspondence from all parts of the Dominion, show a wide difference in prices and a number of fluctuations. In Ontario on Saturday prices ran away down and berries were sold to consumers at five cents a box. During the early part of the week they rallied in many cases due probably to want of rain. If rain does not fall the season is likely to be shortened.

Although no changes have occurred in sugar prices the demand has increased wonderfully, attributed to the advent of the berry season.

Potatoes are weakening in prices owing to the new variety coming on the market. The supply will likely be sufficient to meet the demand.

Some interesting conditions exist in the dried fruit market. Prunes have been selling well, despite the fact that strawberries are on the market. The Bosnia and Servia prune crops are reported damaged, while it is estimated that the Greek currant crop will be 15 per cent. lower than last year.

Pork and hog products have advanced again, the prices being firm. The Manitoba markets show advances in beans and dried apples and a decline in tubs.

There is a shortage of French petits pois and prices are likely to advance.

Prices have been named to jobbers on canned tomatoes, corn and peas for future delivery and they are somewhat lower than last year. Contracts are being signed at these prices.

COMPULSORY HALF-HOLIDAY.

The government of the state of Victoria, Australia, recently passed an Act to provide for a half-holiday every Saturday in the metropolitan district of Melbourne. The Act, which came into force on May 1, provides that all shops shall in each week be closed from the hour of one o'clock in the afternoon on Saturday until the following Monday morning. It is provided that shops may be kept open till the hour of ten o'clock on the preceding Friday evening. Certain exemptions are made of shops in the occupation of druggists, butchers, bakers, hairdressers. bicycle dealers, flower sellers, restaurant keepers, confectioners and tobacconists. Before May 1, it was optional for shopkeepers to close on either Wednesday or Saturday afternoon. The new Act is the result of years of persistent effort made by the many thousand employees of retail stores in and about Melbourne, who maintained that the Saturday, the week end, half holiday was the most suitable for all classes. Over 20,000 employees who previous to this month worked throughout Saturday afternoon and evening are now released.

D. H. Ross, Canadian Trade Commissioner for Victoria, in telling of the effect of this change, states that the experience of the first few weeks with regard to Friday as a late business night in Melbourne and suburban retail shops can hardly be relied upon to gauge accurately its bearing on the volume of sales transacted. It is true, he says, that the large suburban stores are apprehensive that the change will operate against them; it will take time for the people to become accustomed to the substitution of Friday as the 'late night' for shopping.

Sympathy is shown to the emp'oyees, in carrying the reform to a successful issue, by large employers of labor making Friday the weekly pay day.

It is provided in the Act that after the expiration of one year a majority consisting of fifty more than one-half of the shopkeepers in the metropolitan area can petition the government to suspend the half-holiday and revert to the Wednesday half-holiday. In the latter connection, employees are endeavoring to strengthen their position by appealing to that portion of the people who hitherto made purchases on Saturday evening to fall in line with the new order of things by shopping on Friday.

RICHES OF THE RETAILER.

The statement was made not long ago in the United States Senate that the retail grocer was the man who was making all the money in the grocery trade. A few weeks ago the Canadian Grocer pointed how ridiculous such an assertion was in view of the competition existing in all places, and the claims then advanced have been substantiated by the New York Journal of Commerce, which asks the question "Who is getting rich in the grocery business?" and answers it by interviews.

"Certainly not the wholesaler," said a leading jobber when asked the question. "Go up and down the line of the jobbers of New York and show me a multi-millionaire among them. There may be a very few who push the six-figure line pretty hard, but they did not make it all by buying and selling grocery goods. There is probably no line of mercantile business where goods are handled on such small margins as in the grocery business. Other lines of jobbing whose business aggregates that of our wholesalers will be much more productive in furnishing you a list of millionaires."

"You can count the rich retail grocers of New York on the fingers of one hand," a well posted man said. "By 'rich' I mean those who are worth more than a couple of hundred thousand dollars.

"Of these, two concerns made their money in 'chain stores,' two by gaining a big business in liquors and cigars and the fifth by keeping eternally hammering at it, early morning to late night, for so many years that I have forgotten how long.

"Of course there are a good many who have made their little $10,000 or $30,000, but there are mighty few who do much more than make a bare living, and that only by mighty hard work.

"You can put it down that the retailer is not robbing the public."

The question was put squarely up to the representative of one of the large manufacturers of foodstuffs.

"Candidly, I must admit that the manufacturers of the country have made far greater fortunes in the foodstuff line than any other branch of the trade.

"There are many more millionaire manufacturers than jobbers or retailers.

"How do they do it? By being more aggressive; by advertising liberally when they have what they think is a meritorious product and by dealing with business propositions on generally broader lines than any of the other branches of the trade and by a better organization of their forces."

Here are three different opinions, with only one willing to admit people are really getting rich in his particular line.

Dr. Pyne's "Red Herring"

Hon. Dr. Pyne, Minister of Education for Ontario has returned to the attack on MacLean's trade journals which he began a few weeks ago during a platform address. His latest attack is in a letter to a Hamilton bookseller published in the Herald of that city. He says: "There is a criticism arising from certain electric corporations, and through their influence certain trade journals are endeavoring to stir up the retailers of the province by means of circulars. The men who are at the back of this have really no financial interest in the books, and are endeavoring to use the retailers of the province for their own interests."

Hon. Dr. Pyne's statements regarding the influence which induced MacLean's trade newspapers to take the stand they have in regard to this matter are most unfair, and what is more they are untrue. The so-called electric ring neither in word or even by suggestion, had anything to do with the articles in question. One who is head of the educational institutions of Ontario should make sure of his facts before he speaks. He should not make wide ventures in speech even if it is for the purpose of "saving his face" as the Chinaman would say. He should be an example for probity as well as for sound logic.

The fact of the matter is that the Education Department has made a grave blunder, and no one knows that better than Dr. Pyne himself. His attack on the MacLean trade papers is merely an attempt to burke the question and to draw a red herring across the track.

MacLean's trade papers have no complaint to make against the Ontario Government because it has brought about cheap readers. One of the planks of the party now in power when it was in opposition was cheaper school books and it was their bounden duty to carry out this policy and to get books as cheaply as possible commensurate with efficiency. We believe it has honestly tried to carry out its pre-election promises in this respect. It is obvious, therefore, that we have no quarrel with the government on this point. Where we break with them is in regard to method. The T. Eaton Company is not a publishing house in the accepted sense of the term. It has a printing plant employed wholly for printing its own catalogues and other literature. That in itself is perhaps not a serious objection.

Where the government made the mistake was in giving the contract to the Eaton Company before considering its import. We are not quarreling with the government because they made this mistake. Governments as well as individuals err. We only ask, in view of the fact that they did make a mistake, that they take steps whereby the evil wrought the retail trade in Ontario may at least be modified.

The government can do this in two ways. They can stipulate that the imprint of the Education Department shall be placed upon the books instead of that of the T. Eaton Company. Furthermore, besides doing this, they can distribute the books themselves.

We are not asking them to do something they cannot do, but are merely asking that they do that which under the provisions of the contract they have the power to do. As an act of justice to the retail interests of the country they should not hesitate to move in the matter.

Drawing a red herring across the track will not lead the retail trade to any other conclusion than that the onus of affording relief rests upon the Government. To the retail trade the red herring smells "fishy" and it will not divert retailers from their purpose to secure a remedy.

It is quite true, as Dr. Pyne says, that MacLean's trade journals are working in the interests of the retail trade. Why shouldn't we? No one knows better than Dr. Pyne the harm the department stores have wrought to the retail trade. In this reader contract the Education Department of Ontario, unknowingly, it is true, place in the hands of the T. Eaton Company a weapon more powerful and potent than any yet possessed by that or any other department store to further cripple and maim the retail trade.

For ten years and perhaps for longer, because the contract is renewable, every reader that leaves the department store will have on its title page what is practically an advertisement for the T. Eaton Company. As pupils requiring a reader can get it from the T. Eaton Company for the same price as the local retail dealer is charged they will only in rare cases be satisfied to pay the higher figure which must necessarily be demanded by the local dealer if he cares to handle the book at all, as the parents of the children are not likely to hesitate as to where they will buy the books. Twenty per cent. is twenty per cent., and they will be as anxious to save that discount as any business man would be on his purchases. Consequently parents will send to the department store for the readers and not only for them but for other school books besides.

But the trouble is they will not stop at school books. When sending for the latter they will naturally order general merchandise—food, clothing, house-furnishings.

Every reader bearing the imprint of the T. Eaton Co. will be an advance agent for the latter into every home which it enters.

It is these facts which are alarming the retailers of this country and cause them to join with the MacLean trade journals in asking the government to exercise the privileges it possesses under the terms of the contract.

The Hamilton Herald warmly praises the Government for providing cheap readers but says that the objection to the readers being used for advertising the T. Eaton Co. is a sound one. "No advertising matter," it declares, "ought to be allowed within the covers of these school books." That, in reality, is all that the MacLean trade newspapers are asking for.

Judging from the way in which Dr. Pyne is trying to draw a red herring across the track the government is not yet disposed to modify the terms of the contract. Until they are persuaded the retail trade should not let up for one moment in their agitation to have the objectionable features of the contract eliminated.

AGE AND HONOR DID NOT SAVE.

Bradstreet's and Dun's announce that one of the oldest and most honorable manufacturing firms in Canada has gone into liquidation.

Age and honor have not prevented commercial death. They were never alone known to do so. The trouble with this particular firm was that with age did not come the realization of the fact that to keep in business was to keep up-to-date. They had an idea that because they had been in business many years it was not necessary for them to give publicity to their products. They did not believe in advertising. They thought that those who needed their products would know where to find them.

A few years ago a retailer wrote to a business friend, asking him if a certain line of goods was made in Canada. This happened to be the very line the company that has now gone into liquidation made. The party receiving the letter drew the attention of the president of the concern to the enquiry, and the latter declared that the retailer who made the enquiry was a blank fool. "Everybody," he said, "that has brains knows perfectly well that we manufacture that line."

Age and honor, plus industry and enterprise, are valuable business-building qualities. Age and honor, plus lethargy and stupidity, superinduce dry rot.

Some Interesting Ontario Grocery Correspondence

The Strawberry Situation in Western Ontario — Bracebridge Grocer Favors 100-lb. Bags—Belleville Canning Factories Begin Work—Importance of Catering to Picnic Parties—Berries Handled in Perth on a One-Cent Margin.

CHATHAM.

June 30.—Strawberries are the chief feature of the grocery business just now. The price has held up remarkably well from the very start, good berries having commanded the price of 3 boxes for 25c right through. Occasionally, on account of deterioration, 4 boxes have been sold for 25c. On Saturday morning there seemed to be a glut, and this price was the rule for an hour or two. By noon the market was sold out, and during the afternoon the price went up to 3 for 25c, grocers having more demands than they could supply. The demand throughout has been exceptionally good. Growers consider that the season in this section has already started on its decline, and in which event no further break is likely, The first home grown cherries have already made their appearance, and the prospects for the raspberry crop are good.

Cecil G. Moore, after seven years' experience in the grocery business as clerk for Jas. N. Massey and his successors, C. H. Burnie & Co., is branching out on his own account, having purchased the business of H. G. Reed on King St., near William. He takes charge on Wednesday of this week. Mr. Moore had some experience as a grocery traveler a year or so back. Major Reed's intentions for the future are as yet unknown, though it is understood he intends to retire from active business.

C. H. Echlin, a retired farmer, has purchased the Teddy Bear grocery, owned by Miss Bennett, at the corner of Raleigh St. and Lorne Ave.

The question of Sunday selling of ice cream by restauranters and cigars by druggists has been brought before the police commissioners by the local Ministerial Association. The matter will probably be discussed at a special meeting of the commissioners. It is charged that both practices are widely prevalent.

J. F. Holden, western Ontario representative of the Magic Baking Powder Co., called on the trade last week.

Complaints have been made to the police that some bakers are selling a 16 oz. loaf with the 20 oz. label affixed.

Negotiations are in progress whereby, it is understood, the Blenheim branch of the Canada Flour Mills Company, Limited, is to be taken over by the manager, Jas. Rutherford.

Allan McRae, till recently proprietor of the general store at Oungah, has left for the Northwest, where he will locate.

W. C. Dainty, for thirteen years past principal of Wheatley school, has purchased a grocery business at Belmont, and will take possession about the middle of July.

A meeting of independent canners was held in this city last week, representatives being present from Tilbury, Stoney Point and Belle River. Nothing was divulged, however, as to the objects of the gathering.

Wallaceburg grocers have a good ball team this season, and are making other teams travel some.

Tomato can displays seem to be dangerous just at this season. A number of cans were displayed last week in Ruttan's grocery, Wallaceburg, when the heat of the sun caused one of the bottom cans to explode, shooting the rest into the air, a couple smashing a side window.

The Erie Fruit, Co., Leamington, held its annual meeting last week, the reports presented being encouraging. Directors were re-elected for the ensuing year, they being J. D. Fraser, J. Atkins, A. McLachlan, M. Malott, W. W. Hilborn, C. H. Kenny and John Richards.

The Leamington Canning Co. is just commencing operations. They have all the strawberries contracted for that they can handle, and will probably ship some away. Canners throughout this section are declining to purchase outside their contracts, unless they can secure strawberries at prices exceptionally low.

P. C. Little, grocer, of Blenheim, has just concluded a "popularity contest," in connection with his business. Some time ago Mr. Little offered a china set to the most popular lady in Blenheim —each purchase at his store counting for a certain number of votes. The scheme worked so well that Mr. Little has given four other candidates due bills for $3 each on purchases of china.

A proposition is on foot by the Ottawa Department of Agriculture to inaugurate in August a cold storage car service between Kingsville and other Essex fruit growing points and Montreal, the car leaving the fruit section every morning. Cold storage accommodation will be provided on ocean steamers, not only to London, as heretofore, but also to Glasgow. The proposition is being cordially received by fruit growers in the Leamington section.

BRACEBRIDGE.

June 30.—Nearly every grocer in town Saturday had heavy shipments of Canadian strawberries. The samples were good and readily sold, the ruling price being 3 boxes for 25c.

Butter on Saturday again dropped in price, this time to 16c and 17c per lb. As a rule, our merchants during the summer months import most of the butter sold in town, but this year, according to one merchant, we have more home-made butter on hand than ever before.

Melville Ross is being congratulated on the appearance of his clean, bright store and the pretty window display of canned meats he exhibited last Saturday.

Peter Hutchison, grocer, took in the excursion to Guelph and Toronto last Thursday and Friday.

R. A. Lawson, who handles considerable grain in connection with his grocery store, says that a great deal could be saved in time, and figures if the Government would frame a law making all grain, seed and farm produce 100 lbs. to the bag. Selling by the pound, instead of the bushel is a grand idea and no mistake. For instance, a man comes in who wants the price of timotny seed. The merchant quotes the price by the hundredweight. The farmer writes elsewhere for quotations. They come back quoted a much lower price by the bushel, and, of course, thinking the quotations are for the same weight, sends his money away, only to find, instead of receiving the 100 lbs., he only gets the bushel. Letters of explanation follow, but the moral is: It would save mistakes like the above and give the home merchant the order, instead of some outside town.

A few days ago the Sons of Scotland camp of this town held its seventh annual gathering. It was favored with fine weather and a large crowd. You see all the grocers in this town with the exception of two are Scotch and hot Scotch at that. The merchants along the main street took an interest in the day by decorating and arranging special windows. Some very pretty ones were arranged showing the visitors from larger towns and the city of Toronto that the merchants here keep abreast of the times. In most of the sports the grocers had some representative. The lacrosse team which defeated All Saints team of Toronto had playing on the defence line, Jerry Reid and Charles Reid of Armstrong & Gillespie. In the one mile race Hutchison Bros entered W. J. Reid, who got third money.

D. McLaughlin of Woodville, Ont., and Mr. Plank, of Lorneville Jct., general merchants, spent Wednesday, June 16th in Bracebridge, seeing the sights of this busy town.

BRANTFORD.

June 30.—John Laing, clerk at G. S. Winter Son & Co., is erecting a new house on St. George St.

The canvassers for the new Machine Telephone Co. have been hard at work for the past few days. They state that results are good, over two hundred subscribers having already been secured. A large number of merchants have become subscribers and several are waiting to see what the result of the canvas will be.

Saturday's market was large. Strawberries were very plentiful being sold at 4 boxes for 25c, and it was expected the bulk of the crop would be harvested this week. They were selling on Monday at 5c per box. Green vegetables were sold on the market at 2 bunches for 5c; eggs 25c per dozen, spring chickens $1.25 to $1.40 per pair. Potatoes were plentiful at 75c per bag.

D. D. Clarke, who has had a grocery at the corner of William and Palace Sts. for the past eight months, has sold his stock and the store is closed. He intends going back to farming again. This makes two north ward closings in the past few weeks.

GUELPH.

June 30.—There is a great demand for fruit just at present. Hugh Walker & Sons are having their hands full in supplying the wants of their many customers. Last week 3 carload of bananas arrived in the city and by Saturday night there were none left.

Saturday was a great day for strawberries and many crates changed hands. There were local berries in abundance, and of excellent quality. Many crates were brought in by Hamilton growers, which were soon snapped up.

The market on Saturday was a large one with plenty of buyers and good prices. The prices quoted ruled : butter, 19 to 20c; eggs, 22c; spring chicken, 40c to 50c, and strawberries $1.75 crate.

BELLEVILLE.

June 30.—Local grocers, both retail and wholesale, when interviewed, nearly all told the same story—that they had done the best June business in years.

The John Sloan & Co., wholesale grocers, who have occupied quarters near the Grand Trunk station since they opened their branch office here some few years ago, have just completed arrangements for the lease of new offices and store-rooms, these being formerly occupied by the Corby Distillery Company.

Mrs. Ellen C. Thomas, who has conducted a prosperous grocery business here during many years, near the market, passed away on Friday, after six months' illness, from rheumatism. She was a sister of Alderman Thomas, of this city. Her son, Edward, and daughter, Jessie, will conduct the business.

The local canning factories began work in full blast this week, putting down strawberries. For several days it has been intensely hot, and unless rain comes shortly it will affect the growth. A couple of grocers contracted for all they could use at 5c a box, and some at present are paying 10c to supply their customers.

The grocers generally regret the closing of the Deaf and Dumb Institute, Albert College, St. Agnes School, etc., but the summer tourists coming in will help considerably.

There has been a shortage of lemons here for the past week, but at the time of writing a big consignment had arrived. The extreme warm spell was the cause.

A new "grocer" arrived this week at the home of Mr. and Mrs. Thomas Hanley, of Hanley Bros. Tom is coming in for congratulations.

W. Shortt, representing Lever Bros., of Sunlight Soap, was here recently.

Mr. Forsythe, traveler for McCormick's biscuits, of London, Ont., was here last week.

PERTH.

June 30.—In the death of A. R. McIntyre of Middleville, Lanark Co. has lost one of its most successful and most highly respected merchants. For thirty-five years he carried on his business at Middleville and through his fair dealing built up a solid business connection. Mr. McIntyre was connected largely with county and township affairs.

Bread was a scarce article in Perth last Saturday. Every loaf in the five bakeries was sold at about 6 p.m. and late comers had to make out some way without it.

Local dealers handle home grown strawberries on a 1c a box margin. This seems small but its being small brings about one good result. Growers will turn their berries over to dealers rather than peddle them for the extra cent. This gives the merchants practically the whole strawberry business. Many berries are being brought in from western Ontario. Last Saturday although over 1,500 baskets were imported not a berry was for sale after 5 p.m. The ruling price was 3 boxes for 25c.

Butter is down somewhat. It dropped 3c this week to "paying 20c."

Cheese money counts for much in this section. Last Friday 2,700 boxes were boarded at a ruling price of 11¾c. This means that this days sales will put, roughly, $20,000 into circulation. As Perth business depends largely on farm trade these weekly sales count for much in a business way.

LINDSAY.

June 30.—A rumor went the rounds in Lindsay this week to the effect that J. R. O'Neil, grocer, on King Street, East Ward, was about to dispose of his business, and was calculating starting up in business in Toronto. However, Mr. O'Neil states that there is nothing in the rumor. He has no intention of vacating the good old town.

J. R. O'Neil and J. Dwyer, of Campbell's grocery, were in Toronto this week for a couple of days.

Peaches, the first of the season, appeared for sale in town this week. They are somewhat of a luxury at present.

The 45th Regiment camped at Sturgeon Point this year, and Adams Bros. provided the groceries, meats and hay. Some provisions were also provided for the soldier boys by other grocery firms, including A. L. Campbell and Joseph Brown.

Some of the town grocers are experiencing, or rather did experience, an unusual demand for conundrum biscuits during the past few months. The wafers or biscuits with the printed conundrum on them were very much in use at euchre parties during the past winter months and they "caught on," and as a result are becoming a table necessity. Of course, there are some grocers in town who do not carry these at all, but those who do state that the demand for them has been large.

At this season of the year, would it not be well for the grocers, especially those situated in towns on or near the water, to do some extra hustling to attract the eye of and cater to the picnic parties. In Lindsay, for instance, it is an everyday scene to see one, two, three or more picnic parties with their baskets nicely "packed" with dainty edibles, leaving for some secluded picnic ground on the waterfront. Lindsay people are great for this sort of outings, and the yacht owners are lenient and courteous in meeting the wants of the citizens who get up these parties. It strikes your correspondent that the grocer, by a little extra thought, could capture some good trade by catering to this class of tourists—the picnickers. As a rule, in the hot weather the ladies are prone to enter the kitchen and stand over a hot stove cooking something for such an outing, and prefer to buy something nice and fresh from the store, and a neatly dressed window containing picnickers' supplies might net the grocer a considerable amount of profit. For instance, how about putting in the window some pickles, lump sugars, coffees, teas, bananas, oranges, lemons, breakfast foods, canned goods, olives, strawberries, fresh bread, cooked meats, butter, etc., having the same placarded with such signs as, "Here, for your picnic supplies," etc.?

Thos. Brady has had a simple, but yet attractive catsup and pickle window lately. The bottles are laid out neatly on the sawdust, and nothing else is in the window.

W. E. Baker, of the Baker grocery store, and Mrs. Baker, have just returned from a delightful trip through to the coast. Mr. Baker's health has greatly improved.

ST. CATHARINES.

June 30.—Strawberries are plentiful—too plentiful in fact to make good business. The growers are disappointed because of small prices realized, namely, from seventy-five cents wholesale to one dollar per crate retail. Deduct from these prices twenty cents for crate and twenty-four cents for picking and one can readily see that the net amount for berries is not very great. "Poor pay," the grower says, "for time and energy expended on the vines." The grocer on the other hand, while the buying price is low so that he can retail berries at five cents per box with a profit, finds that in place of large sales that the turnover is limited. This is explained by the fact that the growers in their endeavor to realize as much for their crop as possible, are peddling from house to house and offering berries to the grocers' customers at exactly the same price they expect the grocer to pay by the crate.

The canners seem to be the only persons profiting by the large crop and small prices. They take what berries they require at prices ranging from sixty-five to seventy-five cents per crate. They are not bound by contract to accept berries more than they require day by day and in this way they are eliminating the loss caused by deliveries being made heavier than they could can the same day.

The St. Catharines Cold Storage and Forwarding Co. have made an experimental shipment of a carload of strawberries for Winnipeg. The shipment was a co-operative one representing about one hundred growers. In case of failure the individual loss will be small while if successful the result will be of great importance to the fruit growers of this district.



AYLMER
Tomato Catsup

Why pay fancy prices for imported Catsup when you can obtain as good or better quality at very much lower prices?

Aylmer Tomato Catsup

is the best value on the market.

Aylmer Tomato Catsup

has been for years, and still is, the standard for all Catsups.

CANADIAN CANNERS

LIMITED

Some canners have announced prices for canned vegetables and strawberries. The prices are lower than those of last year. Prices will not be guaranteed as in former years, the market being an open one for both buyer and seller. At the present writing the prospect is that the grocer will purchase his requirements at favorable prices.

Next month the majority of the retail stores will be closed Wednesday afternoons.

HAMILTON.

June 30.—The Retail Grocers' Association is making every effort to have the annual picnic the best ever. Transportation arrangements have been made with the Grand Trunk and the T. H. & B. railways to seat six thousand people, one hundred first-class coaches having been engaged. Many new games and amusements have been added for the delectation of their customers. Hamilton grocers are recognized as a "pretty sporty crowd" and when they undertake a thing, it generally shows up all right. R. M. Hill, the "high pressure" secretary is working overtime to make this year's picnic a landmark and when "Bay" Hill gets on the job it looks good.

THEIR ANNUAL PICNIC.

Comfort Soap Works' Employes Enjoy Hospitality of the Company.

Toronto, June 30.—On Saturday, June 26th, the employes of the Comfort Soap Works, held their annual picnic and games at High Park, and it proved to be in every respect most enjoyable and was pleasingly successful.

The fraternal feeling and harmony that exists in this large manufacturing establishments was delightfully manifest judging by the manner everyone, large and small, entered into the spirit of the outing and good naturedly contested with each other in the numerous games provided. This was gratifying to all present and especially to those closely associated with the Comfort Soap Works.

An excellent repast was served to the large gathering under the supervision of Miss Maude Lehnann, to whom much credit is due for this essential part of the outing. At the conclusion of the refreshments the liberal prizes donated by the company were distributed to the successful contestants, after which an exciting game of baseball was played. F. D. Cockburn captained the eastern portion of the Dominion and Wm. Colville the western. The latter "put it all over" the easterners, much to their dis-Comfort and most Comforting to the westerners. Mr. Cockburn did the catching for his stalwarts. While this noted gentleman may stand high in his profession as an "order catcher" he could not, in the phraseology of the excitable fans present, "catch a cold" or "stop a balloon."

The day's enjoyment was brought to a close with cheers for President Knight and Managers Millar and Massacar, and the singing of the National Anthem.

The President placed his automobile at the disposal of the "kiddies" and they were not slow to avail themselves of the rich treat.

Notes from the Maritime Provinces and Quebec

More Large Sugar Importations Into Halifax—The Remodeling of a Halifax Store—Salmon Catches at St. John Not Large.

ST. JOHN.

June 29.—The fact that Ontario and Manitoba flours are now identical in price in the wholesale market is causing much speculation among local dealers. There seems to be a feeling among them that the Manitoba millers will not at present raise their prices any higher. The reason given for this view is that these concerns are now getting, or will soon secure, the bulk of the business. On the other hand it is felt that the Ontario millers will have their revenge later on when there is more wheat on the market. For certain branches of the baking business Ontario fall wheat, it is said, makes a better flour than Manitoba. Many bakers when mixing their bread sponge, use equal qualities of Manitoba and Ontario flours and many housewives do the same. On the whole dealers say that Ontario flour will not likely be as low again as it has been.

Catches of harbor salmon have not been as heavy as the dealers would like and the price has kept pretty high thus far. The lowest quotation has been 16 cents a pound and it is doubtful if any lower figure will be quoted. The United States market has taken a large quantity and it is expected shipments will continue heavy until after the 4th of July and by that time the best of the fishing will be over.

William C. Cross, manager of Hall & Fairweather; William W. Harding, of the W. F. Holloway Company and Andrew Malcolm, are the delegates from the Maritime provinces to the annual meeting of the Wholesale Grocers' Exchange, in Victoria. Mr. Cross, before returning, will visit some of the principal points in the United States, along the Pacific Coast.

James Pender will likely be a delegate, along with W. F. Hatheway, from the St. John Board of Trade, to the meeting of the Chambers of Commerce of the Empire, which opens in Sydney, Australia, on Sept. 14. Mr. Hatheway is a wholesale grocer and Mr. Pender is head of the Pender Nail Works, of this city.

Letters patent have been issued incorporating F. E. Law, commission merchant; Oliver B. Akerley, commission merchant; Frank E. Williams, grocer and provision dealer; Alex. W. MacRae and George Swanton, to purchase the export business carried on at present by the F. E. Williams Co., and to be known as the St. John Produce Co., with a capital of $49,000.

MONTREAL.

June 29.—A good sized cargo of foodstuffs was abandoned when the Quebec Steamship Company turned over the wrecked steamship Campana to the underwriters. The boat went on the rocks at St. Valier, below Quebec, a couple of weeks ago, and was finally given up by the owners last Thursday. Included in the cargo, valued at $15,000 were. 4,500 bags potatoes, 450 cases lobsters, 200 cases eggs, and several barrels and packages of fish. The boat plied between P.E.I. and New Brunswick points and Montreal, making weekly trips. The vessel will be replaced by the Trinidad.

One of those receiving Birthday Honors at the hands of the King this year was W. J. Gerald, Deputy Minister of Inland Revenue, Ottawa, who was made a Companion of the Imperial Service Order. The appointment will be learned of with pleasure by Mr. Gerald's many friends and acquaintances, for he has been an indefatigable worker, and has done much good work. He has been connected with the department for several years, at one time being secretary. His latest effort for the improvement of conditions for the trade and the public is the proposed establishment of food standards for Canada. He, and A. McGill, Chief Analyst, have been working on this matter for months.

Robt. Meighen, president of the Lake of the Woods Milling Company, Montreal, has made an offer of the most patriotic kind to members of the firm's staff. To all of them who belong to the militia, or will join, the firm will grant two weeks' holidays, besides what time they may spend in military camp every year, and Mr. Meighen, will hold himself personally responsible for the payment of their salaries during the extra holidays they may thus obtain. Mr. Meighen's patriotism has been favorably commented upon in business and military circles.

E. D. Morton, of C. & E. Morton, London, Eng., visited Montreal this week, on his way home after completing a circuit of the world, and expressed himself as delighted with the improvement noticeable in Canada since his last visit, some three years ago, especially in Montreal, where he said he was surprised at the number of new buildings which had been erected. While in the city he made his headquarters with Watt, Scott and Goodacre, the firm's agents.

HALIFAX.

June 30.—Jobbers report the grocery business in a very satisfactory condition at the present time. In fact trade is said to be exceptionally good at this season of the year. Excellent orders are coming in from the country districts and the prospects are bright for a good season's business. The crops are in splendid condition and everything points to a good yield.

Collections show considerable improvement of late, and business men are quite enthusiastic over the outlook. Fruit is now coming in in large quantities and the most of it is of splendid quality. The holiday in Halifax this week made fruit in good demand and all the jobbers report large sales. The market is still well supplied with potatoes and the stock has wintered remarkably well. In fact, all produce is in fine condition and it is now in good de-

mand. Prices are reasonable for the season of the year. In consequence of the plentiful supply the jobbers have made only slight advances over the winter prices.

Heavy imports of sugar continue to arrive here from the West Indies. The steamer Sobo that arrived here this week from the Southern Islands brought eighteen thousand bags of sugar. The most of this sugar is for Montreal.

The prices of fruit are unchanged. Cherries and plums and watermelons are now on the market. The melons are especially large and are quoted at fifty cents each. Cherries are selling at $2, and plums at $3 per crate. Cucumbers have dropped 25 cents per box since last report and are now selling at $5 per box. New American carrots and beets are now on the market, but the demand is light as the prices are high.

George J. McQuarrie, representative of the G. T. Barbour Company, Ltd., of St. John, N.B., was in Sydney this week. This firm manufactures grocers' specialties, and there is a possibility that they will open a branch in Sydney with Mr. McQuarrie in charge.

Doing business at the same old stand while a brick building is being erected over their heads is what is going at the corner of Brunswick and Jacob streets, where T. F. Courtney & Co., do a large grocery business. Some time ago Mr. Courtney found that the present building was inedequate for his increasing trade and he decided to erect a modern brick structure in place of the wood and stone building now occupied. When the fine weather set in he started the work going and now it is proceeding rapidly. The building is being erected by day work. Mr. Courtney engaged a foreman who is superintending the work for him and the new structure is rising rapidly. There has been no stoppage of the grocery business since the new building was started. Of course they are a little cramped for room, but otherwise everything is running quite smoothly. The new building will be ready for occupancy in the course of a few months, and it will be quite an addition to the north end of the city.

The grocery store of Ernest C. Chappell, of Charlottetown, has been painted and renovated throughout and now presents a very attractive appearance. It is one of the brightest and cleanest grocery stores in that city. The addition of a large light outside has made quite an improvement in the premises.

NEWCASTLE, N.B.

June 30.—All roads will lead to Sackville, on July 14th. Arrangements have been perfected whereby a "Merchants' Day" will be held in that town then. Low rates have been secured on the N.B. and P.E.I. Railway, and the merchants will make especially attractive offers to eash buyers and no effort will be spared to make July 14th the biggest and best Merchants' Day ever held there.

Authentic Information on Western Conditions

Difficulties in Placing British Columbia Fruit on Western Markets—Only One Winnipeg Grocer Dresses Window for Horse Show—Cured Meats Advance in Regina—Active Canned Goods Trade in Calgary.

VANCOUVER.

June 29.—The high price feature of the potato market will soon pass away with new Californias being quoted at three cents a pound wholesale, or $60 a ton. This was the price of old potatoes a short time ago, and now that new ones of respectable size have started to come in there should be a continued drop in prices.

With an influx of local strawberries, the price has come down to about 10c a box wholesale, or $2.25 a crate. They retail at two for a quarter and are considered pretty cheap, seeing that they have not been below two for 35c so far this season, with a not unusual quotation at 20c and even 25c. A nice shower of rain this week will do much toward improving the quality.

Local eggs have taken an upward tendency, being quoted wholesale at 30c and 31c. Easterns are 28c and 29c, while Manitoba candled are 25c.

Navel oranges are about cleared off the market, and will be followed by Valencias, which are $2 a crate. Mediterranean sweets have been available for a little time past.

The London Grocery Company, of this city, has bought out the People's Grocery, corner Fifth Avenue and Granville Street. Mr. Petch, late of the White-Thompson Company's store, and Mr. Clarke, late of the London Grocery, will be in charge.

Leon Melekov, of Vancouver, is reorganizing the firm of M. R. Smith & Company, biscuit and confectionery manufacturers of Victoria. The capital is being increased from $125,000 to $300,000.

The Lower Mainland Milk and Cream Shippers' Union, at a meeting held in New Westminster, decided to raise the price of milk delivered in Vancouver from 17½c per gallon to 20c a gallon, and the price of cream to $1.10 per gallon. The price of milk and cream at other points will be in proportion. The reason given for the increase is the difficulty in keeping milk good until delivered during the hot weather. Many of the small grocers in the residential districts handle milk. Members of the Union stated that the middlemen, those who deliver, sell at 40c a gallon in some cases, making as much as 100 per cent. An effort is to be made in the fall to form a farmers' dairy to deliver direct to the consumer.

In accordance with the custom to alternate the presidency of the B. C. Wholesale Grocers' Exchange between the two chief cities, the president for this year is Simon Leiser, of Victoria, head of one of the pioneer wholesale grocery houses in the province and president of the Victoria Board of Trade. The election took place at the annual meeting held in the Board of Trade rooms, Victoria, the other officers being: Vice-president, H. T. Lockyer, Vancouver; hon. treasurer, P. Wollaston, jr., Victoria, re-elected; secretary, F. Elworthy, Victoria, re-elected; assistant secretary, J. N. Ellis, barrister, Vancouver; directors, Robert Kelly, G. Macdonald and C. H. Gross, Vancouver, and L. A. Genge, James Thompson and H. G. Wilson, Victoria.

Okanagan fruit dealers have the same complaint to make regarding the tariff as the lumbermen of British Columbia, viz., the United States grower is enabled to dump surplus product into the Canadian market at a sacrifice, demoralizing the market on this side of the line while preserving that on the "American" side. Cheap negro labor in the nearer South gives an advantage to the berry grower in the United States, and this has been distinctly felt in the prairie country. S. J. Fee, manager of the Vernon Fruit Company of Saskatchewan, shows how the market is being glutted, and the unfairness it works to the grower in British Columbia particularly. A post card, surrounded by a border of the word "strawberries" promonently displayed, has been circulated broadcast, he says, through Saskatchewan, the card reading:

Regina, Canada, June 10th, 1909.

We have a straight carload of Missouri berries due on Friday. Don't miss this opportunity to secure your preserving requirements. Wire your orders. —— ——— Limited.

Across the face, typewritten, is the price, $3.65. In bringing this to notice, Mr. Fee points out the attempt that is being made to get people to preserve before the B. C. berries were on the market, one of the objects being to force the growers in British Columbia to sell to jobbers at the latter's own prices. The jobbing houses in the cities on the prairie are nearly all controlled by "Americans," and last year, Mr. Fee declares, their orders to him were "sell through us on our own terms or we will shut you out of these markets." The reply was that it was a strange thing a Canadian could not sell Canadian goods in a Canadian market without having to pay tribute to a foreign company. There was quite a fight, but the Canadian got the best of it. Still the "Americans" did what they threatened, says Mr. Fee, namely, flooded the country with fruit from the United States, keeping the markets glutted, causing waste, loss and low prices. The prices made on the Missouri berries, $3.65, is equal to $2.25 at Vernon. On the imported fruit, there is 48c per crate duty, but negro labor is low in Missouri and berries can be profitably grown there at $1.50 per crate. But this is not the principal disadvantage, Mr. Fee points out. For instance there are 15 carloads of berries going into Minneapolis; the market there will take ten at good prices, while fifteen means a glut with low prices for the whole lot. As it is now, Minneapolis jobbers will dump the odd five into Canada, taking chances on a loss, but making good on the other ten. With "Americans" controlling many of the jobbing houses west of Winnipeg,

they have distributing sources for their goods. Mr. Fee points out that while these conditions are apparent, it is difficult to get material evidence, but he outlines the facts so that Canadians may see the unfairness of American methods and rally to the support of the Canadian grower.

A. Macdonald, head of the wholesale grocery firm which has branches in Winnipeg, Nelson and Vancouver, has purchased two lots in Nelson and will erect a three-storey brick structure for use as offices and warehouses. The business done by Mr. Macdonald's house shows a very considerable increase over that of former years.

Reports are that the shipment of lobsters recently brought out from Eastern Canada are doing well. Rev. G. W. Taylor, who is in charge of the Dominion biological station at Nanaimo, B.C., is having hatched some spawn taken from the lobsters brought out. The eggs are developing and it is expected they will come to perfection. He has also a few of the adult lobsters in cages where they may be closely observed.

in the city will show a decline in business for the past ten days as compared to any week since May 15. When the writer called upon a grocer a few days ago he was examining the city map in an endeavor to locate a site in some other portion of the city where business might perchance be more congenial. He said, "people do not wish to deal with me, they prefer to go down town." At that moment the Horse Show was occupying the minds of more people in the city than any other single thing. Crowds were on the street eagerly gazing into every window they passed, in order that they might discover something new which would tend to intensify the gay spirit which was everywhere in the air. These things the grocer calmly ignored. Old goods filled his window in a jumbled way. Dust had accumulated on several articles. There were some oranges there, partly decayed. "Things were not moving as they ought," he said. He did not know why.

The Canadian Northern Railway is evidently preparing for a big rush of freight this fall as hundreds of new

appear to have been killed. At the Robson settlement on the Columbia river, not a single tree was destroyed by frosts, which is more than can be said for some other localities. The fact that irrigation is not required in that particular settlement is advanced as a strong argument in favor of the locality.

The directors of the Manitoba Grain Growers' Association met in conference with Premier R. P. Roblin, on June 23, and discussed government ownership of elevators with him for several hours. As a result of the meeting the secretary of the association has been instructed to have petitions for the provincial ownership of elevators and the dominion ownership of terminal elevators circulated throughout the province in the districts heretofore overlooked, with a view to have them presented to the different governments next December. At a recent meeting of the executive association a letter was read from E. W. Hopkins, president of the interprovincial council, instructing R. McKenzie to engage counsel to appear on behalf of the interprovincial



The Delegates Assembled at the Associated Board of Trade Convention, Saskatoon, Sask., on June 15th and 16th.

The rebate which is being made to Canadian fish shippers of one-third of the cost of express on consignments into the prairie provinces is having a marked effect on the trade, an increase of thirty per cent. being noted.

WINNIPEG.

June 29.—A peculiar effect of the great event of the week—the horse show—was to enliven to a marked degree the window display work of the city. The response to the prize contest given out by secretary C. W. Graham was admirably taken up by the merchants in almost every retail line. It is disappointing however to note that the grocers in the city were more lax in this regard than other merchants. Only one grocer in the city entered this contest, and although credit must be given for this attempt, yet it is evident that neither time nor artistic taste were lavished on the display. It cannot be argued that lack of time prevented grocers from entering the competition, since the books of almost every grocer

box cars are arriving here every week. They are of the 60,000 pound class and measure 8 feet high by 36 feet in length, and are up-to-date in every particular.

Though the spring was cold and late vegetation has been very vigorous since the warm weather set in. Late sown cereals and vegetables are almost as far advanced as they would have been if the growing season had been earlier. In the back yard garden of E. G. Mahara of this city, potatoes which were planted on May 14 are 18 to 20 inches high, and blossoming, and others planted 28 days are over a foot high.

Winnipegers who have fruit farms and other property interests in southern British Columbia, have been alarmed by reports of serious damage caused by the late and unusually severe spring frosts, which have occurred in the Okanagan and other districts. Advices from the Kootenay are to the effect that nearly all the trees here came through the winter in good shape, and only in rare instances do even peaches

association of grain growers, before the Board of Railway Commissioners in Ottawa, in support of their claim for reduction of the storage charges at the terminal elevators. Mr. McKenzie will also appear in support of a reduction in the same storage charges. A motion was passed in the matter of the claim of Mr. Thompson against a local elevator company for the loss in a car of oats, referred to the executive by the Shoal Lake branch of the Grain Growers' Association. The association will take up the matter if a satisfactory arrangement is not arrived at within a reasonable time.

H. B. Gordon, of Codville Co. Ltd., of this city, reports the opening of a wholesale branch of his house in Saskatoon. A site has been secured and a warehouse and office will be erected at once.

Milton Muldrew, who for some time has been connected with the wholesale house of G. F. & J. Galt, of this city, has been secured as city traveler by Foley Bros. and Larson.

SASKATOON.

June 29.—A deputation of farmers from Floral waited on the city council this week and urged that a market be established in the city for the disposal of farm produce. The matter is now under consideration.

W. T. Stevens has taken charge of the grocery department in the MacBeth store.

J. F. Cairns has just received a carload of canned goods from Ontario. A display of the goods has been made in the east window by Harold Parr. In the west window there is on extensive display of biscuits.

REGINA.

June 29.—The large displays of California decidious fruits, such as apricots, plums and peaches, and Florida watermelons attracted a great many shippers this week and a good business was done in these lines and in fact all fruits have been moving well lately. There has been a noticeable shortage of strawberries during the week. The B. C. berries are considerably later than last year and we understand the prospects are for a lighter crop.

One firm issued a new price list during the week showing a general increase in the prices on all lines of cured meats, which are now at quite high figures. All the jobbers report that butter is beginning to come in quite freely, but that eggs are dropping off. For number one dairy jobbers are allowing from fourteen to fifteen cents here and about two cents a pound less, according to quality, for number two. Butter is an article which the country merchants cannot look after too closely both in regard to seeing that the different grades are packed separately in different boxes and also that it is stored in a good place. During the warm weather very little affects the quality of it and reduces the prices which they might otherwise realipze for it.

On account of the new pack strawberries being close at hand the local jobbers this week rehuced the price of these to $3.85 per case.

R. J. Campbell, senior member of the firm of Campbell Bros. & Wilson, Winnipeg, was in the city during the week looking over their property here with a view to starting the erection of their new warehouse.

CALGARY.

June 29.—Calgary bank clearings again show a large increase over the corresponding week of last year, the total being, for the first time in the history of the city, over the two million mark, an increase of some 89 per cent.

Timely showers of rain have fallen in nearly all districts. This, with warm weather, is inducing very rapid growth and grain and vegetable crops are making splendid progress throughout the whole West. Pastures are fine. The output of butter this season will be the largest in the history of Alberta, it being estimated that the government creameries alone will make not less than two and one half million pounds. This butter is practically all shipped to British Columbia and Yukon points. The resulting benefits are considerable to our dairymen, farmers, and merchants, as the creameries distribute a large amount of money from month to month. Railway construction and survey work are active in many parts of the province. The demand for produce is heavy, the market being right at the producers' door in many instances, and good prices are being paid for butter, eggs, hay, oats, etc.

Fresh fruits are in good supply. California apricots are in but the price is high, 15c per lb. B.C. strawberries were more plentiful this week. On Monday of last week the retail price dropped to 2 boxes for 25c. It is said that the crop is not large this year, and that prices will hold moderately firm for good stock. The grocers all handle large quantities of B.C. fruits, some of them having direct connections with the grower and shipper.

There is also considerable activity in canned goods of the present season's pack. Many of the large retailers are taking advantage of the low prices being quoted, and are anticipating their requirements well in advance. The demand will be heavy this season, as many retailers have bought sparingly during during the past two years. The demand for canned salmon is good. Stocks, generally, are not heavy, the jobbers having bought sparingly last year in anticipation of lower prices for this season's pack. This, however, will not be available for nearly four months, so that, should opening prices be low, stocks will be practically cleaned up before the new goods are on the market.

Fresh pineapples have been selling at $2 per dozen, a very favorable price in this district, and many housekeepers are taking advantage of it for preserving purposes. Imported plums and peaches are also newly arrived on the market.

The volume of business, both wholesale and retail, is heavy, and prospects excellent for a continuation of like conditions.

MANITOBA MARKETS

(Corrected by Telegraph).

POINTERS—
Advances—
Beans.
Dried apples.
New Arrivals—
Currants.
Scarcities—
Figs.
Weak Market—
Canned goods.
Declines—
Tubs.

Winnipeg, June 30, 1909.

The retail trade of the city naturally turned to dry goods and millinery during the past few days. The horse show was everything. This seemed to re-act upon the grocery business, since the trade fell off considerably at the time. A driver, who was not being rushed, as usual, recently remarked, in a crude way, that "people do not eat when excited." The condition of things in Winnipeg for several days would lead an observant person to think that there was considerable truth in the driver's statement.

Market prices have not declined, however, and some advances are recorded. Strawberries have been fluctuating greatly for several weeks. The first arrivals of the Hood river berry are all cleaned off and new shipments are expected this week. The B. C. berries are on the market in limited quantities, and command a price from $4 to $6 per crate. It is expected that the next Hood river variety will not reduce the price, and that the season will run on and close with high price berries. Pineapples are low, as usual, and housewives are preserving large quantities. Tubs have made a sharp decline, which may be only temporary.

SUGAR—The market is steady and the trade is quite heavy.

Montreal and B.C. granulated, in bbls	5 90
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 91
" in sacks	4 90
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-20's " "	4 95
" icing	5 60
" bar sugar	5 60
Icing sugar, in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 00
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls	5 90
" " in ½-bbls	6 00
" " in 100-lb. cases	5 90

SYRUP AND MOLASSES—The market is firmer and sales are fair.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. tins, per 1 "	2 65
" " 10-lb. tins, per ½ "	2 40
" " 20-lb. tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar Syrup, per lb.	0 03½
Beaver Brand, 2-lb. tins, per 2 doz. case	3 30
" 5 " 1 "	3 80
" 10 " ½ "	3 50
" 20 " ¼ "	3 40
Barbadoes molasses in ¼-bbls., per gal	0 49
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 36

FOREIGN DRIED FRUITS — The raisin market is slightly firmer than last week; currants have come in recently, but there is no change in price. In some quarters they are selling below the quotations.

Smyrna Sultana raisins, uncleaned, per lb	0 07
" " cleaned, per lb	0 08½
Valencia raisins, f.o.s. per case, 28's	1 65
" " selects " 28's	1 80
" " layers " 28's	1 95
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 06½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 05
" 4 " " "	0 05¾
Prunes, 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 08¾
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 07½
" dry, cleaned, Filiatras, per lb	0 08
" wet, cleaned, per lb	0 08½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08¾
Pears, per lb	0 08¾
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb	0 13½
" choice, per lb	0 14
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

MAPLE PRODUCTS—Supplies are getting low, and prices on syrup are firmer.

Sugar, per lb.	0 13
Syrup, gallons, ½ doz. to case, per case	6 60
" ½ " 1 doz. to case, "	7 20
" ¼ " 2 doz. to case, "	7 50

POT AND PEARL BARLEY — The market is very firm.

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" per ½ sack	2 05

QUAKER OATS—Cereal goods are firmer this week.

Family size	5 00
Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs	2 00
Pettijohn breakfast food, 18 pkgs	2 25
Puffed rice in bbls., per lb	0 22

ROLLED OATS—We quote the following firm prices:

Rolled oats, 80 lb. sacks, per 80 lbs	2 50
" 40 " " 80	2 56
" 20 " " 80	2 60
" 8 " " 80	2 90

CORNMEAL—This price is very firm and next week we expect to quote an advance. The advance is not general and consequently not settled. The trade is running into other cereal lines at present.

Cornmeal, per sack	2 10
" per ½ sack	1 10
" per bale (10, 10's)	2 40

NUTS—The market is much weaker. We quote a reduction of from 1c to 4c per pound.

Shelled Walnuts, in boxes, per lb	0 23
" " small lots, per lb	0 24
" Almonds, in boxes, per lb	0 27
" " small lots, per lb	0 28

HONEY—

Honey, 2½ lb. tins, in case 24	8 85
" 5 " " 12	8 75

TUBS—The market suddenly declined this week on these lines. As a rule the prices seldom change. It is expected that the trade will be stimulated on account of the low prices.

Eddy's tubs, No. 0, per dozen	10 40
" " " 1, "	8 50
" " " 2, "	7 00
" " " 3, "	5 55
" " nests of 3, No. 0, 1, 2, per nest	2 15
" " " 3, No. 1, 2, 3, per nest	1 75
" " " 4, No. 0, 1, 2, 3, per nest	2 65

BEANS—The 3-lb. pickers are very scarce. New York buyers are gathering in every bushel available in Ontario. The price is exceptionally high.

3-lb. picker, per bushel	2 70
Prime white, per bushel	2 60

GREEN FRUITS AND VEGETABLES — Vegetables are slightly cheaper. Lemons are firmer and may advance. Wholesalers have advanced pineapples, but retailers are at present selling at cost.

Celery, Florida, per doz.	1 25
Tomatoes, Florida, per case	3 75
Lettuce, per doz.	0 25
Radishes, per doz.	0 25
Parsley, per doz.	0 30
Oranges, per box	3 00 4 00
Lemons, "	4 50 5 50
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 qts	4 00 6 00
Pineapples, per crate	3 60
Apples, Wash. box, Ben Davis	3 00
Rhubarb, per box	2 00

CANNED GOODS—We do not quote any prices on account of the unsettled condition of the local market. A new standard price is being struck off and will be available in a few days. The market is weak to-day.

	Group No. 1.	Groups No. 2 & 3
Apples—3's standard, per case	$2 44	$2 34
" gals., standard, per case	1 55	1 53
Cherries—Red, pitted, 2's	4 18	4 08
" black, pitted, 2's	4 18	4 08
" white, pitted, 2's	4 38	4 28
Currants—Red, 2's	4 18	4 08
" black, 2's	4 18	4 08
Gooseberries—2's	4 58	4 48
Lawtonberries—2's	4 19	4
Peaches—Yellow, 2's	4 18	4 08
" yellow, 3's	6 54	6 44
" pie, unpeeled, 3's	3 34	3 24
" pie, unpeeled, gals.	2 42½	2 40
" pie, peeled, gals.	3 30	3 27½
Pears—Flemish Beauty, 2's	3 68	3 58
" Flemish Beauty, 3's	4 74	4 64
" Globe l.s., 2's	....	2 78
" Globe l.s., 3's	....	4 14
Plums—Damson l.s., 2's	2 28	2 18
" Lombard l.s., 2's	2 28	2 18
" Green Gage l.s.	3 08	2 98
Raspberries—Red, 2's	4 18	4 08
" red, gals	3 80	3 77½
" black, 2's	4 18	4 08
" black, gals	3 80	3 77½
Strawberries—2's	4 18	4 08
" gallons	3 80	3 77½

MEATS—

Clark's 1 lb., porkand beans, plain, per case	2 50
" 2 " " " " "	2 08
" 3 " " " " "	2 67
" 1 " tomato sauce, per case	2 55
" 2 " " "	2 08
" 3 " " "	2 67
" 1 " Chili " "	2 55
" 2 " " "	2 08
" 3 " " "	2 67
Soups, per doz	1 20
Corned beef 2's per doz.	2 70
" " 1's per doz.	1 50
Roast beef, 1's, per doz.	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz.	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue, 1's, per doz.	3 30
Sliced smoked beef, ½-lb. tins, per doz.	1 55
" " 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's, "	3 15
Geneva sausage, 1's, per dozen	2 00
" 2's, "	3 65
Boneless pig's feet, 1's, per dozen	1 65
" 2's, "	2 75
Lunch tongue, 1's, per dozen	3 30
" 2's, "	6 60
Paragon ox tongue, 1½'s, per dozen	7 35

EGGS—The egg market is quite featureless. Last week's prices are firmer with some jobbers. We quote the prevailing figure at 20c per dozen.

BUTTER—The creamery market is steady, 21c being the ruling price. Some has sold for 22c per pound. The dairy is somewhat weaker. 16c buying the No. 1, and 14c the No. 2 variety.

THE TRAVELING-MAN.

I remember the days when a bare-footed boy,
In the village which witnessed my birth,
I was taught to believe that a traveling-man
Represented the scum of the earth.

Whenever a stranger appeared on the street,
Arrayed in a checker-board vest;
With a coffin-nail stuck in the front of his face,
And a "sparkler" astride of his chest;

With a razor-edge crease in the leg of his pants,
And his shoes of a dazzling tan;
And I'd say, "What on earth is the object I see?"
They would say, "It's a traveling-man."

When a dutiful hubby came home just at dawn,
And was asked to account to his spouse
For the fact that his pins wouldn't hold him erect,
In charge of his beautiful "souce,"
He'd look humble and meek, like a dog that's been licked,
And say, "Now so HELP me, Susanne,
I started for home at ten minutes of ten,
But—fell in with a traveling-man."

When you saw a small bunch of the town's local sports,
In a corner obscure and alone,
Pursuing a picture of art in the nude,
With an "ad" on the other side shown—

And they'd say to the owner, "It's a peach, ain't it Bill?
Where'd you get it? Let's look; let us see!"
He'd say, as he stuck it away out of sight,
"Oh, a traveling-man gave it to me."

When the Ladies' Aid met to darn socks for the poor,
And peddle some scandal around;
Some old lady would say in a horrifed tone,
"I've some news that will simply astound.

"Old Deacon Jones' girl has gone clear to the bad,
(That HUSSEY they call Mary Ann);
She was seen on the street AFTER DARK Tuesday night,
ALL ALONE, with a traveling-man."

And so I believed from the things that I heard,
And the stories I heard people tell,
That a traveling-man embodied 'most all
Of the wickedness this side of h—l.

But I find that the law still permits them to live,
In fact they quite freely abound;
And they don't even quarantine virtue at all,
When a traveling-man happens around.

We have found that the species is human, in fact,
Whose presence enlivens and cheers;
Who believes that a boost is worth more than a knock,
That a laugh has more value than tears.

We find him a friend when a friend is in need.
Who will never a kindness forget;
Whose heart is developed far more than his "mit,"
In short, a hail fellow well met.

Then here's to his future, and may it e'er be
As smooth as the unruffled brook;
Our hats off to him, and oft may he come.
With his grip and his mileage book.

—Anonymous.

The Advantages of Storeroom Conveniences

The Equipment of a Brantford Store Makes Light Work and Saves Money—Sugar Hopper One of the Features — System Needed as Well as in the Store.

Whether or not, a retail grocer will admit it, the storage departments in his store plays an important part in his business. In the storeroom the unpacking is done, and through it passes practically all the goods on sale. Its equipment, therefore, has considerable to do with the amount of manual labor expended and with the systematic manner in which goods are arranged for the sake of convenience and safety.

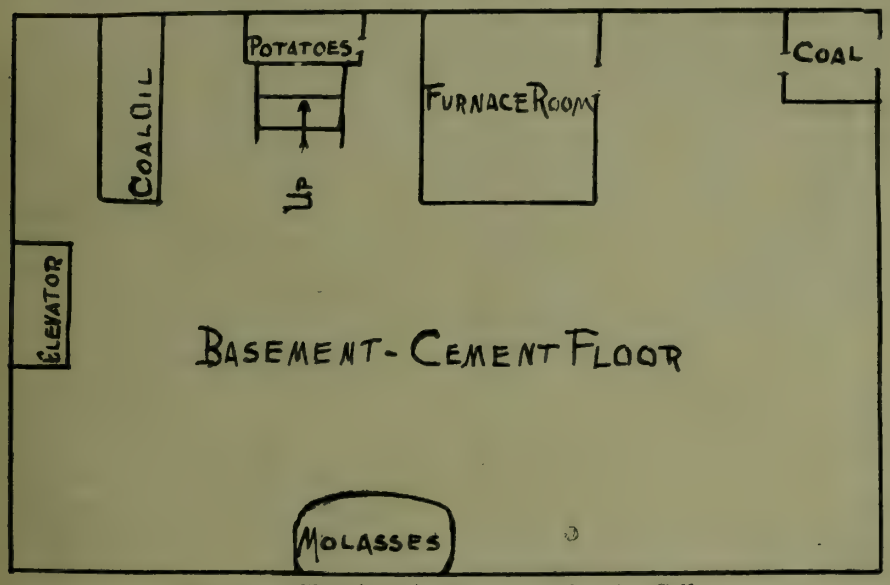


Diagram Showing Arrangement in the Cellar.

The equipment from an economical standpoint is important. A storeroom in which there is no place for anything but simply one place for everything is not conducive to economy. Goods are sidetracked until they become stale and unfit for sale. Thus profits are cut down.

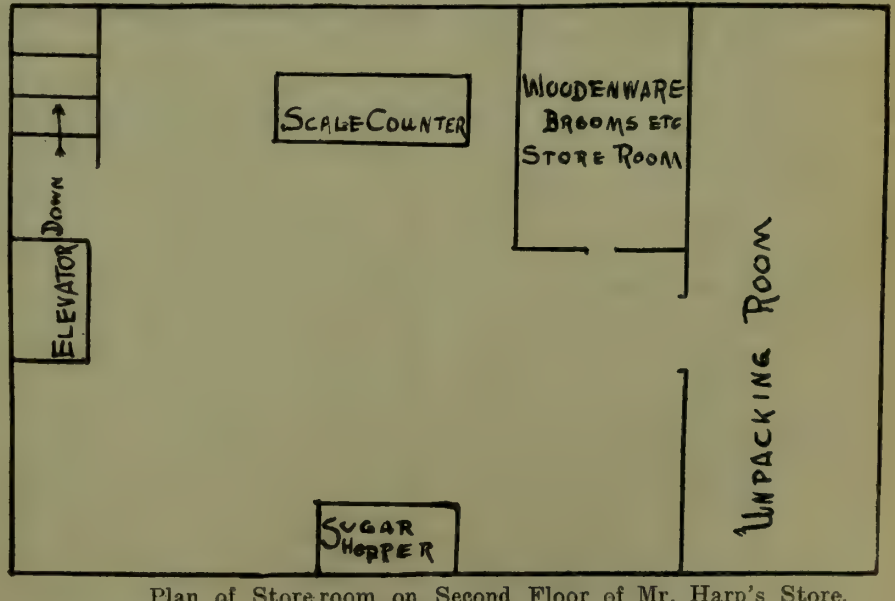
A store that stands high in storeroom equipment from the standpoint of convenience and economy is that of F. C. Harp, Brantford, Ont., known as the "Cash Bargain Grocery." Both the cellar and second floor are used so that ample room is provided.

An elevator at the rear situated just inside the ground floor door handles all the goods. As the illustrations indicate, the cellar is used for coal oil, molasses, potatoes, etc. The oil tank is an immense one, connected with a pump above. The potato bin is located under the stairway, and the furnace-room, with coal-bin opposite, are conveniently situated, the latter being so arranged that the coal may be shovelled through a basement window. The floor is of cement.

Goods such as flour, sugar, salt, brooms, woodenware, etc., are all sent to the storehouse above by elevator. The illustration shows a scale counter for weighing flour, cereals, etc., in order to eliminate, as far as possible, the accumulation of dust in the store where the goods are sold. Any work that has to be done in connection with weighing, etc., can be accomplished with no trouble upstairs, as it is quieter.

Sugar Hopper Saves Labor.

One of the principal conveniences in the upper storeroom of the Harp store is the sugar hopper. The sugar is dumped into a large box, from which leads a galvanized pipe to a receptacle in the store. Any person selling the sugar soon has little difficulty in getting the correct weight and knows just when to close off the chute.



Plan of Storeroom on Second Floor of Mr. Harp's Store.

A special room is partitioned off for the brooms, brushes and woodenware, and there is still another where the unpacking of lamp chimneys, canned goods, etc., is done.

In fact, the whole store is laid out with a view to economizing and making things as convenient as possible. Thus time, labor and money is saved.

INTO NEW PREMISES.

Minto Bros. Open Handsome Offices and Well-Equipped Tea Building.

The Minto Bros.' new premises at 45 Front St. East, Toronto, have been completed and are now occupied by the staff who look after the business. The building is owned by F. J. White, the sole proprietor of Minto Bros. He has now a building with offices among the brightest and as up-to-date as one could wish. The office is divided into sections including sample, reception and cloak rooms as well as private and business apartments. The interior is finished in quarter cut oak including desks, chairs and partitions, the latter being panelled with bevelled plate glass. A hot water heating system has been installed, the boiler and other machinery throughout being of the latest type to facilitate cleanliness and rapidity in work. The plumbing and electric light equipment is in accord with the rest of the fixtures. The ceiling is of the metallic variety, while a feature of the office is the sanitary floor which has been laid. Private fire appliances are located on each of the five storeys. The building is 186 feet long by 28 in width, with packing, blending, labelling, storage and shipping departments.

Mr. White was the founder of the fruit business of White & Co., Toronto. Four years ago he took over the tea business of Minto Bros., formerly located at 55 Front St. East. As a business man he has succeeded in anything he has undertaken. He has also an establishment in Buffalo managed by F. G. Lillie, and this as well comes under his direct supervision.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—Demand Increasing.
Petits Pois—Shortage.
Tea—Japans Scarce.
Prunes—Crops damaged.

Montreal, June 30, 1909.

This week also, canned goods have proved the most interesting market, the trade being alive to the existing situation. Officeial prices have not yet been announced, but are expected any day. Meantime, more or less buying is noticeable—1908 pack—for immediate delivery. Sugar is reported by several jobbers as being in especially strong demand, owing to the proximity of the preserving season, and the consequent desire of the trade to have a good stock on hand. Beans are a little easier in feeling this week, if anything, but this is thought to be but temporary. Peas are scarce and steady. Advices from France state that there will be a disastrous shortage in petits pois. Molasses is steady with a strong tendency. Reports from California say the market continues strong. Persian dates will likely be on this market a month earlier this year. Evaporated apples are steady. Pork has advanced $1 a barrel. Warm weather has stimulated demand for green fruits.

SUGAR—A considerable quantity of sugar is being sold to the retail trade, grocers being anxious to secure stock for the preserving season, which is now about on. The market has been firm, but no change in prices has taken place so far.

Granulated, bags	4 55
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 45
" " " 50 lbs	5 55
" " " 25 lbs	5 75
Red Seal, boxes	5 35
Crystal diamonds, bbls	5 35
" " 100 lb. boxes	5 45
" " 50 lb. "	5 55
" " 25 lb. "	5 75
" " 5 lb. cartons	5 37½
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bags	4 15

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES — Corn syrups are moving satisfactorily. Some rumors were afloat to the effect that lower prices would rule for molasses in August, but advices from most reliable sources in the Barbadoes would indicate higher prices if anything. Packers were surprised to find their anticipated large supply of choice disappear as if by magic, and they were forced to cancel many orders for Quebec, Maritime, Newfoundland and "American" points. So it is unlikely that there will be any decline.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 22	0 35½
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03¾
" 38½-lb. pails		1 75
" 25-lb. pails		1 25
Cases, 2-lb. tins, 2 doz. per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—Spot stocks of Japan tea are worth having as few people have anything to speak of. First large shipments are anxiously awaited and will be rapidly picked up when they arrive. No change has taken place in other lines of teas.

Choicest		0 40	0 50
Choice		0 35	0 37
Japans	Fine	0 30	0 35
	Medium	0 25	0 28
	Good common	0 22	0 25
	Common	0 20	0 22
Ceylon	Broken Orange Pekoe	0 21	0 40
	Pekoes	0 20	0 22
	Pekoe Souchongs	0 20	0 22
India	Pekoe Souchongs	0 19	0 20
Ceylon greens	Young Hysons	0 20	0 25
	Hyson	0 20	0 22
	Gunpowders	0 19	0 22
China greens	Pingsuey gunpowder, low grade	0 14	0 18
	" " pea leaf	0 20	0 30
	" " pinhead	0 30	0 50

COFFEE—The situation is unchanged this week.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—With the exception of a few Valencia raisins, and some Bosnia prunes, jobbers are fairly well cleaned up, and are likely to enter upon the new season with almost bare boards. Watt, Scott & Goodacre, Montreal, in their circular this week say in part: "Currants: As indicated from time to time, Patras has been steadily advancing for the balance of 1909 crop. It is now anticipated that the crop will be 15 p.c. below that of 1908. Valencia raisins: The flowering season has been happily passed, and with continued fine weather, the yield should exceed that of last year. It is, however, as yet impossible to reasonably predict how the prices will rule at the opening of the season, and, as to this, Denia is silent. California fruits: Apricots—the situation continues firm. Prunes—It is now practically established that the crops of Bosnia and Servia have been seriously damaged. Germany in particular, will have to look to California for her supplies. The position in France is not yet definitely determined, but if French prunes also turn out to be in small supply, the combined results will greatly enhance the California market. Raisins: The position is gaining strength." A prominent broker remarked this week that the Middle West was fast becoming a serious factor to be considered by the East, in regard to California fruits. At present firms in Chicago and other places near there are taking new fruits freely, for future shipment. On the whole the California market is firm and steady. New quotations on dates, Hallowees and Sairs, are out and are reasonable. It is expected that first shipments will reach Montreal this year before navigation closes on the St. Lawrence.

Figs		
Tapnets	0 03½	0 05
Elemes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb		0 05
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" ½-box		0 75
"Royal Buckingham Clusters," ½-boxes		1 30
" " boxes		4 75
"Excelsior Windsor Clusters"		5 75
Australian raisins	0 07	0 08
California Raisins—		
Fancyseeded, 1-lb. pkgs	0 08	0 09
Choice seeded, 1-lb. pkgs	0 07½	0 08½
Loose muscatels, 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 12	0 13
Peaches, "	0 11	0 13
Pears, "		0 13
Prunes—		per lb.
Prunes, 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 08	0 08½
" " " 90-100s		0 07
Currants, fine filiatras	0 06	0 07
" Patras	0 07½	0 08
" Vostizzas	0 08	0 09

RICE AND TAPIOCA—Rice and tapioca are both unchanged. No advices of interest have been received from primary markets.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 86
" " pockets, 25 pounds	2 96
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

SPICES—Fair sales of spices are reported, but little new has developed.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS—A slightly easier feeling is noticeable in beans this week, as will be remarked, but this is likely to be but temporary. Shipments of beans from Hungary are being looked forward to by the trade. Peas are very scarce, but unchanged as to price.

Ontario prime pea beans, bushel	2 40	2 55
Austrian beans, bushel		2 35
Peas, boiling, bushel	1 50	1 70

EVAPORATED APPLES—Firmness characterizes the market, but values are unchanged. Some talk of high prices for future delivery is not listened to with much interest in the trade, owing to the earliness of the season for such announcements.

Evaporated apples, prime	0 07½	0 08

MAPLE PRODUCTS—The market is featureless.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL.—Considerable interest continues to be displayed in canned goods, owing to the new prices which are in the air. Official prices are not yet out, but will be in a few days. More or less business is being done, but mostly in 1908 stock, which is being sold for immediate delivery. More definite information will be available for next week's issue. A disastrous shortage in

petits pois, in France, will likely result in higher figures for this line.

TORONTO.—Canning factories have begun preserving of strawberries and a large number were put away this week. If rain does not fall frequently the season will be somewhat short and the chances are that prices may become firmer.

Packers have given out figures on vegetables to the jobbers who may dispose to retailers at what prices they wish. Prices on tomatoes, corn and peas are named and these are lower than last year. These prices are based on present crop prospects which are very bright. But 'there is many a slip 'twixt the cup and the lip,' and drought, too much moisture or early autumn frosts may make some differences. Tomatoes often suffer from the latter and all three from the other adversities. However, the prices are given and contracts are being closed for future delivery.

A commission merchant in touch with the salmon industry states that preparations are being made for the packing of 1,000,000 cases on the Pacific coast and he anticipates prices for Sockeye will be in the neighborhood of 25 per cent. lower. This does not apply to the lower grades of fish he says.

ONTARIO MARKETS

POINTERS—

Sugar—Splendid demand.
Prunes—Good sellers.
Evaporated Apples—Stocks low.
Beans—High prices maintained.

Toronto, June 30, 1909.

Wholesalers this week are pleased with the business they are doing. Money seems to be loosening up considerably in view of the good crops in sight and although retailers are not all buying in large quantities they are buying small quantities often.

One of the features of the market is the demand for sugar this week. The reason is quite apparent. The strawberry season is in full blast and sugar is a necessary attribute in preserving.

Beans are still in demand although firm in price and are not selling in large quantities. Evaporated apples are disappearing and it is probable few will be left when this year's crop is ready.

Prunes has been a good seller right up to the present, contrary to expectations, and the general tone of the whole grocery market is good.

SUGAR.—The ripening and the marketing of the immense crop of strawberries has made a wonderful change in the sales of sugar. For some reason retailers were slow in placing their orders which caused some disappointment to the wholesalers. This, however, is altogether changed and the sales this week are quite up to their highest expectations. While the market is very active and firm no change in price has taken place this week.

St. Lawrence "Crystal Diamonds," barrels	5 45
" " " ½ barrels	5 55
" " " 100 lb. boxes	5 65
" " " 50 lb. boxes	5 75
" " " 25 lb. boxes	5 95
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
" in 25-lb. "	5 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 30
Redpath extra granulated	4 70
Imperial granulated	4 30
Acadia granulated (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence golden, bbls.	4 30
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES.—These articles are practically out of season, and nothing doing in them; therefore prices are the same.

Syrups		
Medium	0 30	0 35
Bright	0 40	0 45
		Per case.
2 lb. tins, 2 doz. in case		2 50
5 " " "		2 85
10 " ½ " "		2 75
20 " ¼ " "		2 70
Barrels		0 03⅜
Half barrels		0 03½
Quarter "		0 03⅝
Pails, 38½ lbs. each		1 80
" 25 " "		1 30
Maple Syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 00
Molasses—		
New Orleans, medium	0 31	0 33
" bbls.	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 62

TEA—Tea is an article, very fortunately for the dealers, which is always in season and always in demand, without the continuous fluctuations in prices. The value is based very largely on the skill in blending, as well as in selecting the best pickings. A noticeable feature in the tea trade is the improved Java tea cultivated from the original Assam seed. The first sale of India tea took place in Calcutta and prices ruled slightly lower than last year. There is nothing in sight, however, that is expected to cause much change in the value of tea.

COFFEE.—There is nothing new to report in coffee. The demand is steady, and satisfactory, with nothing in sight to cause excitement on the Canadian market. Arnold & Dorr, New York, in their latest circular report that a better demand is expected during July.

DRIED FRUITS.—Wholesale dealers are agreeably surprised at the unexpected demand for prunes, which is remarkable at this time of the year with strawberries in abundance at 4 and 5 cents a box. The stock of dried fruits is pretty well sold out.

Prunes—				Per lb.
30-40's, 25-lb. boxes				0 10½
40-50's " "				0 09½
50-60's " "				0 08½
60-70's " "	0 07			0 07½
60-70's, 50-lb boxes				0 07½
80-90 " "				0 05½
90-100 " "				0 06½
Apricots—				
Standard				0 12
Choice, 25 lb boxes	0 13			0 13½
Fancy, " "				0 15
Candied and Drained Peels—				
Lemon	0 10	0 11	Citron	0 17 0 20
Orange	0 10½	0 12		
Figs—				
Elemes, per lb	0 08			0 10
Tapnets, "	0 03½			0 04
Bag figs	0 03⅜			0 04
Dried peaches	0 08			0 08½
Dried apples				0 07½

Currants				
Fine Filiatras	0 06¾	0 07	Vostizzas	0 08½ 0 09
Patras	0 08	0 08½		
Uncleaned ¼c less.				
Raisins				
Sultana				0 07½ 0 09
" fancy				0 11 0 12½
" extra fancy				0 14 0 15
Valencias				0 05¼ 0 05½
Seeded, 1 lb packets, fancy				0 08
" 16 oz. packets, choice				0 08
" 12 oz. "				0 07
Dates—				
Hallowees	0 05½		Fards choicest	0 08
Sairs	0 05		" choice	0 07½

NUTS.—Nuts are out of season, and very few sold, and therefore received very little attention.

Almonds, Formigetta	0 12½
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 26
Filberts	0 11½
Pecans	0 16 0 18
Brazils	0 16
Peanuts	0 10 0 12

SPICES. — Besides supplying the regular demand for daily use, which is very small, the spice market will be quiet for several months, and prices will likely remain unchanged.

Peppers, black, pure	0 14 0 20
" white, pure	0 22 0 30
" whole, black	0 18
" whole, white	0 23
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 40
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace, ground	0 80 0 90
Mixed pickling spices, whole	0 15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA.—These are staple articles of food, especially rice. There is nothing of any special interest to report, and no change in prices.

		Per lb.
Rice, stand. B		0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal		2 95
Rangoon	0 03½	0 03¾
Patna	0 05¼	0 05½
Japan	0 05¼	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca		0 06
Tapioca, medium pearl		0 04½

BEANS.—The high price of beans is well maintained. A car load arrived during the week and was being readily sold at the highest point. The demand is good, although on account of the unusually high price retailers buy in smaller quantities.

Beans, hand picked	2 50	2 60
" prime No. 1	2 40	2 50
" Lima, per lb		0 07½

EVAPORATED APPLES. — These are in good demand and are likely to be cleared out before the new apples are available. Prices are firm but no advance.

Evaporated apples	0 07½

MONTREAL SELECTED.

Victoria, June 25.—The Canada Wholesale Grocers' Exchange completed business to-day. Montreal being selected as the next meeting place. The officers elected are: President, L. E. Geoffrion, of Montreal; vice-presidents, British Columbia, H. T. Lockyar; Alberta, E. Telfer; Manitoba, H. B. Gordon; Ontario, H. C. Beckett, Quebec, L. A. Carrier, Nova Scotia, M. D. Ruyer; New Brunswick, S. A. Jones; Prince Edward Island, W. H. Aitkins.

MINTO BROS.' NEW TORONTO QUARTERS—

THE new offices, sample rooms, etc., of Minto Bros. at 45 Front Street East, Toronto, are among the handsomest in Canada. The illustrations on the opposite page are intended to merely suggest the richness of the fittings that have been installed. : : :

In this move to larger and better quarters, in the remodelling of which no expense has been spared, the widely extended and steadily growing demand for MELAGAMA is reflected. : : : : : : :



Warehouse Staff at Work



Minto Bros'. Toronto Staff

Back Row, Left to Right: W. H. Cross, R. J. McNichol, W. H. Blewett, M. E. Gilbert, W. Meen, F. J. White (Proprietor), A. H. Minto, J. J. Jamieson, H. L. Wallace, B. R. Jas. Norris, T. L. Carruthers, W. E. Henderson, F. E. Dunaway.
Front Row, Left to Right: A. G. Mackenzie, R. Algie, R. Robertson, G. Opper, F. Trebell, J. Harper.

A TANGIBLE SIGN OF GROWING BUSINESS



A Partial View of the Offices



A Corner of a Sample Room

DOMINION TRADE CHANGES.

Grocers Who Are Buying And Selling Businesses—Some Assignments Made.

Ontario.

J. L. Reese, grocer, Hamilton, has given up business.

The Acton Biscuit Co., Acton, Ont., has obtained a charter.

D. Pelette, grocer, Chatham, has assigned to E. R. Simpson.

Abraham Riley, grocer, Toronto, has sold to R. T. Williamson.

S. H. Reynolds, grocer, Barrie, sustained loss by fire recently.

A. D. McLachlin, grocer, Belmont, Ont., has sold to —. Dainty.

H. Gordon MacInnis, grocer, Hamilton, has sold to Clarence Cronk.

The Belleville Fruit and Vinegar Co. advertise their business for sale.

A. R. McIntyre, general merchant, Middleville, Ont., died recently.

H. A. and A. T. McLellan, grocers, Hamilton, have sold their business.

W. H. Lanning, grocer, Almonte, Ont., is succeeded by J. D. Lindsay.

A. W. Swazie, Hamilton, has sold his grocery business and retained flour and feed.

I. M. Agar & Co., pickle manufacturers, Hamilton, have been sold by bailiff.

W. A. Herron, Earlscourt, Ont., has sold his grocery business to Sarah A. Heron.

The Dresden warehouse of J. B. Stringer & Co., Dresden, has been destroyed by fire.

The Meyersburg Cheese and Butter Manufacturing Co., Meyersburg, Ont., have obtained a charter.

The Green-McBride Co., general merchants, Orangeville, have been succeeded by Marshall Green & Co.

The Arcade, Carleton Place, Ont., has been reopened as a grocery by the Carleton Trading Co., with J. N. Frizell as manager.

Quebec.

J. A. Aubert, grocer, Montreal, has assigned.

T. Lecourt & Co., grocers, Montreal, have assigned.

D. H. Simon, grocer, East Angus, Que., has assigned.

The assets of J. Naulin, grocer, Levis, Que., have been sold.

Jas. Aubert, grocer, Montreal, has filed consent of assignment.

The assets of Jas. Dalpe, grocer, Montreal, have been sold.

The Canadian Farm Produce Co., Montreal, is incorporated.

O. Beauchamp & Co., grocers, St. Simon, Que., have registered.

Mady Cousins, general merchants, Farnham, Que., have registered.

The assets of the Togo Pure Food Co., Montreal, are to be sold.

Harry Kane & Co., general merchants, St. Raymond, Que., have registered.

The assets of Vezeau & Frere, general merchants, Cheneville, Que., are sold.

Fire damaged Poupore & McDonald's general store, Chapeau, Que., recently.

Gardien Menard, jr., grocer, Bordeaux, Que., was burnt out recently. He carried insurance.

A. Le Marquand, grocer, provision and fish dealer, St. Adelaide De Pabos, Que., has assigned.

Western Canada.

J. Kulesky, grocer, Winnipeg, has assigned.

The stock of the estate of H. C. Disney, Oxbow, Man., has been sold.

Wm. Roller, grocer, Killarney, Man., has been succeeded by G. H. Parsons.

R. M. Haddad, general merchant, Winnipeg, is offering a compromise.

P. B. Whitman, general merchant, Orcadia, Sask., has bought out F. R. Knight.

M. C. Webster & Co., general merchant, Loreburn, Man., asks for extension.

J. L. McCash, general merchant, has sold his Crandell, Man., business to the Crandell Trading Co.

Maritime Provinces.

Burchells & Gillis, general merchants, Glace Bay, N.S., have assigned.

Fraser & Creelman, grocers and men's furnishings, have dissolved partnership.

P. R. Gillingwater & Co., grocers and boot and shoe merchants, have formed a partnership.

New Companies.

A charter has been granted The Cameron-Heap Co., to do a wholesae grocery business in Fort William, Ont.

The Wm. Geddes Co., Strathroy, Ont., has been granted an Ontario charter to carry on business as retail merchants.

A company with headquarters in Fort William has been formed to manufecture and deal in cereals under the name of Black & Muirhead, Limited.

The Appleford Counter Check Book Co., with head office in Hamilton, Ont., has been formed and given a provincial charter. The share capital is $25,000.

The Canadian Farm Produce Co., Montreal, has been granted a Dominion charter to deal in grain, fruit, milk, vegetables and meats and their by-products.

THE DUTY ON TEA.

American Grocer

Renewed efforts on the part of a few interests that would materially benefit thereby are being made to have a duty put on tea. Very grave danger of the success of these efforts exists unless vigorous opposition is voiced in the press, the only forum the consumer has.

First. The proposition to tax tea 10c per pound in order to protect the tea industry of South Carolina is carrying the protective idea to an extreme, almost ridiculous point. South Carolina after twenty-five years of work produces on the average little more than 10,000 pounds yearly, and that with Government assistance. The consumption of tea in the United States is about 90,000,000 pounds yearly. Shall 85,000,000 people be taxed for their tea for the benefit of a few holders and against the protests to the Senate and House, of consumers and wholesale, jobbing and retail associations from all over the United States, the latter numbering 350,000 retail merchants, representing the tea consuming public of the United States.

Second. The poorer clasess now pay 25c to 35c per pound for their tea (not 60c to 65c as falsely stated), which can be verified by inquiry at any retail grocery store.

Third. A tax of 10c per pound would simple mean that the price to the consumer would be increased that much.

Fourth. There is no trust, hence competition is keen and the retailer for his own protection cannot ask excessive profits.



Your Time is too Valuable

to be lost in "talking up" a substitute for Fels-Naptha Soap. Time so used is surely lost, and customers lost with it many times, because,—there's no substitute for Fels-Naptha satisfaction.

BUILD UP A TRADE IN THE HUSTLING BOOMING WEST

The immigration to Canada during the calendar year of 1908 was 148,700. The great majority of these settlers located in Manitoba, Saskatchewan and Alberta. They must have food, clothing, household effects and farming utensils. Are you one of the manufacturers engaged in supplying these needs?

There is an abundance of room for more goods. You are assured of a successful market if your products are right in quality and price. The West demands only the best.

We are prepared to sell your products on a reasonable commission basis. We know the West intimately and have large track warehouses at Winnipeg, Calgary and Edmonton.

LET US HANDLE YOUR BUSINESS

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Calgary **Winnipeg** **Edmonton**

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street **NEW YORK CITY**

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

LOBLAW CREDIT SYSTEM

"Get The Best"

COUNTER CHECK BOOKS

The CARTER-CRUME COMPANY, Ltd

TORONTO and MONTREAL

WINNING ITS WAY

into popularity with users everywhere—into their confidence by its excellence—into their Profit and Loss Accounts by its actual easily demonstrated saving over other makes of shortening.



"EASIFIRST"

is here to stay, and no up-to-date dealer can afford to be without it. : : : : :

IT IS "EASIFIRST"

Have you tried it? If not, why not?

Join our rapidly growing list of SATISFIED USERS. Remember it is made under Government Inspection.

GUNNS LIMITED

PORK AND BEEF PACKERS

WEST TORONTO, Ont.

HAMS AND BACON

are cheaper than any other meat foods offered in to-day's markets. Beef is very scarce, and is going to be higher. The Boneless Bacon which we are curing to-day is reasonable in price, taking into consideration the very high value of all food products. There is absolutety no waste, and it forms one of the most economical and nutritious foods that you can offer your customer or use yourself.

MADE UNDER GOVERNMENT INSPECTION.

F. W. Fearman Co.

LIMITED

HAMILTON

Every Man, Woman and Child in Canada Knows REINDEER



It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

YOU ARE NOT

Gambling

When you order our

Hams

Rolls

Backs

Breakfast Bacon

They bring repeat orders

The Wm. Ryan Co.

LIMITED

70-72 Front St. East Toronto

Produce and Provision Situation of the World

Hogs and Hog Products Still Firm in Prices—Good Demand for Cured Meats—Large Butter Yield During June—Advance in Eggs.

There is little change from the high pressure of last week. The markets in all lines are well maintained. Hogs are eagerly sought and picked up at almost any price that will land them. The demand for cured meats is such that packers must have the hogs to supply their customers. Farmers are making great efforts to increase their output of hogs, which, with the "'new ideas'' that will be gathered by the commission now in the old land, will likely, in the future, bring the prices again within more reasonable bounds. The demand for all cured meats is very keen. One packer said that he never saw anything like it in his life.

On account of good pasture the June yield of butter was large, but dealers are not getting any more than they require for immediate use, and to put a supply into cold storage.

The best laying season is over, and the receipts of eggs are falling off. All are required for present use, with an advance of 1c a dozen. The necessity of looking more carefully after the quality of eggs when they are brought in by the farmers is becoming a matter that requires attention. Farmers, if they are not careful in gathering their eggs, should candle them before they sell them, and if they bring out bad eggs it might be a good idea to deal with them under the "Adulteration Act." The excuse that they did not know should not be accepted, for they can know, and should know.

The cheese market is quiet, and Canadian prices run from 11½c to 12c at the factories.

MONTREAL.

PROVISIONS—The market is very firm this week on all lines. Pork has advanced $1 a barrel. Demand for smoked meats continues good.

Compound Lard	
Tierces, 375 lbs.	0 09½
Parchment lined boxes, 50 lbs.	0 09¾
Tubs, 50 lbs.	0 09¾
Wood pails, 20 lbs. net	0 10
Tin pails, in cases	0 09½
Heavy short cut pork, in bbls	26 00
Selected heavy clear fat back pork	27 5
Very heavy clear pork	26 00
Plate beef, 100 lb bbls	8 00
" 200 "	15 50
" 300 "	23 00
Pure lard—	
Tierces, 375 lbs.	0 14½
Boxes, 50 lbs., grained	0 15
Tubs 50 lbs., "	0 14¾
Pails, wood, 20 lbs., parchment lined	0 15
Tin pails, 20 lbs., gross	0 14¾
Cases, tins, 10 lbs. each	0 15¾
" " 5 "	0 15¾
" " 3 "	0 15¾
Breakfast bacon	0 16½
Windsor bacon	0 17
Roll bacon	0 14½
Prime hams	0 15 0 15½

BUTTER—Grocers are buying well these days at prices which keep firm. Creamery solids are selling in quantity, while prints are moving freely. Receipts are satisfactory. During last week 18,755 packages arrived, as against 23,510 packages same week a year ago. The total receipts for the season amount to 96,469 packages, against 99,513 packages same period 1908.

Creamery, solids, lb.	0 23½
Creamery prints	0 24
Dairy, tubs, lb.	0 17 0 18

CHEESE—Grocers are taking considerable cheese at ruling prices, but demand is not larger than it usually is at this time of year. Receipts of cheese last week amounted to 97,937 boxes, as against 99,442 same week a year ago. Total receipts for the season amount to 379,953 boxes, as against 387,182 for like period in 1908.

Cheese, large	0 12¾ 0 12¾
" twins	0 12¾ 0 13
" small, 20 lbs.	0 12½
Old cheese, large	0 15 0 15

EGGS—Quality of eggs arriving is somewhat better this week, and prices are a little firmer. Selects are quoted at 22c. Receipts are satisfactory.

Selects, dozen	0 22
No. 1, dozen	0 19½ 0 20
No. 2, dozen	0 15 0 16

HONEY—The situation has not changed since last week.

White clover comb honey (nominal prices)	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

TORONTO.

PROVISIONS—Hogs are still very scarce and the price has now reached the $8-mark for live weight f.o.b at country points. The packers are forced to pay this unusually high figure in order to get enough to meet the constantly increasing demand for all kinds of cured meats. The local demand is exceptionally brisk, and prices of cured meats, as well as lard, are all firm, with a slight advance.

Long clear bacon, per lb.	0 13 0 13½
Smoked breakfast bacon, per lb.	0 16 0 16½
Roll bacon, per lb.	0 12½ 0 13
Light hams, per lb.	0 15½ 0 16
Medium hams, per lb.	0 15 0 15½
Large hams, per lb.	0 13 0 13½
Shoulder hams, per lb.	0 11½ 0 12
Backs, plain, per lb.	0 17 0 17½
" pea meal	0 17½ 0 18
Heavy mess pork, per bbl.	21 50 22 00
Short cut, per bbl.	25 00
Lard, tierces, per lb.	0 14
" tubs "	0 14½
" pails "	0 14⅝
" compounds, per lb.	0 10 0 11½
Dressed hogs	11 00
Live hogs, f.o.b.	7 90 8 00

BUTTER—Butter is firm, and while the local demand is fair, a good deal of it goes into cold storage for later use. From all appearances, butter will not be any lower, and indications point to higher prices.

	Per lb.
Fresh creamery print	0 21 0 22
Farmers' separator butter	0 19 0 20
Dairy prints, choice	0 17 0 18
Tub butter	0 17
Baking butter	0 13 0 15

CHEESE—So far as the city is concerned, there is not much stir in the cheese market. The quantity of old cheese is rapidly diminishing and prices are very firm, and in some cases one-half a cent higher. New cheese is getting better in quality, but without any change in value.

Cheese, large, prime	014
" twins	0 14¼
" new	0 12¼ 0 12½

EGGS—Very few eggs go into cold storage now. All are needed to supply the city requirements. The price may be quoted 1c higher this week.

Fresh eggs	0 21

POULTRY—The poultry trade is fairly active, with liberal shipments from the country of all kinds, from a "wee chick" to aged hens. Spring chickens are 25c live weight, and the other stock as quoted below.

Early spring chicken, alive, per lb.	0 25
Young chicken, dressed, per lb.	0 14
Hens, per lb. dressed	0 10
Turkeys, per lb., large	0 15 0 16
Spring ducks	0 20

RETAILER TO BE CONSIDERED.

Manufacturer Must Co-operate With Him to Produce Best Results.

The Retailers' Journal.

The time to handle the retail grocer as an unsophisticated infant has gone by. The sooner and quicker the manufacturer assimilates this fact, the sooner and quicker will he find active co-operation on the part of the grocer and the less will he have to spend on his advertising direct to the consumer.

The retail grocer is growing more and more intelligent, day by day, and hour by hour. He no longer simply realizes that he is handling certain profitless goods, but he has arrived at the stage where he understands the whys and wherefores. With this arrival of positive knowledge has come a feeling of unrest, a desire and intent to better his condition, and the manufacturer, who in the past and at the present has considered the retailers but too lightly, or possibly not at all, need not be surprised to suddenly discover a concerted action on their part to as lightly consider his product.

Arrogance does not become the merchant. It does not look well upon the countenance of the manufacturer. Let it not be forgotten that there is no proprietary food product made which is indispensable and the retail grocer who has been so often cavalierly dealt with is going to try to make the consumer see it in that light.

The manufacturer should give diligent heed to the plaint of the retail grocer and if this advertising direct to the consumer without reference to the grocer and the cutting of prices be harmful to the retailer's business he should seek to remedy these conditions. It must not be forgotten and it might as well be learned sooner or later that the retailer is the real factor in popularizing goods, and his demands must be considered.

The Grocer's Encyclopedia From Week to Week

Processes Through Which Cane Sugar Passes—Early History of the Plant—Sources of the Supply—How Refining is Done —Amount Brought Into Canada.

CANE SUGAR.—Of all the goods handled by grocers probably the most called for is sugar. At the present time the Canadian grocery trade derives its supply from two sources—that made from cane sugar, which comes from chiefly the West Indies, and that made from beets. It is with the former sugar this article treats.

Formerly chemists called everything a "sugar," which had a sweet taste, but the term in its scientific sense soon came to be restricted to the sweet principles in vegetable and animal juices. Until 1619, however, cane sugar was the only known pure sugar substance.

The word "sugar" is derived through the Arabic from the Persian "shakar," but the original habitat of the sugar-cane is not known. It seems to have been first cultivated in the country extending from Cochin China to Bengal, and it was at a comparatively late date that sugar reached the West from India. In the age of discovery the Spaniards became the disseminators of sugar cultivation, and in 1494, two years after the discovery of America, they planted it on San Domingo. Within 25 years the sugar trade on the island was so enormous that the dues imposed on the imports into Spain enabled Charles V. to build his palaces at Madrid and Toledo. Before the middle of the 16th century the growing of sugar cane spread over the occupied portions of the West Indies and South America, and it has continued to be one of the principal crops of tropical America ever since.

The art of boiling sugar was known in India in the first half of the 7th century, and a little later in China, but sugar-refining was not then known, for the Chinese only learned the use of ashes for this purpose in the Mongol period, from some Arab travelers who came from Egypt. Even down to the Middle Ages the best sugar came from Egypt. At that time Venice was the sugar mart of Europe, and it was a Venetian citizen who towards the end of the 15th century received a reward of 100,000 crowns for his invention of making loaf sugar.

Expensive At One Time.

In 1319, there is an earlier reference to sugar entering England, when 100,000 pounds was shipped to London in exchange for wool. There is also in that year among some private papers an entry stating that sugar then sold for 1s 9½d per pound. Throughout Europe sugar continued to be a costly luxury and an article of medicine till the increasing use of tea and coffee in the 18th century brought it into the list of principal food staples.

The sugar cane is a species of grass, the stalks or canes of which reach a height of from 8 to 15 feet, and attain a diameter of about 2 inches. The stalks are divided into prominent joints, with long leaves springing from each joint, and the flowers consist of beautiful feather-like panicles. The joints are filled with a loose, spongy, fibrous matter saturated with a juice at first watery, but afterwards becoming glutinous and sweet. As the joints ripen the leaves wither and fall away, the stem gets smooth and hard, and contains much silica. The varieties of sugar cane are very numerous and are distinguished by color, height and richness in juices.

Extraction of The Juice.

The juice is extracted from the cane by pressing it between three iron rollers. The yield of juice varies from 60 to 65 per cent. The juice is led into a trough whence it is carried through pipes to clarifiers. Because of the fear of fermentation the manufacturing process is hurried. The juice is first filtered through a series of sieves; then it is run into the clarifiers—a set of iron vessels capable of holding 600 gallons of juice—and in these is heated up to about 130 deg. Fahr. Milk of lime is added, sufficient to neutralize the acid constituents it contains. The heat is raised to near the boiling point, and, when a scum forms on the surface the clear liquid below is drawn off. The juice now passes to a battery of pans where it is heated by direct fire and boiled down to the crystallizing point. It is then run off into shallow coolers in which the crystals form. A few days later it is transferred into hogsheads and the molasses drained away. It is now ready for refining or for shipment abroad.

In this state it comes to Canada, where it is refined. The sugar crystals are melted in cast iron tanks fitted with mechanical stirrers and steam-pipes for heating the water. The hot liquid is next passed through twilled cotton bags encased in a meshing of hemp through which the solution is mechanically strained. From 50 to 200 of these filters are suspended in close chambers in which they are kept hot. The liquid is now passed for decolorizing through beds of animal charcoal enclosed in cisterns to a depth of 30 feet, the sugar being received in vacuum pans. In these pans it is "boiled to grain," the treatment being varied according to the nature of the finished sugar to be made. To make loaves small crystals only are formed in the pan, the grains being liquified and then cast into moulds. To whiten the loaves they are treated with successive doses of saturated syrup ending with a syrup of colorless sugar, and the liquor then being driven out by suction. The syrup which drains from these loaves is the "golden" syrup of commerce.

Something like 1,600,000 tons of cane are cut annually in all the islands of the West Indies group. Eastern Canadian refiners import annually about 175,000 tons of raw cane sugar from the British possessions in these islands. The total consumption of all kinds of sugar (beet and cane) in the Dominion is about 200,000 tons per annum. These figures are authentic and based on the Dominion Government's estimates for last year.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

TOMATOES
AND
GALLON APPLES
One car of each cheap
Quality guaranteed the finest
F.O.B. ONTARIO
W. H. ESCOTT
BROKER
WINNIPEG MANITOBA

BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



GROCERS FROM THE ATLANTIC TO THE PACIFIC



ACKNOWLEDGE

Gillett's Cream Tartar

to be the best selling Cream Tartar
on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

Put up in Sealed Packages, Screw Top Cans and in Bulk.

E.W.GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

Established 1852.

Clark's Pork and Beans

have satisfied the people for a great many years, and dealers can easily explain to their customers why they cost a little bit more now than they did before.

It pays to keep the best goods and hold the best buyers

William Clark

Manufacturer of
HIGH-GRADE FOOD SPECIALTIES

MONTREAL

REMEMBER

BOVRIL

is invaluable in the kitchen in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. ***Bovril*** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

Attention to Cleanliness Necessary in July

Things for the Grocer to Reflect Upon During The Present Month—Soft Drinks Are Good Sellers And Produce Good Profits—Fruit Needs Careful Watching—Take a Day Off.

During the month of July a grocery store requires careful attention. A good many lines of goods suffer from heat, and if they are improperly placed, also from flies and dust. To avoid trouble from these sources all out of season goods should be removed from the shelves and put away, not altogether out of reach when wanted, but where they are kept in as good condition as possible.

The store should not be crowded with goods. Everything as far as possible should be removed from the floor, to give the store an airy and cool appearance. Goods that have been on the shelves for months with which the customers are already too familiar, and may be tired of seeing, should be thinned down and only a few allowed to remain. Nothing that can be injured from flies or dust should be exposed.

The windows should be neatly dressed with seasonable goods, but only in small quantities, attractively arranged, and changed every day. It is good storekeeping to keep everything clean and in order, at any time of the year, but during the hot weather when people are looking for something appetising it is of still greater importance. It also adds very much to the attractiveness of the store if "all hands" wear clean white coats and aprons.

The Soft Drink Month.

Quite a nice profit can be made on soft drinks if properly handled. It the store is cleared from all out of season goods, a grocer will find room to make an attractive display of all kinds of summer drinks. This looks well, can easily be kept clean, is in season and is saleable with good profits.

Cooked meats require great attention and the sales depend entirely on the way they are kept and handled.

Sugar will be a heavy item during the month and should always be done up ready for the customer. As the profit on sugar is small, it is very important that it must be weighed carefully, and if a boy is told to weigh out sugar, and a package is found to be 1 oz. out, give him one more chance. Here is where the younger clerks get the first lesson in accuracy.

Fruit is one of the principal articles that will be handled through this month and after a great deal of anxiety, worry and hard work, some will end the sea without having made any profit. There is always an unwholesome rivalry among grocers in handling fruit. The question does not seem to be to make money, but to handle the most fruit, and in many cases the entire profit is lost through waste. A grocer who sells one case and makes a dollar is a wiser man than the one who sells ten cases and loses his profit. Buy what you can sell, and sell what you buy, and be sure that you get paid for your work. If your neighbors close on Wednesday afternoons be decent and close with them.

You will never regret a day off.

MANUFACTURERS MEET.

Montreal, June 29.—On Thursday of last week the annual meeting of the Montreal branch of the Canadian Manufacturers' Association, took place, when the new chairman, W. Cauldwell, was asked to preside for the first time.

Ald. G. W. Sadler, retiring chairman, occupied the chair at the opening of the meeting.

The report of the executive committee was presented, and showed that the association had given its support to a number of municipal and other matters during the year. The chairman then gave his annual address, covering much the same ground as the executive committee, especially the provincial legislation regarding liability of employers for accidents to workingmen.

The chairman announced that the election had resulted in the return by acclamation of William Cauldwell, of the Canada Paper Company, as chairman of the Montreal branch, and W. T. Whitehead, of the Mount Royal Spinning Company, as vice-chairman, while as representatives of the district of Montreal outside of the city, D. J. Fraser, of the Singer Sewing Machine Company, St. John's, Que., and J. C. Casavant, of Ste. Hyacinthe, had been elected.

There was a contest for the executive committee, there being twenty-three candidates for the eighteen seats. The candidates who were successful were:

R. J. Younge, Wm. Rutherford, Fred Birks, Chas. A. Smart, L. H. Packard, Robt. Gardner, Geo. Esplin, C. S. J. Phillips, C. W. Davis, J. H. Sherrard, Walter J. Sadler, Carl Riordon, A. J. Brown, Jos. Fortier, A. H. Brittain, F. H. Hopkins, Hon. A. Desjardins, W. T. Rodden.

The grocery stock of S. H. Reynolds, Barrie, Ont., together with the household furniture and confectionery of W. R. Mitchell was burned recently.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranteed SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed
Manufactued at
92 Beaudry Street MONTREAL

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

WHITE DOVE

BRAND



Almond Paste



Cocoanut

SATISFIES EVERYBODY

W. P. DOWNEY

MONTREAL

WHY IMPORT BISCUITS?

It isn't a question of the Quality of imported Fancy Biscuits at all. We know that British manufacturers have reduced baking to an exact science—a fine art. But we also know that our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, etc. We also know that *all*

CHRISTIE'S BISCUITS

will compare favorably with any imported line—*however high the Quality.* Christie's fancy biscuits are superior to any baked on this continent, and they are equal in Quality, Purity and Nutriment to any fancy biscuits baked anywhere. Besides—*it's a matter of dollars and cents to YOU.* You can get Christie's biscuits when you want them. Think it over before placing your Christmas orders.

N.B. Our "Madeira Mixed" and "Cherry Rings" are the acme of Biscuit perfection.

Christie, Brown & Co., Limited

TORONTO

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURER

MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Port Arthur to Alberta
L. T. Mewburn & Co., Ltd.		Province of Alberta
The Standard Brokerage Co., Ltd.,	Vancouver, B.C.,	British Columbia
T. A. MacNab & Co.,	St. John's,	Newfoundland

Their Reputation—based on their Superb Quality—sells

Cowan's

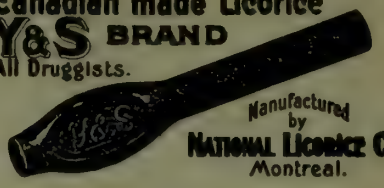
MAPLE BUDS
CREAM BARS
and
CHOCOLATE CONFECTIONS

with a steady briskness that is most satisfactory to the dealer.

A well arranged display of the full "Cowan" line would catch many a dollar for you.

The Cowan Co., Ltd.
Toronto

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured by
NATIONAL LICORICE Co.
Montreal.

SOFT MINTS—5c. boxes.
ACME PELLETS—5-lb. tins.
M. & R. WAFERS—5c. bags.
and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal  Letters Patent

NELSON'S
POWDERED GEATLINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round
Mott's
"Diamond" and "Elite"
brands of
Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Advantages in Keeping Confectionery Silent Salesmen in Proper Condition—Easier Tone to Flour Market — Cereal Prices at a Standstill.

A great many grocers, especially in cities, are handling confectionery. To do this properly, they have very wisely supplied themselves with silent salesmen. While every one agrees that these beautiful glass cases are the right thing for that purpose, it might be pointed out that unless they are kept in perfect order they are not an advantage, but a decided disadvantage. They are only salesmen so far as they can present the goods to good advantage by making the best possible appearance. If it is badly kept the poor thing cannot even make an excuse, but stands powerless as a salesman, and, besides, makes a bad impression on the customers.

If the silent salesman can attract people to buy by properly presenting goods it can also drive customers away by presenting them in a distasteful way. It is, therefore, absolutely necessary, in order to be just to your silent salesman, and expect from it good and profitable service, that you keep it in first-class condition. This will take a little time, but in no other way will a silent salesman be able to pay for his cost.

MONTREAL.

FLOUR—No change in the situation is to be recorded this week. Prices are steady with business showing no improvement over last week.

Winter wheat patents	6 80	6 85
Straight rollers	6 50	6 60
Extra	6 00	6 10
Royal Household	....	6 30
Glenora	....	5 80
Manitoba spring wheat patents	....	6 30
" strong bakers	....	5 80
Five Roses	....	6 30
Harvest Queen	....	5 80

FEED—Prices rule firm, although there is not a great deal of business being transacted.

Ontario bran	....	22 00
Manitoba shorts	....	24 00
" bran	....	23 00
Mouillie, milled	....	28 00
" straight grained	....	32 00
Feed flour	1 55	1 85

ROLLED OATS—The situation in rolled oats is unchanged. Little business is being done, owing to warm weather.

Fine oatmeal, bags	....	3 15
Standard oatmeal, bags	....	3 15
Granulated " "	....	3 15
Golddust cornmeal, 98-lb. bags	....	2 10
Bolted cornmeal, 100-bags	....	1 85
White cornmeal	2 00	2 05
Rolled oats, bags	....	2 90
" "	....	2 05

TORONTO.

FLOUR—The condition of the flour market is to some extent, more settled. At a meeting of millers recently held, it was reported that the millers in western Ontario had all the wheat they required to keep them going until the new crop came in. Some even reported that they had some to spare. This, with the fair prospects of the new crop, causes an easier feeling, at least, in so far as local trade is concerned. Wheat from farmers on the Toronto market sells at $1.40 a bushel, and oats at from 61c to 62c. While prices are the same as last week, the market has lost that intense strong feeling which was such an outstanding feature for some time.

Manitoba Wheat.		
1st Patent	6 20	6 40
2nd Patent	5 90	6 10
Strong bakers	5 70	5 90
Winter Wheat.		
Straight roller	....	6 20
Patents	....	6 40
Blended	....	6 00

CEREALS—Prices in these lines seem to have reached the limit, and are at a standstill. The excited feeling has modified and business is moving along more quietly. Package goods are in good demand.

Rolled wheat, car load	....	3 50
" oats "	....	2 75
Oatmeal, car load	....	3 00
Rolled wheat in barrels, 100 lbs	....	3 70
" oats in bags, per bag 90 lbs	....	2 90
Oatmeal, standard and granulated, in bags 98 lbs	....	3 20

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

Growing in popular favor every year, where known, Japanese sardines are attracting wider attention.

Canada is receiving a share of the catch made off the coasts of the island nation, and it is likely that imports will be larger as the fish are introduced throughout the Dominion.

It is stated that the Japanese sardines are almost the equal in quality of the French sardines, while they are supported to surpass in this respect, those coming from Portugal, Spain and Norway.

Interested parties are endeavoring to promote the sale of the fish in Canada, and their efforts are meeting with success.

D. F. Carter, representing Lipton's Teas, is in the Eastern Townships this week.

John B. Paine & Co., Toronto, have appointed Snowdon & Borland, Montreal, agents for Bull Dog Ammonia Cleanser.

Fraser & Co., Fort William, have been appointed agents in their district for Brand & Co.'s A1 Sauce, for which H. Hubbard, Montreal, is general agent for Canada.

H. H. Fred Hughes, of F. Hughes & Co., Montreal, is in Quebec this week on business for Spratts Patent, Ltd.

The bin fixtures used in the Petrie store at Thorold, Ontario, which is described in another section of this issue were manufactured and installed by the Walker Bin and Store Fixtures Co., Berlin, Ont.

This Biscuit is made of the purest ingredients and every care is taken at our big factory to ensure purity.



They taste a little better, are a little better baked, a little richer in flavor and a little more appetizing than others.



The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs. Cox as well as PACKED by them

PURITY GUARANTEED

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH

STAY IN THE LEAD.

How Stores In The Outlying Districts Can Get And Hold Custom.

By D. B. B.

Lack of capital and inexperience seem to be the chief reasons that so many do not make a success. One can imagine some incredulous reader exclaiming "What! the small grocer—surely this cannot interest him save as bad news. But the argument is, that in any case the small grocer must 'keep up with the procession' and that he can do so if he avails himself of the aids at his command.

Individual attention is his grand stand-by principle for keeping his customers when he has the goods to supply them. It is doubtful if one could find a better class of grocers and grocery stores than we have in the outlying stores of some of our towns and cities. We have a better and more competent class of men in these stores, many of whom do not hesitate to leave the old tracks of trade if new ones recommend themselves as promising rewards for their enterprise.

Few indeed are the men in these times who are content to plod on in one regular rut. The man who has but himself to depend upon is compelled to apply his energies in many directions in order to be successful judging from the suburban stores. The "Sell-Everything Principle" should be generally adopted, every man being a law unto himself in settling what he has to sell in his shop. Instead of tempting his customers with a few lines and leaving them to go elsewhere for others they require, his chief concern is to sell them everything they require, so as to give them no excuse for going elsewhere. He should cautiously add to his business, new departments in which there is a profit to be made, laying himself out to supply his customers with as many as possible of the goods they need.

Thus we find in the suburban stores the following departments: meats, fruits and vegetables, chinaware, flowers, dry goods, ice cream, soda fountain and confectionery.

Anchor Brand Flour

LEITCH ANCHOR BRAND OAK LAKE

If a man can write a better book, preach a better sermon, or make a better mouse-trap than his neighbor, though he build his house in the woods, the world will make a path to his door.

Oak Lake is not a big place, but **ANCHOR BRAND FLOUR** is manufactured there, and the order path to the mill is beaten smooth. Many satisfied customers show others the way in. 14

Manfd. by Leitch Brothers Flour Mills
Oak Lake, Manitoba, Canada

WM. BERRY LTD.
MANCHESTER and LONDON, ENG
Wax-Waterproof Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

TO WHOLESALE TRADE:—
Buy your
Whole Spices, Coffees, Sardines, etc.,
from
H. COLLINGS & Co.
16 Philpot Lane, E.C.
LONDON, ENGLAND
"Repeat Orders the Rule"
Quality always right Shipments prompt
Agents in MONTREAL, Mr. I. Russell Murray
" KINGSTON, Mr. C. de Carteret.
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bick. & Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.
Established 1856

Wilson's Fly Pads



Retailers should commence using Wilson's Fly Pads early, because a few flies killed now would otherwise become a multitude by August.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

Flour Cleanliness

2. What Physicians say about Crease Dirt.

JUST A MINUTE, Mr, Storekeeper. You recall what "crease dirt" means—the smut in the fold of the wheat berry.

¶ Doctors who are paid to *know* say that this particular dirt in the crease swarms with bacterial life, some of them being particularly objectionable. Dust, you know, is the foundation of all uncleanness—whether it comes from wheat, mill or methods.

¶ Now, *your* customer is buying *flour*—not flour, plus wheat smut laden with bacteria and noxious germs. The housewife doesn't want dirt for flour *at any price*. Outside their health menace, these flour defects are bound to out in a thousand ways in the cooking.

¶ True enough, if wheat had no crease the miller's problem were simplified. Yet the crease exists—likewise its inhabitants. FIVE ROSES, we say, is pure and wholesome, more than any other flour can possibly be, because all this abomination *must* be removed before the grain is ground. It's impossible to remove it after grinding, although some makers attempt it.

¶ You may be tempted, Mr. Junior Partner, to say that your customer's health is not your affair, that you are not "your brother's keeper." But look at it thusly: that the health of your trade is the health of *your* business, *the less there is for the doctor, the more for the grocer.*

¶ There is big money in cleanliness. Tell them about clean, pure flour, flour that is wholesome. Then tell us the name of one single woman who knowing the facts as *you* know them would deliberately risk the family welfare for *half a cent per pound?*

¶ She must inevitably buy FIVE ROSES when she knows *through you* that between "has made good" and "just as good" flour, the *price* difference is less than half a cent and the *quality* difference infinite.

LAKE OF THE WOODS MILLING CO., LTD.

MONTREAL ∴ Sole Makers of Five Roses ∴ WINNIPEG

New Method for Keeping Green Stuff Fresh

Peterboro Grocer Originates Plans of His Own—Uses Moist Sugar Bags—Simple Device to Prevent Rhubarb From Wilting.

By J. M. Donovan.

Readers of The Canadian Grocer should be interested in a scheme which has been of great service to me since I hit upon it not long ago. The plan is how to keep green stuff fresh and crisp all day in the sun if its rays cannot be avoided; and if not in the sun so much the better.

I am not thinking of the large fruit and vegetable dealers who pile up everything promiscuously, probably sprinkle a little water over all and use off the top first while the bottom is remaining fresher for a short time. The heat finally penetrates and soon causes them to become withered and mushy if much water is used and the stuff is not disposed of.

My aim is to help the grocer who carries a fair supply on hand but a small amount which he must necessarily or should do in some quarters of a city. If he does not sell much, he will sell less if the green stuff is not properly cared for. If he can keep it nice and fresh his customers will not have to go elsewhere for it and the grocer's business will increase. I know this from experience. I have often, when picking over the stuff at night thought: "Well, there is no use putting that out out to-morrow and throwing away two bunches—I only lose the profit on a dozen."

I never saw this plan used until I worked it out myself. I have a "knock down" table in front of my shop that I only move indoors on Saturday evening. It is composed of two boards cleated together and placed on two salmon boxes. Two heighths of table can be made with them, by placing them on end or side. The latter I use when I have a lot of stuff so as not to obstruct my window view. On the board, table or box, I put a sugar sack, and wet it before or after I place on my green stuff. I usually soak it in a pail of water before spreading it out. I cover the top with another wet sack which seems to suffice in keeping all nice and fresh and when the top sack becomes dry I rewet it by sprinkling water over it and let water drip through to the bottom sack. The latter being covered, it keeps moist and cool a long time and will always be so while the top one is kept damp and is much better than if the stuff is piled up dry or immersed in water in a box.

How Rhubarb is Treated.

My plan for keeping rhubard nice and crisp cannot be beaten and like the above the idea is my own, at least I have never seen it treated as I do it. I have seen it stand in a wash tub with root down in water, but my scheme is to cut a portion of the top off—if not already done by the gardener—and place the top or leaf-end in very little water, say half an inch. The leaf draws up the moisture and they remain firm and crisp.

Left exposed, there is, I believe, no other vegetable or plant that wilt or become more raggy quicker than rhubarb and to keep it in good condition, I have a box lined with zinc made water tight. Any ordinary strong box about two inches deep will do, a sardine box being best. The idea of the zinc lined box is that it cannot absorb the rancid water and the vegetable or plant will not absorb the taste of the wood. This box will be found very useful all summer to keep the other stuff in when the green vegetables are over. I have kept rhubard two and three days and I have found that the tie-string becomes tighter where otherwise the rhubarb would fall through the string after lying out five or six hours in the sun.

OFFICES REMODELLED.

The Canada Brokerage Company, Limited, Toronto, have recently enlarged their offices, all fittings being in quarter cut oak. The main office is divided by a counter, the front portion being for a sample room, in the rear of which is the general office and adjoining a cloak and wash room. The private office is in quarter cut oak "Early English" finish, with furniture to match, and with the handsome wall decorations presents an attractive appearance.

PURE FOODS ENDORSED.

The Canadian Grocer says that food standards are about to be established in Canada under authority of the Department of Inland Revenue. It is to be hoped so. Pure food promotes good health, and there is no better service Government can render than to increase the average health of the people.—Toronto Star.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow Scotland

ASK FOR THE CELEBRATED BISCUITS
G. N. Pichet
For sale by all Leading Grocers
JOS. COTE Wholesale Tobacconist
186-188 Rue St. Paul Importer
EXCLUSIVE SOLE AGENT

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade


"Canada's Best" New white soap

Enterprising dealers are finding that "Canada's Best"—the **New white** bar—sells far easier than **yellow** laundry soap and are sending in good orders.

"Canada's Best" washes clothes cleaner and whiter. Unequalled for engineers', printers' and factory employees' use. With astonishing ease it removes grease, oil, printers' ink, black lead, all kinds of factory dirt and dust.

Grocers tell us they never knew of a soap to cause such a "stir" as the **New white** bar is doing. Sales records being broken every day. Just you write for further particulars and prices.



United Soap Co.
BRANTFORD, CANADA



MEN WHO SELL THINGS

By
WALTER D. MOODY

¶ Mr. Moody analyzes the science of his profession with precision.

¶ He indicates the weak points which the salesman is heir to.

¶ He suggests ways to overcome them.

¶ He shows how to cultivate the essential qualities of a salesman.

¶ His title to proficiency in this subject is backed by an abundance of native business acumen, ripened by Twenty years of observation and experience as Travelling Salesman, European Buyer, Sales Manager and Employer.

¶ He has recently been made Business Manager of the Chicago Chamber of Commerce; the largest body of business men in the world.

¶ While the supply lasts we will mail a cloth bound copy of "Men Who Sell Things" to anyone sending us one new paid-in-advance subscription to this paper.

¶ This is not a premium offer, but a commision for getting a new subscriber apart from your own subscription.

THE MacLEAN PUBLISHING CO.
Subscription Department
TORONTO - CANADA

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Fancy Canadian
STRAWBERRIES
are now arriving and will be pleased to receive your orders

New Potatoes
Texas Tomatoes
Florida Watermelons
Cabbage, Cucumbers
Beans

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

PACKED BY
Franc Tracuzzi
MESSINA
ITALY

To-day unloading at Boston and New York 1,500 Boxes

St. Nicholas
Home Guard

Verdelli Lemons for Toronto. Get them if you want the BEST.

AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Strawberries are King in the Fruit Line — Prices Much Lower Than a Week Ago—Advances in Lemons—New Potatoes Lower—Fish in Good Demand.

MONTREAL.

GREEN FRUITS—Lemons have advanced appreciably since last week, being sold as high as $3.75, with the prospect of still higher figures. Oranges are steady. Strawberries have slumped very considerably, and are even quoted at 5c to 10c a box. Demand is excellent and receipts are heavy. Cherries are easier. Grape fruit is a little firmer, while Florida pineapples are not so strong. Cantaloupes, from Georgia, are offered this week. Warm weather has stimulated the demand for all fruits.

Oranges, California navels	2 50	3 00
" " bloods		4 25
" " late Valencias		4 00
" Valencias	4 50	5 00
" Cubans	2 25	2 50
" Mexican		3 00
" Sorrento		2 50
" Messina Ovals, half boxes		1 75
Lemons, crate	2 75	3 75
Peaches, California, box		1 25
" Georgia, per crate		4 00
Apricots, California, per crate	1 75	2 00
Plums, California, per crate	2 25	2 50
Cherries, California, black, per box	2 00	2 50
" " white, "		2 00
Cantaloupes, Georgia, crate		6 50
Strawberries, Canadian, per basket	0 05	0 10
Watermelons, each		0 40
Grape fruit, per box	4 00	6 00
Bananas crated, bunch	1 25	1 90
Pineapples, Cuban, crate	2 15	2 40
" Florida, crate	2 50	3 50
Cranberries, per crate		4 75
Apples, Spies, XXX, bbl	7 00	7 50
" Ben Davis, XXX, bbl		6 50
Cocoanuts, bag		4 00
Limes, per box		1 00

VEGETABLES—New corn, imported, is now offering, but the high price asked, $4, is limiting the demand very considerably. Increased receipts dropped prices on several lines this week, it will be observed. New carrots are 50 p.c. lower; cucumbers are away down, new potatoes show a severe decline, while beans also have dropped. Horseradish is a little firmer, while mushrooms, scarce, are somewhat easier. Illinois tomatoes are now quoted. Gradually imported vegetables are working north in origin, and soon the market will be supplied by Canadian stuff entire.

Asparagus, Montreal, doz	3 00	6 00
" Western, basket	1 25	1 50
Beets, old, bag		1 25
Carrots, new, dozen bunches	0 40	0 75
" old, bag		2 00
Cabbage, new, crate	1 75	2 00
Celery, dozen	1 25	1 50
Cauliflowers, dozen	2 00	4 00
Cucumbers, basket	1 75	2 00
Corn, imported, crate		4 00
Green peas, basket		3 50
Green peppers, crate		3 50
Horse radish, lb	0 15	0 20
Lettuce, dozen	0 40	0 50
" Boston (Montreal), dozen		1 00
Leeks, dozen		1 00
Mushrooms, lb	0 50	0 75
Onions, large, lb		0 03
" Egyptian, lb		0 03
" Bermuda, 50-lb. crate		1 25
Potatoes, new, bbl		3 50
" Montreal, bag		1 15
" New Brunswick, bag		1 25
" P.E.I., bag	1 15	1 20
Parsley, dozen		0 50
Parsnips, bag		1 25
Sage, dozen		0 60
Savory, dozen		0 50
Spinach, Canadian, box	0 40	0 50
String beans, basket		2 00
Shallots, dozen bunches	0 05	0 10
Sweet potatoes, bbl		6 00
" basket		3 50
Tomatoes, Illinois, small flats	0 85	1 00
Turnips, bag	0 60	0 70
Watercress, dozen large bunches		0 75

FISH—Dealers report good demand for various lines of fresh fish, the trade being open for slightly larger supplies than usual this week on account of there being two fish days, Friday and Saturday. Halibut is going out freely at old prices. Steak cod is easier, while an advance has occurred in Gaspe salmon, which is not so plentiful, and for which demand has increased considerably. Sea bass is 2c lower, while buck shad are quoted at 25c each. Roe shad and dressed bullheads are off the market. Brook trout and mackerel are frequently asked for. Lobsters are higher, owing to the season for Canadian being practically at an end. New labrador herring and skinless cod are in fair demand. Sales of smoked fish are few, owing to warm weather.

FRESH

Haddock, shore, per lb	0 04
Steak cod, per lb	0 05
Grass pike, round	0 08
Halibut, per lb	0 09
Dressed perch	0 10
Dore	0 12
Mackerel	0 08
Sea trout	0 10
Lake trout	0 10
Whitefish	0 10
Sea bass, per lb	0 10
Gaspe Salmon	0 17
Buck shad, each	0 25
Brook trout	0 20
Flounders	0 10

SMOKED

Haddies, 15 lb. bxs., per lb	0 07½
Kippered herring, per box	1 10
Large bloaters, per box	1 10
Smoked herring, small boxes	0 18
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Select bulk oysters, per gal	1 50
"Sealshipt" selects, per gal	1 90
Live lobsters, per l	0 12 0 17
Boiled lobsters, per lb	0 15

FROZEN

Steak cod, lb	0 04
Halibut, per lb	0 08
B.C. salmon, red, per lb	0 10
Qualla salmon, per lb	0 09
Fall salmon, per lb	0 08
Dore, round, winter caught, per lb	0 10
Large whitefish, per lb	0 08
Small "	0 06

SALTED AND PICKLED

Labrador herring, half barrel	2 80
B.C. salmon, half bbls	9 00
No. 1 mackerel pails	2 00
No. 1 " half bbls	8 00
Labrador sea trout, bbls	12 50
" " half bbls	6 50
Skinless cod, 100 lb. cases	5 25
Salt sardines, 20 lb. pails	1 00
Boneless cod, in blocks, 5½, 6, 8, 9 and 10 cents per lb.	

TORONTO.

GREEN FRUIT.—Strawberries are taking up almost the entire attention at the fruit market. Every train adds more to the bulk for sale. It is almost useless to quote prices for they vary according to quality and quantity with the arrival of each train. The hustle, and the exchange of opinion between the buyers and seller is amusing to one who is not "one of the bunch" and can see things from a disinterested viewpoint. The sellers wants all he can get and points to the larger berries, and the buyer with finger pointing to the small berries, and with most convincing arguments claims that he should buy them cheaper. A deal is generally arrived at, but frequently a compromise settles the matter. The late California Valencia orange is about the only kind

on the market now. The great rush on pineapples is over, with a light balance still in stock. California peaches and apricots are now in order and are selling from $1.50 to $1.75 a case. Early Canadian cherries are coming in but only in small quantities. Grape fruit is off the market.

Apples, Spies		8 00
Oranges, Cal. Valencia	3 50	3 75
" Cal. navels	3 00	3 50
" Mexican	2 00	2 50
" Palermo bloods, half cases	1 50	2 00
Lemons, Messina	2 75	3 00
" Sorrento	3 75	4 00
Bananas	1 75	2 25
Pineapples, Florida, crate	2 00	2 25
Cherries	1 00	1 50
" per half basket		0 60
Strawberries	0 04	0 07
Peaches, Cal	1 50	1 75
Apricots, Cal	1 50	1 75

VEGETABLES. — The vegetables used now are nearly all supplied by local gardeners and are cheaper. New potatoes, cucumbers, cabbages, tomatoes, watermelon and cantaloupes are imported but prices all through are lower. Old potatoes are plentiful and in good condition with prices low. The supply seems to be quite sufficient to meet all the demand until the new crop appears.

Potatoes, Ontario, per bag	0 90	1 00
" Bermuda, per barrel	3 75	4 90
" Texas, per bag		2 25
Onions, Canadian, dried, bag	1 35	1 50
" Bermuda, per case		1 00
" Egyptian, per sack of 112 lbs	3 50	3 75
Tomatoes, Mississippi, per crate of 4 baskets	1 00	1 15
Carrots, per bag		1 00
" new, per bunch	0 50	0 75
Cabbage, Florida, new	1 50	1 75
Turnips	0 50	0 60
Radishes, per dozen	0 20	0 25
Lettuce, per dozen		0 30
Spinach, per bushel		0 50
Egg plant, per dozen		3 00
Green peppers, per dozen		1 00
Cucumbers, per hamper	1 00	1 25
Asparagus, per basket	1 50	1 75
Green onions		0 25
Rhubarb	0 25	0 30
Beans, green		1 25
" wax		1 75
Peas, per hamper		2 00
Corn, per dozen		0 30
Cress, per basket		0 75
Water melons	0 35	0 40
Cantaloupes, per case		6 00

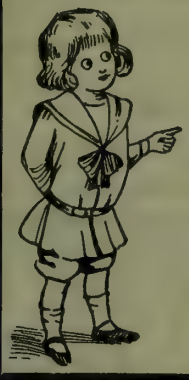
FISH.—There is nothing new to report from the fish market. The demand is good and the supply of fish just

California Fruit

Peaches Plums Pears
Apricots Watermelons
Cantaloupes.

Fresh Canadian Strawberries and Cherries.
Fancy Lemons and Oranges.
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and a visit to my packing house will convince you of the care exercised in the packing of my Lemons. What more can we give?—Quality—Selection—Courteous Treatment. Please your customers by selling only my fine lemons.

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FOLLINA BROS., Packers — W. B. STRINGER, Agent

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Shippers of Canadian Fruits, etc.
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PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES / RIPE BANANAS

NAVEL and MEXICAN ORANGES
Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON
GUELPH ONTARIO

enough to keep things moving nicely. Prices are unchanged and are likely to continue so for some time.

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish, fresh caught	0	0 10
Trout, fresh caught	0	0 10
Cod, fresh caught	0	0 08
Halibut, fresh caught	0	0 10
Haddock, fresh caught	0	0 07
Pike	0	0 06
Perch	0	0 07
Carp	0	0 03
Yellow pickerel	0	0 09
Sea salmon	0	0 07
Mackerel, each	0	0 25

NEW WHOLESALE HOUSE.

Gerald Martin and E. Scannell, two Port Arthur commercial men, who have been operating in this district for some years, have decided to open up a wholesale grocery house in Fort William, and they have leased a portion of the Fitzsimmon's Fruit Co.'s wholesale house there. Mr. Martin represented Telfer Bros., Collingwood, for some years. E. Scannell has been with the Geo. E. Bristol Co., of Hamilton, for some years as Thunder Bay representative.

Toop & Lees, late of Almonte, Ont., opened their new grocery store in Moose Jaw.

SEASON 1908-9

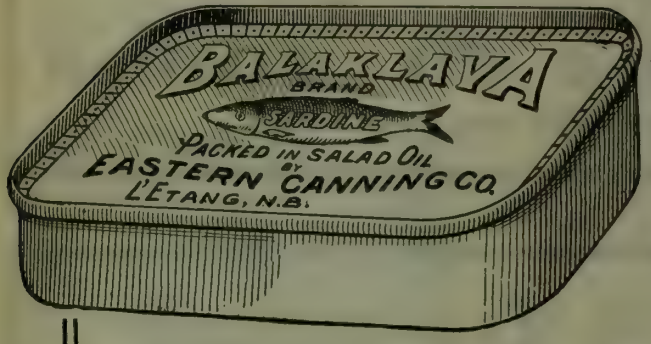
Dried Apples

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Settlements Prompt

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HAMILTON
JAMES SOMERVILLE, Manager

If you have STRAWBERRIES, RASPBERRIES (cultivated or wild) CHERRIES and other fruits to consign let us have them. We can sell them for you.

THE DAWSON COMMISSION CO., TORONTO



NO PICNIC BASKET COMPLETE WITHOUT

BALAKLAVA SARDINES

Choice, firm fish, packed by experts in modern factories of cleanliness. Pure Salad Oil used.

HAVE YOU A STOCK?

The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents; C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton: Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

ABSOLUTE PERFECTION

is difficult of attainment. This applies to everything, the packing of lobsters among other things. But we have been so many years engaged in the business, and have always taken such care to put the very best package of lobster on the market, that we feel we have come as near to perfection as possible.

The brands we feel proud of are:

Golden Crown Lobsters

and

Golden Key Lobsters

Each and every tin is reliable. You can always guarantee these brands to your most particular customers, because *We* will stand behind *Your* guarantee.

Sole Packers:

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Quaker Salmon

is the fact that year after year the quality never varies—ever uniformly excellent.

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FISH AS A DAILY FOOD SUPPLY

forms an important article of diet. When you obtain any tins you want to know that they are the very best. There is no line quite as good as



BRUNSWICK BRAND SEA FOODS

WHY? Because the quality of these goods has steadily improved rather than deteriorated and the record of success and honest value is at their back in addition to quality.

Let us assist you in making money.
You can do it with BRUNSWICK BRAND
They mean Good Profits for you.

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AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.



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1909 prices now out for Europe and America.

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PRODUCER
Port Elgin, N.B., and Pictou, N.S. Canada

"A Rose by any other name may smell as sweet"



By Special royal permission.

may be all right in poetry but if you didn't call it a **rose** you couldn't get the price.

So With Imitation Sardines.

The Famous "KING OSCAR" Brand

Norwegian Sardines has established he reputation as the purest, sweetest, finest and best packed Sardine on the market.

That is all, but it's enough to make them sell.
STOCK "KING OSCAR" SARDINES

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(J. A. HENDERSON)
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THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

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as they provide every modern facility for the handling of a special or general grocery stock. They will

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REPRESENTATIVES:
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Have You Place in Your Organization for An A1 Business Builder?

I want to get into touch with some manufacturer or wholesaler with a proposition big enough to warrant the employment of a man to push the sales end of the game.

To such a connection I can bring an equipment of experience and energy backed up by past success. Trained in some of the best of the big organizations in the States—up from a stenographer. Railway, newspaper, road and office experience.

For a perfectly satisfactory reason I am severing my present connection as Sales and Advertising manager with a leading Canadian manufacturer, and want to tie up with a concern where resourcefulness, directed enthusiasm and the ability to show results will be appreciated and remunerated.

Have proven ability as a sales promoter and can handle advertising to trade and public if desired. Capable and diplomatic correspondent.

I am thoroughly equipped to lift the burden of this work from an executive who is anxious to devote more time to other phases of his business, but is laden down with the important detail of the sales department.

Write me fully, with the assurance that confidence will be rigidly guarded.

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Order them from your jobber.

They enable you to handle credit customers with scarcely any risk and make disputes and misunderstandings impossible. They cost very little and pay for themselves many times over. Can you afford to do without them?





You Can't Cut Out

A BOG SPAVIN, PUFF or THOROUGHPIN, but

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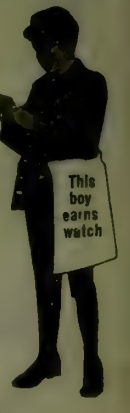
will clean them off permanently, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle at d'lers or delly'd. Book 4 Dfree.

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as extensively used for years past by most of the leading packers of Tea in Canada

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COST LESS.
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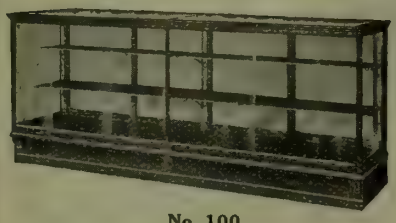
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No. 100.
This case is finished in golden oak—Beveled plate top —Shipped K.D.—

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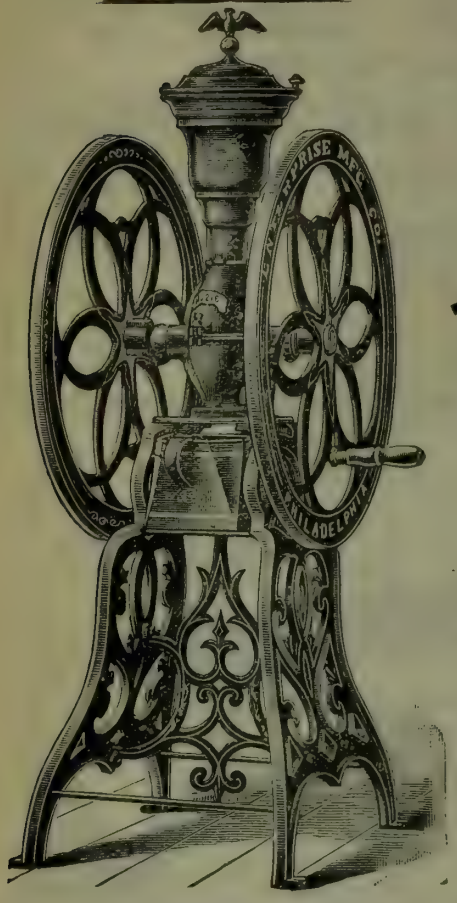
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1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
¼-doz.	5-lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	



ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 2 lb.	13 60
" 5 lb	23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

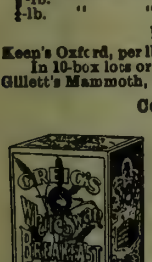
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White Swan Baking Powder—
1-lb. tins, 3-doz. in case, per doz. 2 00
½-lb. " " " " 1
¼-lb. " " " " 0 8

Blue.

Keen's Oxford, per lb. $0 17
In 10-box lots or case 0 16
Gillett's Mammoth, ½ gross box 2 00

Cereals

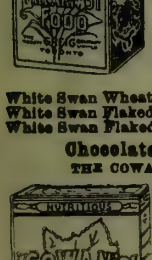


WHITE SWAN SPICES AND CEREALS LTD.

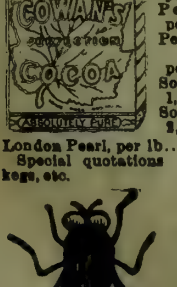
White Swan Breakfast Food, 2-doz. in case, per case, $3.00
The King's Food, 2-doz. in case, per case, $4.80
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.00.
White Swan Self-rising Pancake Flour, per doz., $1.00.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—
Perfection, 1-lb. tins, per doz. $4 50
Perfection, ½-lb. per doz. 2 40
Perfection, ¼-lb., per doz 1 30
Perfection, 10c size 0 90
" 5-lb. tins per lb. 0 37
Solu. le, bulk, No. 1, per lb. 0 20
Soluble, bulk, No. 2, per lb. 0 18
London Pearl, per lb. 0 22
Special quotations or Cocoa in bbls. kegs, etc.



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $ 80.

5 boxes ..... $ 75

Unsweetened Chocolate— Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs 0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen 1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen 0 90

Sweet Chocolate—
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb. $0
Queen's Dessert, 6's, 12-lb. boxes 0 40
Vanilla, ½-lb., 12-lb. boxes, per lb 0 35
Parisian, 8's 0 30
Royal Navy, ½'s, ¼'s, boxes, per lb 0 30
Diamond, 7's, 12-lb. boxes, per lb. 0 24
" ½'s " " " 0 25
" 8's " " " 0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen 0 90

Confections— Per lb.
Milk chocolate wafers, 5-lb. boxes 0 36
Maple buds, 5-lb. boxes 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, " 0 25
Nonpareil wafers No. 1, " 0 30
Nonpareil wafers, No. 2, " 0 25
Chocolate ginger, 5-lb. boxes 0 30
Milk chocolate, 5c bundles, per box.. 1 35
Milk chocolate, 5c cakes, per box 1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case ..... per doz., $ .90
½ " " 4 " " .... " 2.40
¼ " " 2 " " .... " 4.75
1 " " 1 " " .... " 9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz 0
Prepared cocoa, ½'s 0 28
Prepared ⅛'s 0 28



	90 per dz.
Mott's breakfast cocoa, 10c. size	
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails Pails.	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, 5-lb strip.	0 10	0 11	0 09
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—
Featherstrip, pails 0 16
Shredded 0 15
In packages 2-oz., 4 oz., 8-oz., lb. 0 22

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 00
Reindeer" brand per case (4 doz.) 5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins $0 33
"Gilt Edge" in 2 lb. tins 0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters 0 30

Cheese.—Imperial

Large size jars, per doz	$4 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box,	1 35
" 10c cakes, 36 in box "	2 56
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal
$2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 [illegible]
" " groats ½-lb. tins	1 [illegible]
" " lb tins	2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07



BUSINESS FOR YOU AND FOR US.

SUN PASTE Stove Polish in Tins goes so much farther on the stove than the so-called liquids (which are always settling out) that the up-to-date housekeeper is bound to be far better pleased when you sell her SUN PASTE.

It is always ready to use, no separation of the ingredients and, as a result, she uses it oftener and comes back to you for more. That's business. Good for you and good for us.

MORSE BROS., Props. - Canton, Mass., U.S.A.



What "The Lancet" says:

"Cobra" Boot Polish has just been analysed by Dr. Ed. Nihaul, Professor of Industrial Chemistry at the University of Liege, and he has recognised that the Polish does not contain lamp-black or any acid substance. This is important so far as the preservation of the leather is concerned, but from the health point of view the Polish does not close up the pores of the leather, so that the feet keep fresh and cool.

—September 6th, 1905.

SHOE POLISH

from the health point of view

'COBRA" Polish instantly commends itself to those who appreciate the difference between health preserving, hygienic shoe dressing which keeps footwear in good condition, and the destructive compounds made of acids, oils, treacle and soot known as "Blacking."

Lay in a little stock of COBRAS

STOCKED BY

Charles Parsons & Son - Toronto

79 Front Street East

2 in 1



Softens and Preserves the Leather

It will not come off and injure the finest fabrics and it is so easy to apply that polishing one's own shoes is a positive pleasure instead of a disagreeable drudgery. It will do all that any other polish will and a great deal more. It's the best seller—every grocer knows that.

The F. F. Dalley Co., Limited

Hamilton, Canada Buffalo, N.Y., U.S.A.

STILL TO THE FRONT

BLACK LEAD, THE OLD RELIABLE FORM OF STOVE POLISH

"JAMES DOME"

the best brand on the market. An article of real merit. All Lead. No Dirt or Dust. Gives a lasting, brilliant, easy shine.

W. G. A. LAMBE & CO., Canadian Agents

Batger's

Lime Juice Cordial

makes more and better lime juice than any brand on the market to-day. Your customer will soon find this out.

If you don't sell her **Batger's** someone else will.

Rose & Laflamme
AGENTS Limited
MONTREAL and TORONTO



THIS IS THE BOTTLE

"Paterson's Worcester Sauce

is one of the most delightful table condiments sold." So says a famous chef. This is one reason for its great sale.

ROSE & LAFLAMME, LIMITED
Agents
MONTREAL and TORONTO

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

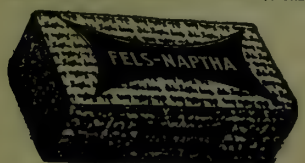


Assorted Case,	Contains 4 do	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 35
Five cases, or over	6 15



List price

"Shirriff's" (all flavors), per doz. 0

Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 60 lbs.	0 11
20-lb. Pails.	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 1
Tubs	0 10½
20-lb. pails.	0 10½
20-lb. tins.	0 10
10-lb. "	0 10½
5-lb. "	0 10½
3-lb. "	0 11

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulo large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case...per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25



THOMAS J. LIPTON
Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½ lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross net .. $12 00
per case of 3 doz. net 3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases	60 1-lb. packages	$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	30 1-lb. "	2 75
	60 ½-lb. "	

No. 5 Magic soda—cases 100—10-oz. pkg

1 case	2 75
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Marpole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	18 20



3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 6-lb. carton.	$0 07
No. 1 " " 6-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

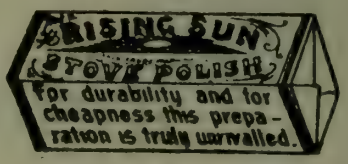
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs, 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 6 in case	0 08
6-lb. enameled tin canisters, 6 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 80

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, ¾-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03¾ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼ barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "
Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " 1 " "	2 75
20 " 1 " "	2 70

(5, 10 and 20 lb. tins have wire handles.)



Teas

THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 50	0 60
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 70

GEO. E. BRISTOL & CO.,
Hamilton, Ont.



EMPIRE PACKAGE] TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	0 21	0 26
Orange Label, 1's and ½'s	0 28	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 50

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

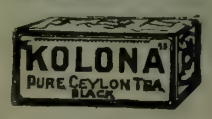


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ¼s	0 32	0 40
" " ½s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb., " "	0 11	
Blue Label, retail at 30c	0 23	
Green Label. " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label. " 80c	55	

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 43	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug - moking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 55
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 60

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 20
Gillett's cream yeast, 2 doz. in case	1 20

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario



"COW BRAND" BAKING SODA

has become an almost indispensable household necessity for every family in Canada. This has been brought about solely through the superior merit of the goods, their unequalled strength and their reliability to the user.

A reputation like this means money and easy sales to every grocer handling "Cow Brand" Baking Soda.

EVERY JOBBER IN CANADA SELLS IT.
ASK YOURS FOR IT.

Church & Dwight
MANUFACTURERS
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

In point of quality
the

SALT

we sell stands at the head

Let us know your wants

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

WETHEY'S
LAUREL
BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Our Special Offer on
EMPIRE

Empire Brand **Teas and Coffees**

4
Free Phones

Use
Freely

is "taking." Have you talked to our travellers or written us? IT WILL PAY YOU.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JULY 9, 1909. NO. 28.



It is Merit and Merit Only

that has placed

Keen's Oxford Blue

at the head of all laundry blues in the world. It has in consequence had scores of imitators but never an equal.

FOR SALE BY ALL JOBBERS

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, **Montreal**

Anything that tends to make your customers' housework a pleasure, deserves your consideration and support.
Ordinarily the question of STARCH is a serious one with the housekeeper, but

Benson's "Prepared" Corn
For Cooking Purposes

AND

Edwardsburg "Silver Gloss" Starch
For the Laundry

make it easy for all these labors.

It Pays to Sell Only the Best

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. **Works, Cardinal, Ont.** **164 St. James St., Montreal, P.Q.**

SURPRISE SOAP

Wrappers are Red and Yellow



"SURPRISE" Soap is sold all over Canada.
It has been on the market for a generation.

Its sale is increasing year by year.
Quality is the secret of this success.

A Pure Hard Soap

THE ST. CROIX SOAP MFG. CO.

Factory at St. Stephen, N.B.

Branches: MONTREAL, TORONTO, WINNIPEG, VANCOUVER, WEST INDIES.

The Best Only — Always the Best

Griffin & Skelley's DRIED FRUITS

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes.

Taylor's

Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

QUALITY COUNTS

"Thistle"

The Brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, Wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

"STOWER'S" Lime Juice Cordial

is sweetened to suit the most fastidious palates. No hunting for sugar. Add water and you have the best and most wholesome summer drink.

Palatable — Profitable
Has no musty flavor

"QUALITY IS REMEMBERED LONG AFTER PRICE IS FORGOTTEN"

Remember this one sure fact,
every time you try to sell inferior quality, and what it really means to your success.

THE BEST DEALERS SELL

Arthur P. Tippet & Co.



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



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FACE TO FACE BUSINESS
I am on the job all the time. Why not give me a trial?
Grocery and Confectionery Brokerage my Specialty
G. WALLACE WEESE
Manufacturers' Representative. 30-32 Main East
Let's get close and talk it over—Now HAMILTON

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
—
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

STORAGE IN OTTAWA
We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways —tracks to the door. Centrally located.
Secure Our Low Rates.
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
SASKATOON,
Western Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines.

BEANS
ON THE SPOT
HOW MANY?
—
W. H. MILLMAN & SONS
GROCERY BROKERS,
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

Importer, Manufacturers' Agent and Commission Merchant.
Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties.
Can handle more Good Lines.
G. C. WARREN
Established 12 Years. REGINA, - SASK.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ON SPOT
Finest Whole Halves and Broken
SHELLED WALNUTS
also
2, 3 and 4 Crown
SHELLED ALMONDS
LIND BROKERAGE CO.
23 Scott Street Toronto

Merchants, Manufacturers and Shippers
We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.
Good track storage.
Advances made on consignments.
J. D. Brack & Co.
Wholesale Brokers
WINNIPEG

WINNIPEG STORAGE
TRACK WAREHOUSE
Consignments solicited, stored and reshipped to order
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Wholesale Commission Broker.
Box 122 Winnipeg. Reference, Bank of Commerce

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

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Brokers and Manufacturers' Agents
—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.
Write for particulars to
THE CANADIAN GROCER
Montreal Toronto Winnipeg

Canadian Manufacturers and Exporters:
Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?
Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to
10 Garfield Chambers, Belfast, Ireland.

When you are figuring on Canned Goods for fall delivery, do not overlook

"ANCHOR" Brand
Canned Fruits and Vegetables

We are quoting, on some lines, at prices that show a decided advantage to place your orders NOW.

WRITE US OR SEE OUR TRAVELLERS

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

A PHENOMENAL SELLING LINE







40c.	Grade costs you	30c.	per lb.	in lead packages.
50c.	" " "	35c.		" "
50c.	" " "	35c.	"	in 5lb and 3lb fancy tins.
50c.	" " "	36c.	"	1lb and ½lb " "
60c.	" " "	42c.	"	in lead packages
75c.	" " "	50c.	"	" "
1.00	" " "	70c.	in ½lb	fancy tins
1.00	" " "	72c.	" ¼lb	"

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St., MONTREAL

Perfect Vinegar



requires no persuasive salesmanship. It is by far the easiest to handle and the most satisfactory to sell.

Being of delicious flavor, full and rich, it is used more often and more liberally at the table than the inferior grades, and is naturally in more constant demand.

White Cottell & Co's Vinegar

is perfection, of guaranteed strength, rich in aroma and flavor. Keeps well and always gives satisfaction.

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Messrs. G. Stanway & Co., Toronto,
Mr. Kenneth H. Munro, Montreal.
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

White Cottell & Co.

Camberwell, S.E., LONDON, ENG.

Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

Are Coming to Canada

With their well-known Brand in Glass Moulds and Tins.

English Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

Excellence of Quality

Guaranteed Pure and all Packed in England

PERMANENT PATRONS

are the kind which help you make a success of your business. You may secure them so far as canned fruits and vegetables are concerned by selling the

RIVERDALE BRAND

They represent the acme of canning perfection, purity of product and deliciously, well preserved natural flavor which particular people enjoy and appreciate.

The LAKESIDE CANNING COMPANY Limited

WELLINGTON, - - - - - ONTARIO

ROWLEY'S
Valencia Raisins and Almonds

ARE THE BEST

If they were not we could not sell the quantity we do.

AGENTS IN CANADA:

Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; Shallcross, Macauley & Co., Vancouver, Victoria and Calgary; J. A. Kavanagh, Hamilton, Ont.

IT'S ALL IN THE TASTE

That is, so far as the public is on the surface able to judge; but back of it in all canned fruits and vegetables there should be a definite assurance that the products are pure and the process sanitary and the preserving done without the aid of any chemicals or coloring matter.

OLD HOMESTEAD BRAND
Canned Fruits and Vegetables

are pure. Here is what a leading Canadian paper says:

"An argument against the use of chemical preservatives in foodstuffs not easily got over is that in good food products they are not necessary to their preservation, while the use of them at all makes it possible to palm off inferior articles on the public. All foods which contain preservatives are open to suspicion."

Old Homestead products are like Caesar's wife—Above Suspicion.

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

Picton, [illegible] - Ontario

There is no doubt, no experiment, no feeling of uneasiness or distrust when you handle



E.D.S. BRAND
JAMS and JELLIES

You know that you are placing before your patrons a product that is positively pure, of the highest quality, with the natural flavor retained, packed in an absolutely air-tight receptacle. No chemical preservatives—only pure sugar.

E. D. Smith's Fruit Farms, Winona, Ont.

AGENTS

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THE PUREST AND BEST

ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER

ALWAYS READY—NEVER FAILS

A QUICK SELLER

EVERY CAN GUARANTEED

Manufactured by



St. Charles Condensing Co.

INGERSOLL, ONTARIO

CANADA



"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

BEST

according to Webster's Dictionary means

EXTREME OF GOOD

Applied to **Molasses** it means

GINGERBREAD

In Tins, 2's, 3's, 5's, 10's

ALSO IN BULK

Thereare plenty of Goods nearly as good, but remember there is only one BEST.

It requires very little extra effort to specify Gingerbread when ordering from your wholesaler, but it means a lot to your customers in extra quality.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

CRYSTAL SUGARS

Retailers throughout Canada handle them.
You deal direct with the factory.
Standard, Fine, Coarse, Berry, Powdered.
The best for PRESERVING.
Always the same, the best.
Let us send samples with quotations.

Sugars that always satisfy.
Uniform Grain.
Gains customers for you.
A trial convinces.
Remember! It is dollars in your pocket.
Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited

Wallaceburg, Ont.

WHICH DO YOU PREFER?

Something that sells well by reason of its name, worth, reputation and acknowledged superiority, or a slow moving article, one that requires an awful lot of talking, pushing and explanation to palm off on your customers? Herein lies the difference between

SNAP The Original Hand-Cleaner

and certain other preparations patterned after it but possessing little of the qualities which have made SNAP FAMOUS.



BUY FROM YOUR JOBBER

THE SNAP CO., Limited

MONTREAL CANADA

McCORMICKS



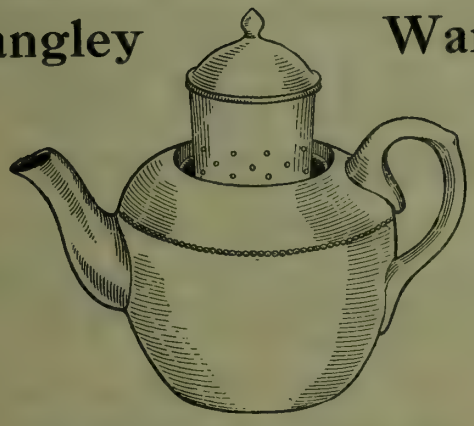
Tell your customers to think of the most delicate---the most delicious--the most unique delicacy they ever even hoped for, and they'll find it in this wonderful new creation: McCORMICK'S ELITE FINGERS.

The richest and most delightfully-flavored (banana)---the most artistic and fascinating design (elegantly embossed). Nothing similar ever before produced. Served with Ice Cream or fruit they afford a rare treat heretofore unhoped for.

The demand is sure to surpass our fondest expectations, so order your supply real early.

Factory at London. Warehouses at Montreal, Ottawa, Hamilton, Kingston, Winnipeg and Calgary

Langley Ware



LANGLEY
OLIVE
GREEN



COCOA
JUGS

British Columbia and Yukon Territory Agents
W. HARRY WILSON & CO. Vancouver

Alberta Agents
B. G. BEDLINGTON & CO. Calgary

Sole Agents for Canada
CARVETH & COMPANY
600 Lindsay Building : : Montreal

There's Only One Salt

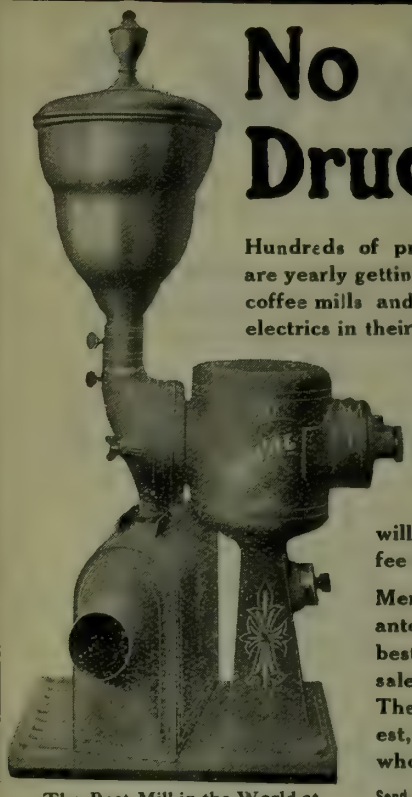
that will satisfy the discriminating Canadian housewife. That's

Windsor Salt



with this trade mark on every bag. If you cannot supply it she is apt to trade where they can.

The Canadian Salt Co., Limited
Windsor, Ont.



No More Drudgery

Hundreds of progressive merchants are yearly getting rid of their old hand coffee mills and purchasing ROYAL electrics in their places.

No more drudgery and wasting of valuable time now. The ROYAL does it all. One cent's worth of electricity will cut 50 pounds of coffee on the ROYAL.

Merchants find the guaranteed ROYAL to be the best and hardest working salesman in their stores. They find them the cheapest, too. Ask any dealer who owns a ROYAL.

The Best Mill in the World at the Least Cost to you,

Send to-day for a copy of our latest catalogue that tells all about the ROYAL.

The A. J. Deer Company

1019 West Street : : : : Hornell, N.Y.

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"
"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

Time for Caution

The market in Canned Goods continues so very active the temptation will be to buy inferior grades rather than pay FAIR PRICES for NEW PACK.

We are completely sold out of 1908 pack and we intend maintaining the standard of "ESSEX BRAND" rather than lower the QUALITY to meet present competition.

HOLD FAST to the BRAND that has given you PERFECT SATISFACTION.

It will pay this year above all other years.

TRADE MARK REGD
THE ESSEX CANNING & PRESERVING Co LIMITED

THE ESSEX CANNING & PRESERVING COMPANY

LIMITED

Head Office:—ESSEX, ONTARIO

INFORMATION is PROTECTION

PROTECTION is PROFIT

You have no protection if you do not know at all times how all your accounts stand.

Most systems of handling accounts require too much valuable time and expense to furnish the information.

If you can ***save*** this time and expense you are ***saving profit.***

The McCASKEY ACCOUNT REGISTER SYSTEM ***protects you*** from ***errors, leaks*** and ***forgotten charges,*** gives you ***complete information*** about your business and ***saves*** you ***time, labor*** and ***expense—Profit.***



LET US TELL YOU HOW

The McCASKEY REGISTER CO.

Cor. Hughson & Rebecca Sts.

HAMILTON, CANADA

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

CANADIAN AGENTS:

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D. Stamper, P.O. Box 793 Moose aw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E. London, England

A grocer is interested in building up the best class of business, rather than that which counts for less. Here is the advantage in offering customers

STERLING
BRAND
PICKLES

A pickle, or relish, one can always recommend with every confidence.

Order from your grocer or direct from manufacturer

The T. A. Lytle Co., Limited
Sterling Road Toronto, Can.

MASON'S O.K SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer, 33⅓%.



GEO. MASON & CO., LTD.
Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



It dries them up **Common Sense**

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

P. & F.

VINCENTELLI & CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF

CANDIED PEELS

Specialities

CITRON, LEMON, ORANGE

Drained, Cut and Candied

Prices and Samples on Application

TEA;

Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
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3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
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9. World's Production and Consumption.
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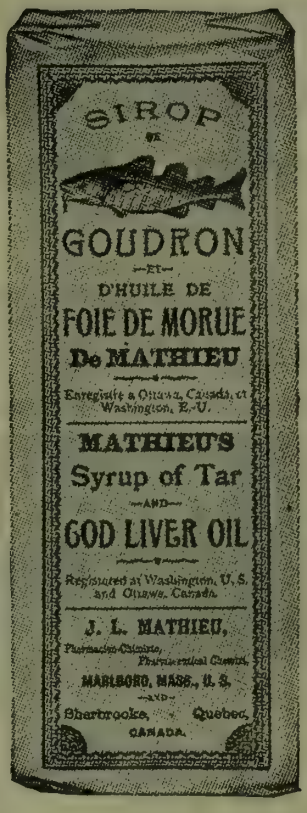
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Write or wire for information.
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MONTREAL

The Name is the Guarantee

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Manufactured by

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Lemonade easily made—add only cold water.

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On Spot—or Prompt Shipment from Origin

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"IT"

Half Actual Size.

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Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers

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Palate-Tickling Quality

That's what your particular customers desire. They get it—in marmalade—if you supply them with

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because this old established Scotch firm "Knows How" to make the marmalade that ALWAYS pleases.

A Trial Case will prove to you the truth of these statements.

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34 GUARDIAN BUILDING - - MONTREAL



A GOOD SALE!
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A GOOD PROFIT!
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"Soclean"

The Dustless Sweeping Compound

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BUY FROM YOUR WHOLESALER

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It's Just as Easy
It Pays Better

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Montreal

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100 words	each	insertion, 1 year.....	$30 00
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MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

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OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

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Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

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Because it

Pleases the Palate

Because it

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Because it

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OF THE CONSUMER

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Segalerva's Brands are well known everywhere and can be had from your Wholesaler.

Be sure to ask for "SEGALERVA"

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still hold the Premier Position for

Imported Pickles and Olives.

Enquire of your wholesaler for our **New 12 oz. Bottle Pickles which retails at 10c.**

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A
CANADIAN GROCER
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AD.

IF you want a new clerk.
IF you want to rent your store.
IF you want a situation.
IF you want to sell your store.
IF you want to buy a store.

THEY
BRING
RESULTS

See page 18.

DON'T FORGET

that bulk Teas quickly deteriorate with age and lose their flavor, but

"SALADA"

is always fresh and fragrant. Handle no other and have the satisfaction of serving your customers with

THE BEST TEA

In sealed lead packets only — **TORONTO and MONTREAL**

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 66
American Tobacco Co. 60
Aylmer Condensed Milk Co. 13

B

Balfour, Smye & Co. 15
Batger & Co. 71
Beardwood Agency. 12
Bell, Thos., & Son. 51
Benedict, F. L. 52
Berry, Wm. 58
Blue Ribbon Tea Co. 3
Borden Condensed Milk Co. 14
Bovril, Ltd. 53
Brack & Co. 2
Bradstreet's. 12
Bristol, Geo. & Co. outside back cover
Brown Mfg Co. 17
Busy Man's Magazine.

C

Canada Sugar Refining Co. 18
Canadian Canners. 36, 37
Canadian Cocoanut Co. 17
Canadian Condensing Co. 14
Canadian Salt Co. 9
Capstan Manufacturing Co. 17
Cargill, H. 50
Carter-Crume Co. 47
Carveth & Co. 9
Ceylon Tea Ass'n. 19
Christie, Brown & Co. 53
Clare & Little. 2
Clark, W. 51
Cawson & Co. 2
"Cobra" Polishes. 70
Collings, H. & Co. 58
Common Sense Mfg. Co. 12
Connors Bros. 65
Constant, H. 52
Cooper, Cooper & Co. 11
Cote, Joseph. 60
Cowan Co. 56
Cox, J. & G. 57

D

Dalley, The F. F., Co., Limited. 70
Davidson & Hay. 16
Dawson Commission Co. 64
Deer, A. J. Co. 10
Dignard, Ltd. 53
Dominion Molasses Co. 8
Dominion Wafer Co. 17
Dominion Warehousing Co. 2
Downey, W. P. 52

E

Eastern Canning Co. 64
Eby-Blain Limited. 3
Edwardsburg Starch. outside front cover
Epps, Jas. & Co. 52
Escott, W. H. 50
Essex Canning Co. 23
Estabrooks, T. H. 46
Eureka Refrigerator Co. 13
Ewing, S. H., & Sons. 16

F

Fearman, F. W., Co. 48
Fisher, A. D., & Co. 67

G

Gibb, W. A. Co. 64
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 51
Gordon, McDonald Co. 18
Gorham, J. W., & Co. 2
Gormam, Eckert & Co. 12
Grant, W. J. 60
Gunns Ltd. 48

H

Hill, Wm. A. 21
Hillock, John & Co. 67
Holbrooks, Ltd. 24
H. P. Sauce. 13
Hough Litho Co. 20

I

Imperial Extract Co. 53
Imperial Novelty Co. 45
Imperial Tobacco Co. 60
Irish Grocer. 2
Island Lead Mills Co. 67

J

Johnson, J. K. 2

K

Kilgour Bros. 67

L

Lake of the Woods Milling Co. 59
Lakeside Canning Co. 5
Lambe, G. W. A. 2
Laporte, Martin & Co. 26
Lear, Sidney. 58
Land Brokerage Co. 70
Lucerna Anglo-Swiss Milk Choc. Co. 53
Lytle, T. A. Co. 11

Mc

MacLaren Imperial Cheese Co. 2
MacNab, T. A., & Co. 2
McCabe, J. J. 62
McCaskey Register Co. 11
McCormick Mfg. Co. 9
McDonald, Gordon & Co. 22
McDougall, D., & Co. 60
McWilliinn & Everist. 62

M

Magor, Frank. outside front cover
Malcolm, Jno, & Son. 14
Mason, Geo. & Co. 11
Mathewson's Sons. 71
Mathieu, J. L., Co. 13
Men Who Sell Things. 70
Midland Vinegar Co. 13
Millman, W. H., & Son. 2
Mollin's Food Co. 19
Montreal Biscuit Co. 55
Mooney Biscuit and Candy Co. 57
Morse Bros. 69
Mott, John P. & Co. 56

N

National Licorice Co. 56
Nelson, Dale & Co. 56
Nicholson & Bain. 47
Nishimura, S. T. & Co. 15

O

Oakville Basket Co. 50
Oakey, John & Sons. inside back cover
Old Homestead Canning Co. 6

P

Paradis, C. A. 52
Paterson's Sauce. 71
Patrick, W. G. & Co. 2
Pickford & Black. inside back cover
Poulton & Noel. 4

R

Richards Pure Soap. 42
Ridgways' Tea. 12
Rose & Laflamme, Ltd. 71
Rowat & Co. 20
Royal Polishes, Ltd. 67
Ryan, Wm. Co. 48

S

St. Charles Condensing Co. 7
St. Croix Soap Co. inside front cover
St. Lawrence Sugar Refining Co. 18
"Salada" Tea Co. 21
Sanitary Can Co. outside back cover
Segalewa. 20
Scott, David, & Co. 18
Sherbrooke Cigar Co. 61
Smith, E. D. 7
Snap Co., Ltd. 8
Snowdon & Borland. 17
Sonne, Thos., sr. 67
Sprague Canning Machinery Co. 52
Spratts Limited. inside back cover
Spray Canning Co. 50
Stamper, D. 2
Stevens & Solomon. 63
Stewart, I. C. 58
Stringer, W. B. 63
Symington, T. 7

T

Thurston & Braidich. 47
Tippet, Arthur P., & Co. 1
Toronto Salt Works. 52
Truro Condensed Milk Co., Ltd. 48
Tuckett, Geo. E., & Son Co. 61

U

Underdown & Crichton. 5

V

Verret, Stewart Co. outside back cover
Vincentelli, P. & F. 12

W

Wagstaffe, Limited. 15
Walker Bin and Store Fixture Co. 66
Walker, Hugh, & Son. 63
Wallaceburg Sugar Co. 3
Warren, G. C. 2
Watson, Andrew. 17
Watson & Truesdale. 2
Weese, G. Wallace. 2
Wethey, J. H. 63
White & Co. 63
White, Cottell & Co. 4
White Swan Spice & Cereals, Ltd. 15
Wilson, Archdale. 58
Windsor, J. W. 65
Wiseman, R. B. & Co. 47
Wood, Thomas, & Co. 72
Woodruff & Edwards. 67
Woods, Walter, & Co. 10

Y

Young, W. F. 66

Causes of the Failures of Many Retail Merchants

Too Much Optimism in the Trade—Crediting Soon Eats up Capital—Overdoing a Source of Weakness—What the Beginner Should Avoid.

By D. L. Gore.

Some merchants fail from one cause and some from another. I think there are very few that start in business with the intention of failing. Those who fail, as a rule, are a hopeful set and they think that all they have to do is to get a few goods and put them in a store (small or large), for they know that some goods are sold at a good profit and that merchants sell a considerable quantity some days. These sanguine men make a calculation on how much they should make by calculating the profit that they think the merchant makes on the goods he sells on his largest days at the profit they think he makes. And immediately come to the conclusion that there is a fortune in it and they cross the Rubicon and start in business.

One great cause of failure is crediting. If a man starts on a small capital —say $500 (and that is enough for him to start on if he is a man with no business or store experience), what would be his chance for success or failure? If he were to credit out $3 per day more than he collected, in about six months all his capital would be in the hands of his debtors. Three dollars per day more than you collect, if you credit at all, is a very small amount. Pardon a personal allusion. When I commenced my little mercantile business in Brunswick County I had $200 and borrowed $300. I had to refuse to credit any one and, of course, if I refused the best class of men I refused the other also. The first reason for that was: I had to keep my capital in hand to do business on. I took in some Mexican dollars which I sold at $1.10. I was advised to hoard them, and if I had done this, before the year was out I would have gone out of business for the want of business capital, for, as you are aware, the Mexican dollar went down in value as low as 50 cents each some years afterward. So even if I had been wealthy, the policy was a bad one. Don't hoard money; keep every dollar at work somewhere.

Cut Down Expenses.

Don't owe too many men, and go to the creditor (not to the lawyer) and get extension on their debts, if necessary, and cut down expenses. Be more careful to carry less unsalable goods and do all possible to collect what others owe them and they will pull through. They shouldn't have too much confidence in themselves when starting and too little when they see their affairs not coming out like they expected. Crediting, and especially crediting out too many goods, is the principal cause of failure with the inexperienced man or man who has had no store training. With the man who has been in the store for years and starts out on partially borrowed capital, I think he is apt to want to take as much from the store monthly as he was paid a salary for clerking. Most new business will not stand that. He has no established trade and he is going to lose by crediting some men who paid the old house and will not pay him. The man who gets credit as a rule will not pay a man who has no established trade as well as he would an old merchant. The new man is more apt to fail than the man with an established trade, so the smart debtor waits, and if the new merchant fails he doesn't pay that debt at all.

Don't overdo. A little success sometimes makes a new merchant feel so big and confident until he pitches into larger ventures and thus overdoes the thing. Lord Wellington, when asked what was the next worse thing to defeat, said victory. I think his idea was that the average general was made by his first victory to think that his army was invincible and that he would get into the next battle without due caution or preparation and perhaps be defeated. I believe the merchant who has some bad luck or rough places to go through (if he does not lose heart but pushes forward) is better off in the long run than if he had great success at first.

Pardon another personal reference. When I had merchandised in the country for about nine years I thought it would be better to move to the city, and I announced it to my friends. While talking to them I told them I did not know whether I would succeed or not, but if I carried out my well studied plans I thought I would do reasonably well. But if I lost my head and threw away my chart and compass on an unknown sea I would be apt so be a commercial wreck.

A merchant should take an inventory of his debts and credits and his stock of goods often, and especially an inventory of his debts and credits. Of course we men who bookkeep by double entry see that every month; at least we see what the books say we owe and others owe us, and an estimate on the amount of goods on hand. But the small merchant when starting doesn't keep books that way, so often he doesn't know how much he owes or how much others owe him. All of these things must be carefully looked after.

Estimate of Failures.

In the above I have tried to show the pitfalls that the beginner should avoid. Now we will commence on what Dun and Bradstreet would call "Failure statistics, their meaning and utility." I have an estimate by Bradstreet's Commercial Agency for 28 years, from 1881 to 1909. He says 29 76-100ths of all the merchants who did business in those years failed, and Bradstreet nor Dun either count a man who makes an assignment or quits business as a failure unless he fails to pay at least a portion of his debts. If he ceases to do business and pays all his debts that is not a failure. Bradstreet says in 1907 that 10,265 merchants failed; Dun says 11,725. In 1908 Bradstreet says 14,044 failed and Dun says 15,698. I would suggest a merchant asking for credit that it is to his advantage to make annual statements to the commercial agencies, Both Bradstreet and Dun say that lack of sufficient capital is the largest source of failure. This may be so as a rule, but not till after a man is well established in business, and even then I think doing too much crediting with too little security is one great cause of failure. Of course if a man is doing business on borrowed capital he should not credit any, or very little if any, and if he has plenty of capital he should be careful to take good collateral, and this he should take before the goods go out of the store. Let me run over his collateral and I can tell each piece the business man took before he delivered the goods. Before the debt is made the seller says what kind of security he will take; after the debt is made the buyer says what kind he will give; hence, you see the difference.

The get-rich-quick idea. If he does a $5,000 or $10,000 business yearly and makes $500 or $1,000 net for the year's work it does not follow, as a rule, if he does $50,000 or $100,000 worth of business during the year he will make $5,000 to $10,000 per year. And many times trying to increase the volume of business rapidly is a dangerous thing, and especially so when you are doing business on other men's capital; and, sad to say, most men will take more risk crediting out other men's capital than they will their own. That their competitors will get a part of their trade makes many merchants take unwise risks. Don't do it. You cannot get all the trade, so don't try for it. It is not best for one man to do it all; let others have some. About all a man can use in this world is what he eats and wears.

Specialize on Integrity.

The first article a new merchant should put in his store is "integrity" (common everyday honesty), and the second thing is confidence in his ability —not bigotry or egotism, but calm confidence that he must and will succeed if he carries out his well calculated plans. He must be honest in his dealings; live a clean and upright life in every way. Don't allow loafers to stop long at his place of business, for an idle brain is the devil's workshop, and the loafer has the idle brain.

Pay your bills promptly, even if you have to borrow money at 12 per cent. per annum to do it. One of the best records the wholesale merchant can find is when the merchant you traded with last says you paid all bills the day they were due. Your reputation for paying promptly gives you the highest credit; hence, when the wholesaler has bargains to offer you hear of them and goods well bought are half sold.

Now last, but not least, collect your bills, both large and small. This, I think, is one of the most important duties the merchant has to perform, so keep continually at it and use your best judgment and you should keep from failing.

PERSONALITY IN BUSINESS.

The Sample Case.

There is much written in these days about the effect of personality in business, but few have more than a vague idea of what is meant by the phrase. They think all the time that is something connected with the individual; and it may be in some isolated instances. Still there is another idea along this line advanced by one of our clever business writers that has little to do with individuality. It's impressions gotten in many ways—often peculiar ways. For instance, if a gruff, surly operator always answers the phone at a given house, we get the impression that this house is sour and repelling. We go into a store and find it filled with slouchy, ill-mannered, gum-chewing salespeople, and though the stock may be the cream of the market and the prices satisfactory, we can't get away from the impression that it is a cheap-john place. Again we enter another store and find it neat as a pin and the salespeople highly proper and all that, but you feel no welcome in the air. The place is so exactly right that you get an impression of independence amounting to indifference. You don't put yourself out to go back to that store, and you may never stop to think why.

Now take another place, perhaps very near by. The store is pleasingly arranged, but not so that you particularly notice it. The salespeople seem to be in a good humor and working under satisfactory conditions, although the fact does not stand out except in their spontaneous good nature and willingness to accommodate. The prices are not in any way appealing; the goods nothing extra; but that place strikes you. You like to go there. You like to be there. You will linger there. It's the atmosphere of the place—the composite impression—and it's all to the good.

If you want to know the why of this, get back and study what molds that composite impression. You will not in very many cases find a great, towering personality, although there will be a fellow there in charge who has force of character. Back of that you will find diffused sensitive sympathy—the intuitive kind—and perhaps just good old-fashioned Abe Lincoln love of humanity, Or there may be a mixture of elements hard to classify. Anyway they are not purchaseable, or every store would have them on tap..

However, you get the idea—it's impressions. Everybody on the job is helping to make them. It's something of a responsibility for the commercial traveler when he is about all of his house that very many of his, and the house's customers see, year in and year out. Isn't it a shame, then, that houses will not always get right with their men and men with their houses, so that they may always make the most of this element?

A traveler stopped at a hotel in Alaska, where the nights are six months long, and as he registered asked a question of the clerk:

"What time do you have breakfast?"

"From half-past March to a quarter of May."—The Sample Case.

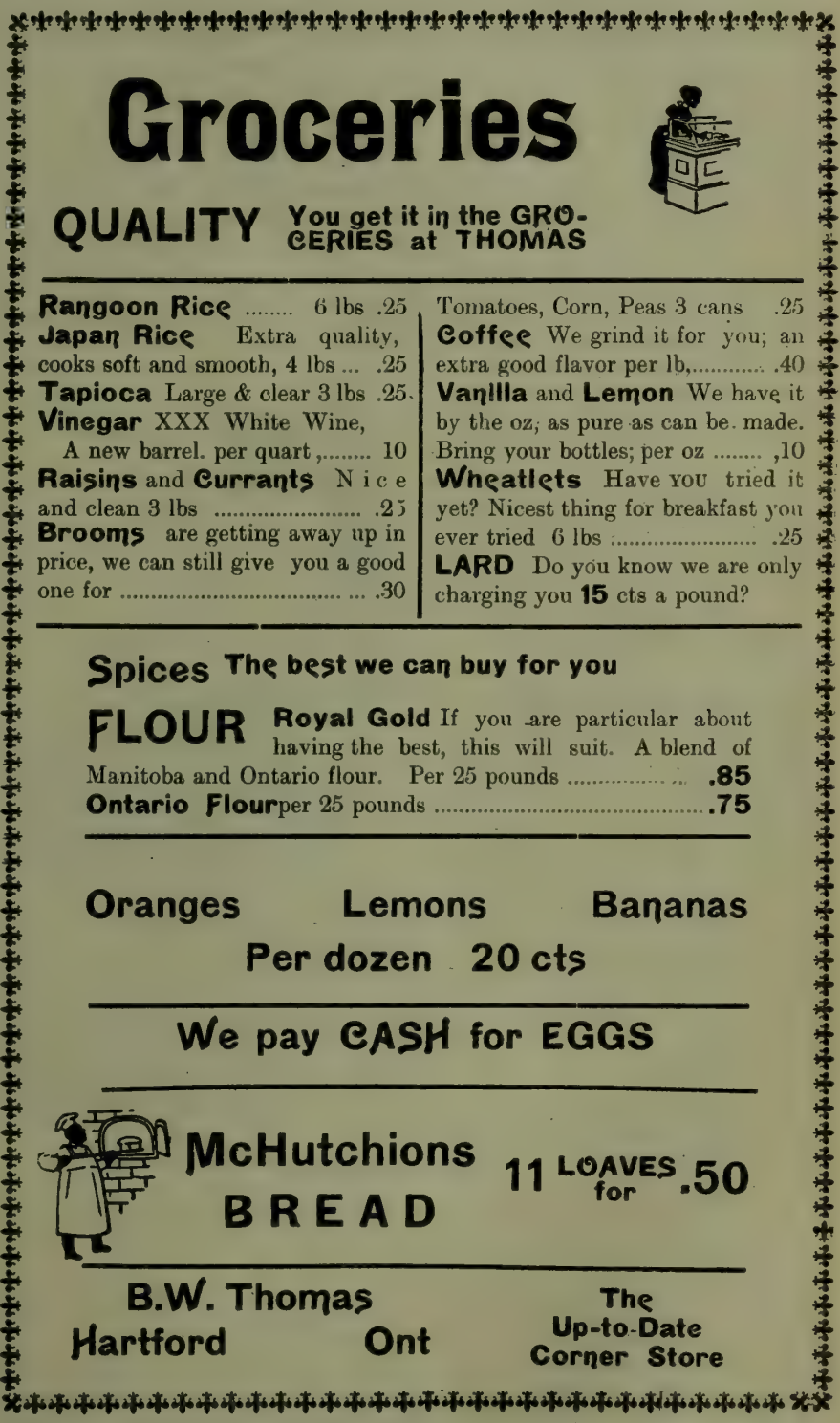
Village Merchant Who Sets Up His Own Ads.

No Printer In Hartford And R. J. Thomas Sends Circulars Off His Private Press To Families On His Mailing List—Evolution From Pen and Typewriter.

The fact that there is no newspaper in the village of Hartford, Norfolk County, Ont., is no deterrent to the advertising campaign of R. J. Thomas, general merchant. His motto is, "I'll find a way or make it," and not being able to find the way he has made one.

Mr. Thomas has a mailing list containing some 250 names and regularly sends out circulars. He sets his own type and does his own printing on his own press.

The evolution of his present system is interesting. In sending out his cir-



An Advertisement Set Up by a Village Merchant, Run Off on His Own Private Press and Mailed in Circular Form.

culars at first, they were all written by pen on ordinary foolscap paper. This stage was followed up by typewriter and copying pad which eventually has evolved into a press. By means of this the present literature is run off after the type has been set up by hand.

Mr. Thomas in referring to his system says: "Last summer I was doing the work with a typewriter and copying pad. Since them I have bought a Pearl press and am placing the ads. as you see the samples enclosed.

"I have also enlarged my mailing list, and send out 250 copies. It is bringing good results.

"The work of setting the type is all done by myself, and without previous experience."

As a sample of Mr. Thomas' handiwork one of his grocery circulars is herewith reproduced. Not only is the typographical work done rather artistically but his ad. is writen intelligently and effectively. This may be seen in speaking of rice—cooks soft and smooth; and of brooms—brooms are getting away up in price, we can still give you a good one for 30c. That shows knowledge of the fundamental principles of good advertising.

Besides sending out grocery circulars he also mails drygoods, boot and shoe literature, etc., and as he intimates, the results are gratifying.

AN INDOOR BASEBALL GAME

To be One of the Features of the Drummers' Snack Club Day at Erin.

No little amount of energy is being expended by those in charge of the Drummers' Snack Club outing to be held at Erin, on July 30 and 31. The arrangement of the details is progressing rapidly and everything points to a record-breaking crowd. J. H. Wildfong, the Toronto secretary, visited Erin a few days ago and completed the organization of committees there, including reception, decoration and school committees. The townspeople of Erin will be given a half holiday on Saturday afternoon, so as to be able to enjoy the fun.

Ross Cameron, manager of the bank at Erin, is the home secretary and he has charge of the work there.

One of the features of the day not yet mentioned will be the indoor baseball game for a silver trophy, presented by J. H. Wildfong, the teams to be captained by a Hamilton and Toronto drummer respectively. The captain of the winning team looks after the safety of the trophy for the ensuing year.

The club have issued attractive little "Erin-go-Snack" buttons, which are being extensively worn.

Bert Pott, of Mrs. E. Pott & Son, grocers, Woodstock, Ont., was in Toronto this week, He has left for Winnipeg on a health trip.

IN VACATION DAYS.

Where Members of the Trade Enjoy Respite From Business Cares.

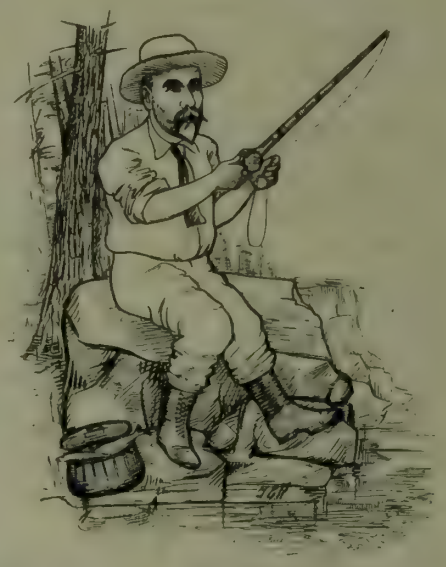
Robert Meighen, President of the Lake of the Woods Milling Company, Montreal, will likely take a run out West in August or September. He has just returned from a short trip to Europe.

Armand Chaput, of Chaput, Fils & Cie., Montreal, is summering at Vaudreuil. He is one of the wholesalers who went to the meeting in Victoria.

W. C. Christmas, Montreal, expects to spend a few days in the Algonquin Park district shortly, when he will try to forget business.

Robt. Neilson, assistant secretary of the Lake of the Woods Milling Company, Montreal, will go West on a short trip in August.

Col. A. E. Labelle, Montreal, manager of the Ogilvie Flour Mills Company, Montreal, will spend the summer at Vaudreuil, as he usually does, and will endeavor to get away on his regular fall hunting trip. He is usually one of a merry hunting party which sometimes includes other business men known to the grocers.



The Trent River Has Charms for Joseph "Fisher" Eby in His Search for the "Monsters of The Deep."

W. W. Hutchison, of the Lake of the Woods Milling Company, Montreal, will probably run out to Michigan for a few days in the fall.

H. Laporte, of Laporte, Martin & Co., has just returned to Montreal, after an extended trip to Europe.

W. S. B. Armstrong, sales manager, for Red Rose Tea, Toronto, is spending a two weeks holiday at Waubaushene. The best way to appreciate civilization, he claims, is by getting away from it. He is accompanied by his wife.

H. Gilbert Nobbs, general manager in Canada and the United States for Holbrooks, Limited, is enjoying a holiday in London, England. He will return about the end of August.

W. H. Dunn, Montreal, is spending the summer with his family, at Beaconsfield.

J. C. Rose, Montreal, is anticipating a quiet holiday in the country, and will likely leave the office the middle of this month.

Lieut. H. Delorme, treasurer Laporte, Martin & Co., will get away from Montreal for a couple of weeks shortly and will camp with his regiment, the 64th Chateauguay and Beauharnois. Camp will be at Beauharnois this year.

Zeph. Hebert, of Hudon, Hebert & Co., Montreal, anticipates joining his family in Europe toward the end of the year, if possible, and will spend a few weeks on the continent.

Charles Chaput, of Chaput, Fils & Cie., Montreal, will spend four or five weeks at Old Orchard, accompanied by Mrs. Chaput.

A. Delorme, secretary Laporte, Martin & Co., Montreal, plans an automobile trip to Buffalo and Detroit, toward the end of August. He will be accompanied by Mrs. Delorme, and his son.

Geo. H. Campbell, manager of Red Rose Tea, Toronto, will holiday at Sturgeon Lake on the Kawartha chain beginning about the 20th of this month. Mr. Campbell has a cottage there.

J. F. Eby, of Eby-Blain, Limited, Toronto, returns this week from a fishing jaunt to the waters of the Trent River.

A. H. Brittain, Montreal, was one of the yachting party, composed of members of the Royal St. Lawrence Yacht Club, which sailed to Lake Champlain, to be present at the opening of the historical ceremonies there.

L. E. Geoffrion and Jos. Ethier, managers of Chaput, Fils & Cie., and Laporte, Martin & Co., respectively, have been away from Montreal since the middle of June, attending the annual convention of the Canada Wholesale Grocers' Exchange.

S. J. Mathewson and Fred Mathewson, Montreal, are at Metis this week. Mr. and Mrs. Mathewson are celebrating the twenty-fifth anniversary of their wedding, and are receiving the congratulations of friends on all sides.

F. A. Vercy, agent, at Toronto, for the Edwardsburg Starch Co., will spend his holidays with friends near Acton, Ont.

John Sloan, of John Sloan & Co., Toronto, has gone to England and expects to return about the end of next month.

Henry Wright, of the MacLaren Imperial Cheese Co., will spend several week-ends at his cottage at Jackson Point.

S. Rousseau, assistant manager, Laporte, Martin & Co., Montreal, is summering on Isle Perrot, a beautiful spot near that city.

TRADE NOTES.

L. A. Corbeire, general merchant, Lacolle, Que., has assigned.

The assets of J. A. Aubert, grocer, Montreal, are to be sold.

Geo. E. Manson, pork packer, Toronto, has retired from business.

N. Gosselin & Co., general merchant, Lawrenceville, Que., has registered.

The Appleford Counter Check Book Co., Hamilton Ont., has obtained a charter.

Canadian Wholesale Grocers in Business Session

Victoria was the Mecca for Large Number of Delegates This Year—Banquet Given by Wholesalers of British Columbia—Uniformity of Terms of Payment Favored—Secret Commissions Act Endorsed—Happenings on the Side.

Staff Correspondence.

Victoria, B.C., July 3.—When the invitation was received to hold the 1909 meeting of the Canadian Wholesale Grocers' Exchange in Victoria, B.C., President Geoffrion was strongly in favor of its acceptance. He believed that the trip to the coast would be of immense interest and educational value to those members who had never taken it, and he knew that those who had been there before would want to go again. Moreover, the Exchange requires the hearty cooperation of all its western members, and it is essential that the eastern members learn their view-point. These considerations had weight in the choice of Victoria as the place of meeting. It may not have been central, but those members who attended have no regrets and those who did not attend missed a successful and important meeting, to say nothing of the most enjoyable outing in the history of the organization.

Montreal and Quebec Province and New Brunswick were well represented. There were four representatives from Montreal, and one from the province. New Brunswick had three representatives. Ontario, unfortunately, had only two, and there were none from Toronto or Hamilton. For various reasons the Toronto and Hamilton wholesalers found it impossible to attend.

But, in spite of the disappointingly small attendance from Ontario and Manitoba, the meeting was one of the best in the history of the organization. The eastern and western members learned each other's viewpoint over several contentious questions, and there was a spirit of give and take about the meeting which augurs well for the future of the Exchange.

The greater number of the eastern members traveled west together on the same train. For the majority it was the first trip through the Rockies, and it proved enjoyable. The party arrived in Vancouver on the evening of Wednesday, June 23rd, some eight hours behind time, and too late to catch the boat to Victoria. The first meeting should have been held on Thursday morning, but it was impossible for the president and his party to arrive in time.

Business Sessions.

It was nearly four o'clock on the afternoon of Thursday, June 24th, when President Geoffrion's gavel was heard in the Board of Trade room in Victoria calling the assembled wholesalers to order. He opened by explaining the causes of the delayed arrival of the Montreal and eastern contingents—floods, washouts, and "acts of God," for which not even the C.P.R. could be held responsible. Perhaps Mr. Geoffrion knew something of the diversions planned for the entertainment of the visitors, for he strongly urged upon the members of the Exchange the desirability of brief speeches. There was much to be done and little time in which to do it.

Simon Leiser, president of the B. C. Wholesale Grocers' Exchange, extended a hearty welcome to the visitors and hinted at delights and excursions to come.

The greater part of the business of the afternoon session was of routine nature. Secretary Cook reported the result—or rather lack of result—of a conference with the Bankers' Association regarding the collection of drafts. Business



President Geoffrion, after Securing a "Snap" of an Indian Child Near Todd's Salmon Canneries, Was Snapped Himself.

men very often have cause to complain that their drafts are returned for no specified reason, and often there is reason to believe that the banks could collect drafts which are now refused if they would exert a little pressure. The conference with the Bankers' Association did not do anything more than bring the matter forcibly to the attention of the bankers. The collection of drafts is still a matter for the individual customer and his banker to settle between themselves.

Terms of Payment.

A great part of the afternoon session was devoted to a discussion of terms of payment. The wholesalers feel that often they have acted as bankers for the retail trade. This is particularly true in some sections of the country. The wholesaler must pay promptly for his own goods, but often he gives long credit to his own customers. It is quite evident that the tendency from the Atlantic to the Pacific is in the direction of a shortening of terms. Local conditions must rule in some sections, but the goal in view is 30 days net. Those terms are in force in the Province of Quebec and in some other districts and they work well, according to the testimony of the Montreal delegates.

A. Carrier, M.P., made a strong appeal to the wholesale trade in the other provinces to follow the example of Quebec in this matter. The meeting adopted unanimously a strongly worded resolution favoring shorter terms.

Secret Commissions Act.

At the Friday morning session there was a long discussion of the Secret Commissions Act, and its bearing upon the manufacturers' contract selling plan. The members were supplied with circulars issued a short time ago by The Canadian Grocer, containing the text of the Act, and a reprint of comments upon it appearing in the issues of May 14 and 28. General satisfaction with the new Act was expressed by the wholesalers at the meeting, but there was some conflict of opinion as to the merits of the Contract Selling Plan. The fact that the draft contract between the manufacturer and wholesale contemplates the former going to the retail trade with his goods, occasioned much discussion. The meeting was of the opinion that the manufacturer should choose for himself definitely and absolutely whether he is going to handle his goods through the wholesale trade or direct to the retail.

Goods in Large Quantities.

The abuse of the quantity price for goods occasioned much discussion, and several Exchange members went on record as being opposed to the whole system of price reduction for large quantities of goods. This opinion did not prevail, but there was no difference of opinion regarding some prevailing abuses of the quantity price. The practice of selling 100 boxes of any line of goods to a retailer and delivering as required in 5-case lots was strongly disapproved of.

Officers for the coming year were elected as follows:

President—L. E. Geoffrion.
Vice-presidents—
Ontario—H. C. Beckett.
Quebec—L. A. Carrier, M.P.
Manitoba—H. P. Gordon.
British Columbia—H. T. Lockyer.
Alberta—D. Telfer.
Nova Scotia—M. Dwyer.
New Brunswick—S. A. Jones.
P. E. I.—W. H. Aitken.
Secretary—J. Stanley Cook.

The re-election of Mr. Geoffrion to the presidency gave general satisfaction to the meeting, and has since proved popular among the trade at large. He was anxious to retire at the end of his term, but it was felt that the affairs of the Exchange at a critical period of its history could not be in safer hands, and there was an unanimous desire that he



Jos. Ethier and Ed. Masuret Strolling in a Victoria Park.

should continue in office for another year. So strong was the pressure brought to bear upon him that Mr. Geoffrion, much against his will, was forced to agree to it. He thanked the meeting for this expression of confidence in him and expressed the hope that long before the next meeting there would be a satisfactory judgment in the long-drawn-out "Guild suit," and the Exchange would then be able to take action in several matters with regard to which at present its hands were tied.

Jos. Ethier, on behalf of the Montreal delegation, extended an invitation to the Exchange to meet next year in Montreal, and, on motion of William Georgeson, this invitation was accepted unanimously by a standing vote. The meeting will be held in April or June at the call of the president.

Delegates Present.

The list of members in attendance was as follows:

New Brunswick—W. C. Cross, A. Malcolm, W. L. Harding.

Quebec—L. E. Geoffrion, A. Chaput, A. L. Carrier, M.P., Jos. Ethier, A. Desroches.

Ontario—Ed. Masuret, W. Riley.

Manitoba—P. Marrin.

Alberta—Wm. Georgeson, D. Telfer.

British Columbia—H. T. Lockyer, Robert Kelly, W. H. Malkin, W. J. MacMillan, Simon Leiser, G. H. Wilson, E. H. MacLean.

The Banquet.

On Thursday evening the visiting delegates were tendered a banquet at the Empress Hotel by the British Columbia Wholesale Grocers' Exchange. In every respect it was a highly successful function. The appointments were perfect, the speeches were good and there was a general spirit of good fellowship.

Simon Leiser, the president of the British Columbia Exchange presided, and at his right was L. E. Geoffrion, the president of the Dominion Exchange. After the toast to the King had been duly honored, H. T. Lockyer proposed "The Government of the Dominion of Canada" in a brief but eloquent speech, in the course of which he emphasized strongly the national responsibilities of Canada as part of the Empire.

Auguste Carrier, M.P., responded to this toast in eloquently patriotic vein. It was the evening of Ste Jean Baptiste day and he therefore took occasion to explain the significance of the French-Canadians' National holiday. Reviewing the history of the French-Canadians he roused the enthusiasm of his audience by showing how from the day of the American Revolution they had been conspicuous for their loyalty to British connection.

H. G. Wilson proposed "The Legislative Assembly of the Province of British Columbia" in a speech bristling with western optimism, facts and figures. The most westerly province of the Dominion, its resources and present and future, proved an interesting theme as he dealt with it for the benefit of the Eastern visitors. British Columbia with a white population of about 200,000 exported last year goods and natural products to the value of $51 000,000. "Double the population," declared the speaker, "And we will quadruple the exports." No other Province in Canada could make as good a showing. This toast was responded to briefly by D. R. Ker.

Simon Leiser then proposed "The Canada Wholesale Grocers' Exchange" and in doing so made the statement that in his opinion the wholesale grocers have done as much as any Canadian government for the prosperity of the country. By financing the merchant of small means, they have enabled the people in the newer districts to get supplies and have assisted materially in the advancement of the country.

"Ten years ago" said Mr. Leiser, "a meeting of this kind would have been impossible in the West, but it has been accomplished successfully to-day in the most westerly city of the Dominion. It



A Beauty Spot in One of Victoria's Pretty Parks.

is a good thing for the East and the West to meet in gatherings of this kind for we can learn from each other. We are trying to adopt your system of shortening credits, and I hope there will soon be uniform terms of credit throughout the entire Dominion.

Mr. Geoffrion in responding to the toast regretted that he was not a lawyer or a politician in order that the gift of ready speech might be his as a gift of nature. The business men in Montreal have to sell their goods so cheap that they have not me, like their confreres in British Columbia to devote to the art of speech making. Notwithstanding such disclaimer, Mr. Geoffrion made an excellent speech, outlining the high aims of the Exchange. Referring to the "Guild suit," he said that, when a decision is arrived at the Exchange can accomplish much that is now impossible. All that is necessary is to have the good will and



P. Marrin (Winnipeg) and Sec'y. J. S. Cook.

cooperation of the entire wholesale grocery trade of the Dominion.

Concluding, Mr. Geoffrion expressed his appreciation of the hospitality of the British Columbia grocers and extended an invitation for next year on behalf of Montreal.

Other speakers in response to this toast were W. C. Cross, Jos. Ethier, D. Marshall M.P., W. Georgeson and W. Riley.

Diversions.

"Victoria is a hospitable City and the wholesale grocers of the coast cities are good fellows." Such is the verdict of all the Eastern visitors to the meeting of the Exchange. The city belonged to the visitors during their stay and there was "something doing" all the time to contribute to the entertainment of the Easterners.

The business sessions of the Exchange were over at noon on Friday. Immediately after lunch the visitors were taken by special train to Esquimalt to inspect one of the salmon canning plants belonging to the Todd Brothers. The ladies of the party were included in all the entertainment from noon on Friday and as several of the members' were accompanied by their wives their presence added greatly to the pleasures of the trip. Unfortunately the salmon run had not commenced at the time and therefore it was not possible to see the plant in actual operation. However, the processes were explained to the visitors and the inspection of the plant proved most interesting.



A Partial Group of the Party Taken Before the Tally-Ho Drive on Saturday Morning.

During the return of the party to Victoria they were taken up the "Gorge" in a large launch to one of Victoria's pretty parks. This park is one of the beauty spots in a very pretty city and the trip up the "Gorge" was thoroughly appreciated.

Saturday morning the whole party were shown the sights of Victoria by tally-ho and the drive through the beautiful residential portion of the city was a delightful revelation to the visitors. Victoria is a city of fine homes and the pride of its citizens is justifiable.

In the afternoon the tally-ho was again requisitioned and the entire party were taken to the races where they occupied boxes as the guests of the British Columbia Exchange. Hat pools and a few small stakes helped to augment the interest in several well contested events.

Almost the entire party left Victoria for the Seattle Fair. On the six o'clock boat that evening and as the boat left the wharf the visitors cheered the hospitable Simon Leiser and his associates who had done so much to make their stay a pleasant one.

Western Breezes

Victoria is a pretty city and as hospitable as it is beautiful.

Most of the visitors to the Exchange meeting took in the Seattle Fair before returning East. On the Saturday night boat for Seattle there was a jolly party on board including President Geoffrion, Secretary J. S. Cook, A. Carrier, A, Chaput, Jos. Ethier, A. Desroches, Wm. Georgeson, P. Marrin, W. Riley, D. Telber and The Canadian Grocer representative. Messrs. Cross, Malcolm and Harding, the Maratime Province contingent, also attended the Fair but did not go by the same boat as the others.

Before returning East, Jos. Ethier took a trip to San Francisco and A. Desroches to Los Angeles.

Armand Chaput made the return trip by easy stages stopping at Calgary, Edmonton and Winnipeg.

D. Marshall, M.P. and "Bob" Turris of the Canadian Canners were in Victoria at the time of the convention and were guests at the banquet. Mr. Marshall referred to an interesting rumor that Mr. Geoffrion is shortly to be called to the Senate. The popular president of the Exchange says there is nothing in the rumor but his friends hope he may be mistaken. The appointment would command the unqualified approval of Canadian business men.

Montreal next year. The Eastern people will then have an opportunity to return the magnificent hospitality shown them in the West.

A DUAL PURPOSE.

Complaining Customer—Say, this fly paper is full of holes.

The Grocer—Yes, madam, I know it. It is the new "combination" fly paper, and is made with the holes so that it can be used for porous plasters after the fly season is over.—Judge.

PROSECUTION ONLY DELAYED.

New York, July 5.—The case against the American Sugar Refining Co., involving the loan of $1,250,000 to the Pennsylvania Sugar Refining Co., has not been dropped by the government. Authoritative denial was made to this effect yesterday at the federal building. The reason for the delay in bringing in indictments in the case is the desire of the government's representatives here to have Attorney-General Wickersham pass on one of the points raised by the lawyers representing the company, John E. Parsons and Gustave E. Kissel, in their argument as to why neither the company nor any individuals involved could be prosecuted.

CONSTITUENTS OF TEA.

The preparation of tea for market comprises four processes : wilting, turning and rolling, fermentation, and roasting. In the course of these processes the proportion of tannin in the leaves is greatly diminished, for example, from nearly 23 per cent. to 12 per cent. The characteristic aroma of tea is developed gradually in the process of fermentation, during which the ethereal oils or their chief constituents are set free from the glucosides. The freshly plucked leaves contain about 1½ per cent. of free caffein (thein) and 3 2-3 per cent. of combined caffein, but after roasting three-fourths of the caffein of the leaves is in the free state. The increase of free caffein is proportional to the decomposition of tannin, a fact which indicates that the two substances were originally combined together. The oxygen of the air assists in the decomposition of tannin, but atmospheric organisms play no part in the fermentation, which must, therefore, be caused by ferments already present in the leaves. In the "bud" tea made from the youngest leaves, apparently by simple drying, two-thirds of the caffein remains in the combined state. Burmese tea, which is prepared by crude methods contains the smallest proportion of combined caffein. Green Chinese tea contains less combined caffein than black tea, and also less tannin.—Scientific American.

TRADE NOTES.

The delivery horse and outfit of the Edwardsburg Starch Co. won second prize in the miscellaneous class at the horse parade in Toronto on Dominion Day.

S. E. Boulter, of the Niagara Falls Canning Co., returned at the latter end af last week from a prospecting trip through the silver districts of northern Quebec.

John Y. Morrison has recently opened a general store at Farm Point, near Ottawa, in the building known as "the Elms." Mr. Morrison also has the Farm Point post office in connection with the store. An up-to-date line of groceries, fruit, confectionery, boots and shoes, and a general assortment of dry goods will always be in stock.

A Store Remodelled and Equipped for $3,000

Small Welland County Town Boasts of One of Finest Groceries in Ontario—Department for Comfort of Customers—Confectionery, China and Crockery Sold—Newest Bin Fixtures and Shelving.

Thorold, June 30.—At an expense of about $3,000 an old store here has been transformed into one of the handsomest, cleanest and up-to-the-times grocery stores in Ontario. This may probably seem to be a rather sweeping statement, but it is a fact, nevertheless. There is little doubt that it surpasses ninety-nine out of every hundred outside of the larger cities—and Thorold is yet only a town of over 2,000 inhabitants.

The credit is due to the enterprise of J. T. Petrie, the proprietor, who, about the beginning of the year, took over the store until then owned by the late T. E. Simpson, and his estate. The stock had previously been sold by auction, and when Mr. Petrie assumed control he remodelled the interior so completely that there is not the semblance of a sameness with the one that stood before.

The remodelling in such an up-to-date manner is largely an experiment on the part of Mr. Petrie. The store was opened to the public about six weeks ago and the large expenditure to obtain the up-to-date fixtures and equipment has so far been justified by the amount of business done.

The owner wants no better compliment than this: An esteemed old lady well known in Thorold, came into the store shortly after it was opened and after looking over the interior, she remarked, "Well, Mr. Petrie, I don't know whether you or the citizens of Thorold are to be congratulted for this."

In the first place the store-front is attractive. The block is of brick, and at once commands attention. There are two large show windows with prism glass at the top and the entrance between.

In Three Sections.

The store is 118 feet long and 20 feet wide, and is divided into three sections —confectionery and grocery department, china and crockery, and storeroom. It has a hardwood floor and hot water heating apparatus with the furnace in the basement.

The cellar is used for storage purposes and has a concrete floor, so that goods are kept cool and wholesome. A new feature in the basement are prism windows, hung from the beams, and which may be either hooked on the beams or left hanging so as to diffuse the light to the rear.

Among the equipments belonging to the most modern types are the bin-fixtures, computing scale, butter and egg refrigerator, meat slicer and coal oil measurer. The counters and bins are of solid oak, with medium dark golden-velvet finish. The store is lighted by electricity with 12 Tungeston lights, each 40 candle-power. The chain idea is particularly attractive.

For Customers' Comfort.

Upon entering the store there is observed on the left hand side near the large plate glass show window an inviting corner or waiting room, which has been set apart for the convenience and comfort of customers and their friends.

In close proximity is the confectionery department, stocked with high-class confectionery, temptingly displayed in plate glass show cases. Following this is the main grocery department, equipped with counters and wall cases fitted with bevel mirror front and full glass display bins of different sizes for the display and handling of all lines of bulk goods, and shelving of special design for the attractive display of bottle, package and can goods.

On the opposite side of the store is a combination biscuit and fruit case, fitted with display bins for the handling of fancy biscuits without breaking the original package, and open fruit compartments for an extensive line of fresh fruits, and early vegetables.

The upper part of this case is enclosed with sliding glass doors, providing a magnificent cabinet for fine china, glassware, etc. From this case a section of open wall case and shelving runs back to the private and general offices, which are placed most conveniently between the front and back stores.

There is also a counter on the same side used for the handling and weighing of meats, with a receptacle beneath fitted with sliding doors.

There is a cloak and wash room to the rear of the office, and this is fitted in accorance with the rest of the store. A partition with a large archway separates the grocery from the china and crockery department. The china is attractively arranged on shelves and, by the way, Mr. Petrie was the first merchant in Thorold who imported these goods from the Old Country.

Mr. Petrie's enterprise does not stop at the door of the china department. His store-room to the rear holds its own with the remainder of the store.

A counter equipped with a weighing-scale is located on the left-hand side. This is used for weighing flour, etc., which would tend to produce more or less dirt in the store proper if the work were done there.

An automatic coal oil measurer is attached to the 250-gallon tank, and those who are familiar with this device will recognize the accuracy and saving of labor which it affords. A large scale for weighing heavy goods, such as salt, flour and sugar, is built in the floor just inside the store-room door.

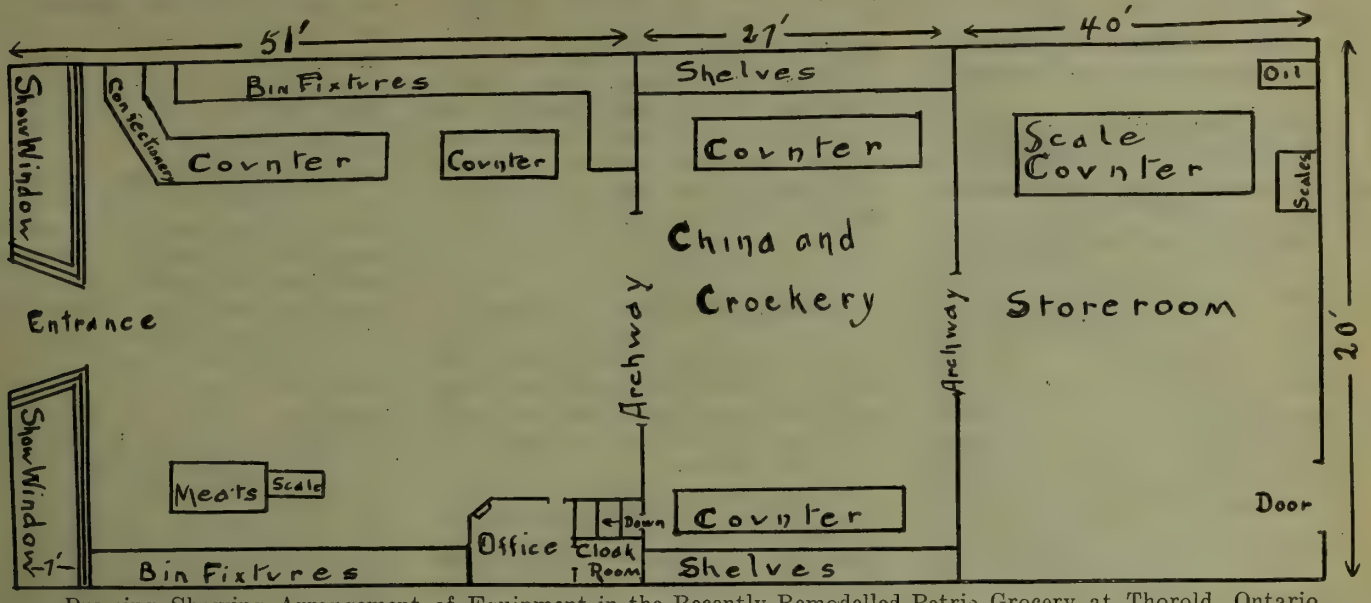
No delivering whatever is done from the front door. Everything goes out at the rear and this is recognized as a great convenience and a protection against dirt in the store.

Mr. Petrie is also the proprietor of a



Interior View of the Petrie Store in Thorold, Ontario.

grocery and crockery store in St. Catharines, where he personally attends to business. His manager in Thorold is A. H. Higgins, who is an experienced grocer and who is working up a good business. His labor should be comparatively easy with such an attractive place of business. Mr. Petrie's progress will be watched with interest, particularly in view of the fact that he has expended so much in the remodeling and equipment of a store which has certainly been done with a view to obtaining the best.



Drawing Showing Arrangement of Equipment in the Recently Remodelled Petrie Grocery at Thorold, Ontario.

The Price Book from the Retailer's Standpoint

A Grocery Salesman Describes a "Store-Kink" That His Employer Used to Advantage—A Ready Reference Book That Lasts a Lifetime.

By A. R. H.

Having noticed in a recent issue of The Grocer your desire to learn from clerks something about "store kinks," I have convinced myself that in the store in which I am employed, we have one.

Counter check books, day books and ledgers are common, but the term "price book" is probably unfamiliar to the majority.

This "price book" is intended for reference and the information which it gives is of great advantage. The one to which I refer is about eighteen inches long and eight wide, and strongly bound. The cost should not be beyond three dollars, and for any ordinary grocer it should last a business life-time.

Each page, as you will see by the top of each, which practically explains the use and value of the book.

The first column is for the name of the article the retailer buys from the wholesaler or manufacturer. After every purchase the price-book is used accompanying drawing, is divided into a dozen sections with a heading at the for recording it. Next comes the "brand," if there are more manufacturers than one, and this is followed by the "invoice price." The last column mentioned is one of the most important to the grocer. He can at any time turn to any article he has ever purchased and find what he paid for it. This is evidently an advantage, as it saves delays, and settles disputes in a minute.

The "discount" columns follow, one for the trade and the other for the cash. This also is handy to the buyer, who desires to purchase to the best advantage.

A section showing the cost of freight is also counted among the valuable ones. Freight rates from various points is information often wanted and wanted badly. The price-book covers it nicely if proper care is taken in keeping it up-to-date.

The retail and wholesale prices are also given. If a customer comes into the store and disputes a price, saying that we sold her a certain article for such-and-such a price, all we have to do is to consult the price book in order to form an estimation of his or her memory.

Supposing a customer wanted to buy several boxes of a brand of soap. We naturally would give him a special price since he was taking a quantity. A half-minute perusal of the price-book shows us exactly the wholesale price and we can in a moment give our price to that customer. It has proven very valuable in this respect and often have we had occasion to use it.

The party from whom the goods were bought is shown by the "bought of" column and this is fololwed by the "date of invoice," which is another of the particularly advantageous columns. If a traveler is offering us goods and we are not satisfied with his price, we turn to the price-book to see what they cost us the last time or at any time in the past.

ARTICLE	BRAND	INVOICE PRICE	TRADE DIS.	CASH DIS.	FREIGHT	NET COST	RETAIL PRICE	WHOLESALE PRICE	BOUGHT OF	DATE OF INVOICE	QUANTITY

Drawing Showing The Various Sections of the Price-Book Used for Reference By Some Retailers.

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THE MARKET FEATURES.

Retailers should study the canned goods situation at the present time with a view to purchasing to the best advantage. As pointed in another column on this page quotations have been made by packer to jobber and by jobber to retailer and a large amount of goods have changed hands. Opening prices are low.

Strawberries have been the feature of the market of the past week, but the season is now on the decline. Prices dipped down rather low once or twice and on the whole were higher than anticipated. The crop was an abundant one, but owing to the infrequency of rains the fruit quickly ripened and was marketed in a hurry. Prices on a few occasions and in some places were lower than for years.

Canadian cherries and imported apricots now hold the stage-centre in the fruit market and grocers should look to these at once. Home-grown peas and tomatoes are also on the market. New potatoes are dropping in price, a change of 25 cents per barrel being noticed in Montreal.

The hog and hog-product situation is peculiar. An advance of a dollar a hundred for pork has occurred in Montreal, while in Ontario the prices are, if anything, easier. There has been an advance in lard in the former place also, to the extent of a quarter of a cent, while in Halifax the price is up to 16 cents per lb.—the highest in years.

The Winnipeg market shows a decline in rolled oats but markets elsewhere are unchanged. The price of wheat is also lower than a week ago.

In the fish market, salmon prices quoted for Fraser River Sockeye are lower by about a dollar a case. Live lobsters are higher with the close of the season and an advance has taken place in Gaspe salmon.

CANNED GOODS A PUZZLE.

While jobbers are quoting prices to the retail trade on canned vegetables and strawberries, what the future will bring forth regarding changes is by no means certain.

One thing is assured and that is that opening prices are considerably lower than those of a year ago. This is due to several causes, among them being good crop prospects and held over stock in some cases from last season's pack. Retailers have felt that the prices existing during the past two years had the effect of curtailing consumption and have impressed this upon jobbers and indirectly upon canners. No doubt this, as well as keen competition, has had something to do with the low prices.

Considerable quantities of tomatoes are still in stock. Opening prices at which contracts will be made by jobbers to retailers are from 17 to 20 cents per dozen lower than last year. Corn is down 10 cents and peas about the same. Beans are also cheaper by 10 to 12 cents, while strawberries, of which quantities have been carried over are less by 65 cents per dozen than opening prices a year ago.

The drought of the past few weeks has had the effect of shortening the strawberry crop and in consequence prices have gone up about 10 cents in some instances from those quoted last week.

No prices have yet been quoted on raspberries, but from present appearances the crop will be good. Few raspberries were carried over from last year, the supply having scarcely been equalled by the demand.

Still the future is an enigma, as is intimated by one jobber's assertion. When asked what was likely to happen he replied: "I would like to be able to tell you that; if I could we would make some money out of canned goods this year."

Packers are quoting prices to jobbers on an open market. The latter may sell to whom and at what prices they desire, which only makes the situation more of a puzzle. This accounts for so many different quotations to the retail trade.

FEW MORE LAWS TO BREAK.

It would be a rather difficult proposition to imagine more fraudulent business methods than those credited to the American Sugar Refining Company, recently compelled to make amends in millions for brazenly cheating the customs department of the United States. Even at the present time some of the minor employes are under indictment charged with the offense of actually committing the frauds.

A few days ago the same company settled out of court, rather than allow the case to come before a jury, a suit for $30,000,000 brought against it by the Pennsylvania Sugar Refining Company for conspiracy in restraint of trade.

By tracing past records it will be found that it has been convicted and fined for obtaining rebates. Memory will also carry some back to the times of the secret pipe-connection by means of which thousands of dollars' worth of water were stolen from the city supply for use in the Brooklyn refinery.

The method by which the Sugar Trust annihilated its Philadelphia rival is described by the Wall Street Journal as so ugly that it "can not be adequately characterized under the statutes governing newspaper comment."

A loan to the Pennsylvania Sugar Company, secured on a majority block of that company's stock, was made by a secret agent of the Sugar Trust, with the seemingly harmless stipulation that the lender should nominate the directors until the loan was paid off. He elected himself and his clerks directors, and immediately shut down the Pennsylvania refinery.

The tricking of the government by false scales and the tricking of a rival company by a false loan are probably two of the most grave offenses in business that any United States concern can be accused of.

The New York Tribune in commenting on this says:

"The revelations in regard to the short-weight scales supply a commentary upon the revelations regarding the trick by which the rival plant in Philadelphia was closed. Many are too prone to dismiss cheating in the realm of high finance as mere 'smartness,' but here we have an illustration that goes hand in hand with the vulgar forms of cheating; that the agents or the management which stoops to one is not above the other; that the moral sense blunted at one end is likely to prove dull at the other; that, to be specific, those who would trick the Philadelphia refinery-owners out of their property would also systematically trick the Government with short-weight scales and are of the same kidney with the cheating grocer."

Whether or not any important statute has escaped its attentions, the Trust can

certainly point with pride to the extensive fractures it has produced in the United States revenue laws, the Interstate Commerce Law, and the Sherman Antitrust Law.

AN EATON EDUCATION.

At the annual convention of the Retail Merchants' Association, held in Brockville recently, there was a resolution passed condemning the action of the Ontario Government in granting the school-book contract to the T. Eaton Company.

The discussion leading up to the passing of this resolution brought out some interesting facts and opinions. The convention was a unit as regards the scheme of the Eaton Company in offering to do the work at such a low figure. It was evidently an advertising scheme, which would tend to undermine the business of retail merchants throughout the province.

It was estimated that out of every 1,000 of the buying population outside of Toronto, only one knew how to deal correctly with the departmental stores. The aim of the T. Eaton Company was to educate the 999, and the fact that they have the school-book contract is a factor that will loom up large in their favor.

Merchants will not be keen to handle books in which there will be little profit for them. The bulk of the business will therefore be done directly with the publishers. This gives the company an excellent opportunity to propagate their campaign in educating the public how to do business with them. In sending for school-book supplies, which every family in Ontario must necessarily have, orders will soon be given for dry goods, groceries, etc. With the extensive advertising campaign being continuously waged by the T. Eaton Company, the general public will desire to do buying from them and they want to know how.

No doubt the T. Eaton Company had this in view when they tendered for the contract. It is probable, however, that they will fare better than they planned, and to that it will be to the disadvantage of the retail merchants from one end of the province to the other.

PRACTICAL MEN NEEDED.

Too often do the Governments of the provinces and of the Dominion err in their selection of men for commissions of enquiry into existing circumstances affecting health and trade conditions. Frequently men are placed on such commissions who lack the ability to intelligently inquire into affairs which require thorough consideration.

Men are not all fitted for similar work. Members of Parliaments may be all right to discuss laws and regulations for the country, but when it comes to determining whether an alleged food is pure or not, practical men are needed.

Political favorites come in too frequently for work about which they know absolutely nothing. These are not the men to be selected by Governments. One practical men is worth a dozen such.

There is considerable truth in the philosophy of Elbert Hubbard, when he says that one good man can do as much in one hour as a committee can do in a week.

FARMING AND BUSINESS.

The more farmers there are, and what is of still greater importance, the more farmers there are scientifically cultivating the soil the better will it be for the country merchants.

Next to the farmers none would profit as much from an ideal condition of farm life as the country mercantile interests.

A prosperous farming community means a prosperous mercantile community.

Schemes, therefore, which tend to greater agricultural productiveness and add to the attractiveness of farm life should receive the sympathy and active aid of business men.

Where nothing is being done it will be anything but waste of time for business men to put their hands to the plough and cultivate an agitation.

Through business men's organizations, farmers' institutes, school boards, local press and many other ways much can be done.

It is education that is wanted—education that will attract the children in rural schools to farm life and that will induce the farmer to employ scientific and more profitable methods.

Now is the accepted time for the business man to get busy.

UNFAIR PUBLICITY.

Complaints are growing, says the New York Journal of Commerce, against the practice of many of the State pure food officials who take samples here and there, have them analyzed and publish the analysis, often branding the product "illegal" without taking any court proceedings.

The national law specially forbids any publicity until the case has been tried and a court decision reached.

Only recently the food inspector of a western state took samples of a canned fruit which had swelled and was unfit for use. This is liable to happen to any brand of any product of the kind, and is perfectly apparent to any purchaser.

In this instance the commissioner published broadcast that he had examined a sample of "So-and-so" brand of canned fruit and found it unfit for consumption. There was no chance given to the packer to state his side of the case, for there certainly are two sides in cases of that nature.

Ex parte decisions grow less popular every year, and this practice of putting the brand of illegitimacy on a product without a court trial is unfair to the manufacturer and opens what might be a large line of graft if the official was so inclined.

OBTAINED HER TEA TRADE.

Grocers everywhere are up against the peddling nuisance, and how to make the best of circumstances should therefore be the keynote of every retailer's methods.

The experience of a grocer in this connection is interesting and his method of alleviating the evil of one customer buying her tea from the peddler is worthy of consideration.

The customer in purchasing her groceries included a quarter of a pound of tea in the order. The grocer looked surprised that such a small quantity satisfied the large family which he knew existed in this particular case. He referred diplomatically to these conditions whereupon he was informed that she purchased her tea from a party who called regularly at her residence.

A sound, sensible talk, one free from any offence, ensued. The grocer asked if it were fair that he should maintain his business for the convenience of a clientele while the latter in return purchased tea, fruit, etc., from men who were here to-day and gone to-morrow, who came at their own conveniences and who took no interest in the welfare of the community.

The woman was a sensible one and susceptible to reason. She had never looked at it in that way before, but since the new phase of the question was presented in a reasonable, fair manner, she decided to discontinue purchasing from the tea-peddler. Her decision was acted upon and the grocer henceforth secured her entire tea business.

This illustrates what can be accomplished by diplomacy and reason. The same applies to those who buy from the mail-order houses.

Notes from the Maritime Provinces and Quebec

How a Sydney Store Has Been Remodelled — Heavy Lobster Shipments From Halifax to England—Sugar Arrivals From the West Indies—St. John Grocer's Method of Catching Tourist Trade.

SYDNEY C.B.

July 6.—Improvements to the premises of Harringtons Limited, Charlotte Street, are nearing completion. When finished this store will be one of the finest in its own line in the Maritime Provinces. A spacious, well lighted room on the second floor, 50 by 30 feet, will be devoted entirely to the crockery and chinaware department. The room is now in the hands of the painters and it will undoubtedly, when completed, be one of the handsomest shop apartments in the city. At night it will be brilliantly lighted, and with the great variety of chinaware etc., displayed will make an attractive point for shoppers. The firm is making a specialty of crockeryware and kitchen utensils of all kinds and their stock is probably the finest ever seen here. The transferring of the crockery department to the second floor gives more room on the first or street floor, which will be devoted exclusively to groceries. It is likely that new plate glass windows as well as a new central door, will be put in. In the back premises refrigerators of a special kind have been installed, which will keep goods fresh, and clean.

ST. JOHN.

July 6.—Austrian granulated sugar advanced ten cents during the last week and fresh salmon is dearer.

The harbor fishing season is now pretty near at an end. Salmon have been scarce and the price high. The majority of the fish were shipped to the United States for July fourth market. Shad were quite plentiful, but the demand from the west kept the price high. Gaspereaux were in good supply and lobsters have been quite plentiful.

The cold backward weather has retarded the growth of vegetables and berries and these are all likely to be later than usual this season. The first lot of green peas arrived on Monday and sold at 75 cents a peck.

Strawberries are coming in slowly and the price keeps high. They are retailing now at 17 and 18 cents a box.

Rhubarb is selling now at 1 to 1½ cents a pound wholesale.

Talking with a number of the retail grocerymen this week it was remarked that business had fallen off considerably in the past few weeks. This was accounted for largely by the annual exodus of city people to the suburbs. A A few years ago it made little difference to the local grocers if their customers did go away to the country, as they would continue to send supplies to them by train or boat, but in the past few years, small grocery and general stores have been established in the suburban districts, while teams with meats and fish and some with a moderate sized grocery store on wheels, call at the houses several times a week and the people, finding it much more convenient to get stuff right at their doors, gradually cut away from their city dealer. This means quite a loss to the city merchants, as the annual exodus to the country seems to be more popular each year.

One grocer has shown his enterprise by having a neat time folder printed, showing the arrival and departure of suburban trains on different lines, and each of these folders is a constant reminder that this grocer,—M. E. Grass —makes a specialty of suburban orders and gives careful attention to the wants of picnic parties, fishermen, sportsmen, etc., etc.

Several wholesale and retail grocers have moved with their families to the country for the summer. Hon. D. J. Purdy is at Millidgeville; Charles F. Francis, at Pamdenec; Ald. John W. Vamwart, at Riverside; John A. Lipsett, at Renforth; Sydney Francis, at Acamac; J. Willard Smith, at Westfield; L. G. Crosby, at Ononette, and Charles H. McDonald, at Woodman's Point.

HALIFAX.

July 6.—The grocery business is reported good all round and the prospects for a continuance are excellent. Money is circulating quite freely and collections show considerable improvement. The demand for fancy goods remains strong and staples are being neglected for the present. The wholesale jobbers are asking 16 cents per pound for lard. This is the highest price quoted here for lard in many years. While the sugar market is still easy there is no reason to suppose that there will be any change for several weeks. Another advance is noted in rolled oats, and the price now quoted is six dollars per barrel. Some Egyptian onions are now coming on the market. The quality is good and they are wholesaling at about 3¾ cents per pound. There is an abundance of fruit of excellent quality and prices are fairly reasonable. The first new potatoes came on the market this week. They are American and the price is high, $2.50 per bushel being asked.

With a full cargo, including ten thousand cases of lobsters valued at nearly $200,000, the Furness line steamer Kanawah sailed for London to-day. This shipment of lobsters is the second of the present season from Halifax and the prospects are that even larger and more valuable shipments will be made shortly.

E. M. Walker who started a grocery business in Dartmouth in 1869, retired from business life last week and his business passed into the hands of John B. Coleman and John Eisniner. Mr. Walker will spend the remaining years of his life without the exacting ties of a retail business. H. R. Walker, who was in charge of the tea department of the business, has branched out for himself, and has taken the adjoining shop and warehouse, where he will conduct a wholesale tea house.

Large quantities of sugar are on the way to Halifax. The steamer Uller is bringing a full cargo from Trinidad, and the steamer General Gordon will leave the same port later with sugar for Halifax. The regular Pickford and Black steamers are also bringing large cargoes. About ten thousand bags, landed here from the steamer Crown of Galica, are still at the Deep Water terminus awaiting shipment in Montreal.

It is predicted that the strawberry crop in Nova Scotia this year will be small, owing to the drought during the latter part of June. The season opened this week with the arrival of a few crates of fair quality berries. The price opened at 25 cents and as the shipments gained slightly the price dropped to 20 cents per box.

There is not much change in the butter market, prices remain pretty steady. It is reported that some of the wholesale dealers are buying up the surplus butter placing it in cold storage. Creamery is quoted at 25 cents and fresh made dairy at 20 to 22 cents. Chesse, large are quoted at 13 and twins at 13½. Eggs are in fairly good supply, and the most of the stock offering is of good quality. The price quoted is about 17 cents.

E. W. Crease and Sons retail grocers, Argyle Street, have realized the benefit of up-to-date fittings and have recently had them installed in their store. They now have new bin fixtures all around the store, and while displaying the goods excellently, they are at the same time protected from the dust. The fittings are all of quartered oak and the drawers and bins all work on pivots or rollers and are most convenient.

J. T. Poulin has joined the sales staff of Laporte, Martin & Co., Montreal.

Louis Hambly, with Scandrett Bros., London, wholesale and retail grocers, was in Toronto last Friday.

— Emmerton, of Emmerton Bros, general merchants, Ripley, Ont., was in Toronto on Monday on a business trip.

Lady (to grocer boy)—"Don't you know that it is very rude to whistle when dealing with a lady?"

Boy—"That's what the guvnor told me to do, mum."

Lady—"Told you to whistle?"

Boy—"He said if we ever sold you anything we'd have to whistle for the money."—Modern Grocer.

Some Interesting Ontario Grocery Correspondence

Ottawa Grocers Object to Fruit Exchange Selling to Consumers—Grocer at Lindsay Experiences Best Season in Years—Peterboro Merchants Not Troubled Much by Street Peddling—Strawberry Season Nearing a Close—Good Raspebrry Prospects.

OTTAWA.

July 7.—In spite of the weather, which was not the finest, there was a large offering on the market on Saturday morning and the attendance of buyers was good. As there was no Thursday market on account of the holiday, two days' buying had to be compressed into one. The feature of the offering was the quantity of vegetables on sale. Prices were as follows: beets, 40c doz.; peas, 25c qt.; carrots, 30c doz.; radishes, 4 doz. 25c; onions, 3 doz. 25c; asparagus still holds at $1.00 doz. The offering of strawberries was by far the best yet on view, $1.00 per dozen boxes being the prevailing figure for local berries. Potatoes are firm at $1.10 to $1.25 per bag. Butter was perhaps a little stiffer, the price asked being 23 to 25c per pound for pail variety. Chickens brought from $1.25 to $1.75 per pair.

There were 922 boxes of cheese boarded on Friday last on the Ottawa Cheese Board and all were sold except 220 boxes. The prices were 11⅝ and 11 9-16 as compared with 11¼ and 11⅜ the week previous.

The Dominion Fruit Exchange, Ottawa, last week brought large quantities of strawberries into the city and ran a large advertisement in the local papers for three days stating they would sell retail to any person at 6 and 6½c per box delivered. Needless to remark the housewife took advantage of the same and it was necessary to employ five deliveries to deliver the fruit, each purchaser having to buy the whole crate of 27 boxes. The retailers feel that they have been slighted and are very much up in arms over the affair. About 80 per cent. of the dealers are buying now direct from the gardens and leaving the auction sales to the peddlers.

The marriage of F. W. Forde, retail grocer and former president of the Ottawa Retail Grocers' Association, to Mrs. Lizzie Jane Harrison, took place quietly on Friday evening. The guests included only the relatives of the contracting parties. The groom was supported by A. G. Johnson, grocer. After the ceremony and supper, Mr. and Mrs. Forde left on a trip to Old Orchard via Boston and New York, and are not expected home for two weeks.

E. Hunt, a Bank St. grocer, has returned from a trip to the Old Country.

The change in the weather is much greater in Ottawa than what one carries around in his trouser's pockets.

LINDSAY.

July 6.—Ed. Robson, proprietor of the West End Grocery, had an attractive window this week. He had it dressed to catch the eye of the camper and the tourist. A miniature tent in one corner dyed excelsior for grass, a water pond, etc., as well as a variety of supplies, were the essentials in this A-1 camp.

New potatoes made their appearance on the market Saturday and also in the grocery stores. They sold at fifty cents a peck, and a great number of the citizens, more especially those who are fond of relishes, bought a peck or two. The first always seem to be the tastiest.

There has been an exceptionally good run on strawberries this past week. As far as the town growers are concerned so far the crop has been small, but large shipments have been received from outside points. Locally the growers state that they are only getting one box this season where last season they got five—quite a falling off. Some of the grocers and fruit stores are selling these at eleven boxes for the dollar, while others are selling them at fourteen for a dollar. It does not seem just the right practice to follow. The grocers would no doubt benefit if the prices were uniform.

Robson's grocery store was entered by burglars the other day, although nothing of any account has been missed. They entered the cellar through the grate at the front of the store, but fortunately the door into the cellar from the store was securely locked and the intruders were baffled.

Your correspondent dropped into Adams Bros.' store Saturday afternoon and had a brief chat with the senior member of the firm, J. E. Adams. When asked how business had been he at once stated that he had never experienced it better. "I'll tell you how it goes," said he. "A large trade was done in pineapples this season, more so than last year. There was a big demand for the pines, and of course it naturally follows that those buying pineapples for preserving purposes also needed the sugar, etc. Well, it so happened that the season for pines extended into the season for strawberries, and the demand for the luscious red berries promises to be brisk. Already hundreds of boxes have been disposed of. I think that before the strawberry season closes we will have a plentiful supply of raspberries, gooseberries, etc., so that we are having a splendid season all round; and it is peculiar in the grocery business, as soon as there is a demand in any one line, other lines seem to take a step forward at the same time. We have experienced it that way. So far the fruit season has been a very bountiful one."

Palmer Eyres has joined the ranks of the sugar shakers and counter hoppers. He started in with Adams Bros. Saturday, and as it was a busy day he got off to a good beginning.

PETERBORO.

July 7.—The merchants have not yet announced the midsummer half holiday which they extended to their clerks last year. The latter are looking forward to it but as yet there does not seem even to be a rumor of it. All the towns in this district are having closed stores on one afternoon in the week, the choice being Wednesdays in some places and Thursdays in others.

There was a slight swoop upwards in the price of eggs last Saturday on the market. The farmers were asking 20 cents a dozen.

Since the opening of the season for early fruits and vegetables there has been a marked falling off in the usual market offerings. The Grocer's correspondent has been observing the state of affairs and it is apparent that the merchants are getting a greater trade than in the past years. The market gardeners seem to have forsaken their one time habit of displaying their goods on the market and are going directly to the grocers. The channel seems to have been diverted and even the practice of selling from house to house has fallen off to a large extent. This has been noticed during the last month in the case of radishes, onions, new peas, early potatoes, strawberries, cherries, etc. There is one fact assured and that is that Peterboro people receive little or no opposition from the farmers on the market compared to former years.

Peterboro grocers had to send out of town for a large part of their strawberry supplies. The warm dry weather seems to have cut down the local supply considerably. The price has been very fair and one day last week, R. C. Braund offered an excellent quality at 14 boxes for $1. He had no trouble in disposing of them. This price of course did not prevail and the general quotation is now ten for a dollar. The imported berry seems to meet with more favor than those grown locally. This has been reported in more than one instance.

J. T. Donoghue, corner of Rubidge and Sherbrooke streets, has made decided improvements to his grocery store both interiorally and exteriorally. He has been in business several years and has now a model equipment for the handling of general provisions and groceries. In spite of opposition he is enjoying a good business and the neat trim appearance of his place should be an additional asset. His show cases and shelves are well arranged from a utility standpoint and every thing is bright and inviting. His windows have new awnings and the entire place is a credit to the proprietor.

The commencement of the fruit season is again calling for an extra supply of sugar and the grocers state that the demand is showing a slight increase. Cherries and berries are at present the only fruits that the housekeepers are buying.

White & Gillespie invariably have a night show window. They arrange to have some kinds of goods on display and a colored light shows off the goods in a striking manner. It is generally a quiet arrangement but it is so neat and dainty that it always demands attention. The firm seems to have made a specialty of this and it always catches the attention of the people passing after dark, which in the summer time is generally a larger number than during the day.

LONDON.

July 7.—Wholesale grocery trade is fair, merchants reporting orders more numerous than usual, but not as large. Collections are good. All staple goods remain unchanged. The tea market is firm. Early pickings of Japans are about all sold out at one to one and a half cent higher than last years. There are no quotations yet for cheaper teas. Quotations for California fruits are coming in.

Norman McLeod, whose portrait photograph is here reproduced is vice-president and one of the most energetic members of the Retail Grocers' Association. At the recent picnic Mr. McLeod was indefatigable in his efforts to please the association's guests, and to him as much as anyone else is due the success of that affair. Mr. McLeod is the oldest retail grocer in the city, his two stores,



NORMAN McLEOD,

First Vice-President of the London Retail Grocers' Association, and the Oldest Grocer in the Forest City.

the "Cash Bargain Grocery," at 133 King street and 609 Dundas street, being among the best stocked and most efficiently conducted in the city. Years ago Mr. McLeod clerked in the store of Charles Elliott, recently of Elliott, Marr & Co., and now collector of customs for London. A son of Mr. McLeod's, Norman, jun., is also in the grocery business here.

In connection with the merger of the principal gum factories of the United States and that of C. R. Somerville, of this city, a number of men connected with the movement were in the city last week. The visitors, who included Mayor Adam Leighton, of Portland, Maine; F. B. Adams, of Portland; Samuel Graves, of Salem, Ohio; T. W. Schwab, of Philadelphia, were entertained at the Tecumseh, and afterwards left with Mr. Somerville to inspect the different concerns in the merger. It is rumored that Mr. Somerville will be made general manager for Canada of the combined factories, and it is estimated that within three years the business done by the factory here should be trebled under the new regime.

Member of the Retail Grocers' Association are talking of running an excursion to Port Stanley, on the afternoon of the 21st inst., with a moonlight trip on Lake Erie in the evening. On the same day the annual event known as "the grocers' excursion to Niagara Falls" will be held.

CHATHAM.

July 7.—The strawberry season is practically finished. Though busy while it lasted, it was unusually short. A good rain last week would possibly have prolonged it. The season, however, was late in beginning; and it seems as if such seasons, no matter when they begin, usually terminate at the same time every year. The raspberry season will open in about a week's time. Grower's report prospects excellent; though it is admitted that everything depends on weather conditions. Several grocers have remarked that in spells like this, when the bulk of business is large and the turnover considerable, business is largely confined to special features, and regular shelf goods move slowly. The explanation doubtless is that housewives are so busy preserving that families get "pot luck" in the matter of meals.

Berry prices were pretty well maintained this year, the lowest being $1.25 a crate. There has been very little, if any, cutting in sugar. Most of that reported apparently originates in the minds of bargain-hunting shoppers. Grocers here are well satisfied to let a few isolated cutters cut, the general conviction being that they do themselves more harm than good.

Grocers and customers alike seem well pleased with the improvements in the quality of jars this year. They are much better packed than formerly and breakages are rare compared with last year, when it was not unusual to have four or five broken jars in a single box. Not only this, but a prime cause of complaint in the old jars seems, in part at least, to have been remedied. Housewives complain that with 1907 and 1908 jars after they were a little while in use, it was impossible to screw the rims tight. Blame was attached to the lightness of the tin used. This year the rims seem to fit much tighter.

Wilfrid McCorvie, of the grocery firm of John McCorvie & Son, leaves tomorrow morning for a month's trip to the west. He will tour the Canadian west to the Pacific coast, take in the Seattle exposition, and return via Southern California and Salt Lake City.

V. J. Bosworth, jr., of the Bosworth grocery, 184 William St., is spending a couple of weeks in New York City.

Jas. A. Thompson, confectioner and wholesale and retail fruit dealer, last week made an assignment to T. A. Smith of this city. The creditors' meeting will be held in Chatham on July 14.

Geo. Dodson, grocer and general merchant, Highgate, was recently united in marriage to Miss Edna Shaufler of Tilbury East.

Miss Foster, daughter of Jeff Foster, grocer, of Leamington, was the winner of a free trip to Muskoka offered by a Windsor paper, and is now enjoying her holiday. Miss Mary Malott is taking Miss Foster's place on the grocery staff.

Jas. Rutherford, manager of the Blenheim mill of the Canada Flour Mills Co., Limited, since its inception, has purchased the mill from the company.

Miss Bertha Hill, for five years bookkeeper of the King Edward Grocery, Chatham, was married on June 30 to Donald McDonald of this city. Miss Verna Meggs has joined the King Edward staff in Miss Hill's place.

TORONTO.

July 5.—Dominion Day brought with it the annual parade of the Toronto Open-air Horse Parade Association in which many horses belonging to grocers and the allied interests took part and obtained prizes. This year the entries numbered 574, being an increase of 119 over those of last year. Medals and prizes were presented in Queen's Park by Mayor Oliver, assisted by President Noel Marshall, the president of the Association. In the class "Commercial Horses in Harness," open to all, prizes were won by York Springs and Lake of the Woods Milling Co. The Harris Abbatoir Co. captured third for single express and heavy delivery horse and outfit, open to all, and in the single horse and outfit, open to bakers and confectioners, the results were: 1, Sam, Christie, Brown & Co.; 2, Cock o' the North, Cowan Company, Limited; 3, Napoleon, Bredin Bread Company. There was a class open to grocers only in single horse and outfit, the judges being Wm. Radcliffe and C. A. Dunning. The winners were: 1, Roger, R. Barron, Limited, and Dollie, R. Matthews, 509 Yonge Street; 2, Joe, H. G. Macdonald, 223 Sorauren Avenue, and Fred, R. Barron; 3, Polly, Thos. Berrie, 349 Broadview Avenue, and King, Robert Glendenning, 114 Westmoreland Avenue; 4, Maude S. K., W. Armstrong, 852 Yonge Street, and Fred, R. Matthews, 509 Yonge Street. A similar class open to fruit, fish and game dealers showed the following prize winners: 1, Kitty D., M. Doyle, 26 Market Street; 2, Jack, R. A. Leighton, Davenport road, Seventh Ward; 3, Charles II., Clemes Bros., Church Street; 4, Jessie, Fred Woodlawn, 55 Palmerston Avenue; commended, Nellie, A. Cosento, 165 Queen St. West. In the single horse and outfit,

open to millers and flour and feed merchants, prizes were won as follows: 1, Kate, R. Knowles, 656-658 Yonge St.; 2, King, A. Armstrong, 263 Pape Ave.; 3, Tom, John Williamson, 538 Bloor Street West; 4, Peter, E. D. Gamsby, 806 Queen Street East. In class 41, single horse and outfit, open to wholesale and retail provision merchants, Fred, belonging to F. J. White of Minto Bros., came first; Don I., Maciver Bros., second; Dann, White & Co., 32 Bismarck Ave., third, and Sailor Boy, Willard & Co., fourth.

Several Toronto bakers have reduced the size of loaves of bread from 20 to 16 ounces. This is virtually a rise in price of one and a quarter cents per 20 ounces. The cause is attributed to the rise in the price of flour.

R. J. Williams, 896 College Street, who succeeded A. Rily, is satisfied after a month's experience, that he made no mistake in choosing the location he did. He hustles, and his wife looks after the details of the store.

W. J. Graham, College Street, was quite interested in the opinion expressed in last week's Grocer in reference to invoicing goods at retail prices, with a discount off for the profits of the retailer. He thinks it would be the best thing that ever happened. He is one of the live College Street grocers, who makes sure that he gets his share of what is going.

Geo. Rogers, 930, College Street, has his store always in good trim, and the seasonable goods in proper display.

A. Hudgin, 198 Dundas St., has some trouble with his canned goods. He sold several cans, which, according to the label on the outside, were tomatoes, but when opened by the customers they were found of a pale yellow color, and immediately returned as bad. Through his high qualifications as a grocer he soon discovered that the contents were a superior quality of pumpkins. He now looks at the label and is quite sure that it reads tomatoes, but is not quite so sure about the inside.

McCaw & McKay make a strong kick against the system of classing all grocers alike in dealing with them. They say that, if they, through some mistake, overlook to meet a weekly payment, in the minute they are blacklisted. "It is neither decent nor businesslike, and retailers should not stand for it," they say. "We pay our bills promptly, as they all know, but we do not like to submit to such harsh and unreasonable methods."

Mrs. Goodway, Dundas Street, has her store well looked after by her two daughters. They do their work in a businesslike manner, and deserve great credit, as well as a liberal share of the trade. They read The Grocer, which is a great help to them.

W. J. Fitzgerald, Christie Street, is also complaining about having been put on the black list. He thinks the wholesale men have a right to get their money, but they should not come after innocent men in that "bull-dog" way.

H. R. House, Christie Street, reads The Grocer, increases his trade, and is happy.

H. W. Smith succeeded John Waddell on Christie Street about four months ago. He claims that he has the store which was the first on that street, and in which several have made their "piles." By appearances, he will outdo his predecessors, for he is a worker.

STREETSVILLE.

June 7.—R. Graydon, who kept a general store here was one of the unfortunates who was burnt out a few days ago.

E. Goodison & Co., have been in Canada for 35 years, and conduct a general store business and carry everything from a needle to such articles as pianos, buggies, cream separators, etc. They take in large quantities of butter in exchange for goods, with which they supply grocers in Toronto. There are four general stores here, and if it is possible for one to handle a larger variety of goods than the other, it is this firm that takes the cake.

F. W. Morgan is mayor of the town as well as a merchant. He also carries so many lines that it would be easier to name what he does not carry than what he does. His store was considerably damaged by the fire and had a narrow escape.

C. H. Falconer has the store which was established by his father about 40 years ago. He was born here, where he spent all his life, and therefore knows all about his business, the town and the country surrounding.

Fred Ward's business has not yet developed into a department store. He does not carry everything but devotes his attention more to fruit, ice cream and other delicacies. With the assistance of his wife and daughter, he has very little reason to worry.

BRACEBRIDGE.

July 7.—Lazzare Bros, of Toronto, have opened out a wholesale and retail fruit store in the Tremble Block.

"Jimmie" Reid, the star home player of our lacrosse team had his knee badly hurt in a championship game on Dominion Day, making Armstrong & Gillespie short handed.

Kirk Bros. have a beautiful window display in the nature of camp supplies. The window shows an expert hand behind the scene, and reflects great credit on the trimmer.

Monday last seemed to be travelers day in our town as no less than nine called at one store. Its to be hoped they all secured good orders—at any rate they seemed to be happy.

A heavy tourist invasion is looked for from now on. Most of the leading hotels and large summer homes have already received applications for rooms.

Hutchison Bros., grocers, lost a valuable delivery horse on Friday last. "Old Duffy," was a general favorite and the above firm have lost a faithful servant.

The strawberry, on account of the big crop, found its way into nearly every household this year. The price—95 cents per dozen boxes—was the lowest reached in this section for some time. Last year a great many people and merchants got badly left on account of the short season and high prices.

The account of the London Retail Grocers picnic in the last issue of The Grocer is making itself felt in our town. Already some of our leading merchants and clerks are talking of having one. That's right boys, go ahead and get up a good one; the grocers need the outing, but don't forget The Grocer correspondent in the invitation list.

HAMILTON.

July 7.—Business seems to be getting in pretty good shape. Grocers report rushing trade in fruit and sugar which, while not showing so much profit as is made on some of the cereal lines it shows a little, keeps them moving and consequently there is less grumbling to be heard.

Wholesale grocers say things are booming both as to sales and collections, and that city trade never was better. We are advised that strenuous efforts have recently been made by the local houses to make arrangements with the manufacturers to ensure better profits for the retailers.

STRATFORD.

July 7.—Farmers on the market on Saturday last, reported that as yet, little or no hay has been cut, and it will probably be about a week yet before it is commenced. They also state that a good rain at the present time would be of great benefit to the grain, as well as the haycrop. All the usual farm products were in abundance, especially butter, eggs, potatoes and chickens. Instead of taking a downward drop as expected eggs and butter seem to be getting dearer. Each of these sold at 20c, and were present in large quantites. Potatoes brought from 75c to 90c, and chickens from 50c to 80c.

The outlook for small fruits is said to be the best that this section of the country has experienced for some years. Raspberries and cherries will be the next small fruit to come in. Cherries will not be forward in any large quantities for perhaps a week yet. Raspberries are well in the blossom and should ripen quickly under the present weather. They will do even better than the cherries, some growers of the latter, reporting that the early cold weather seemed to have caused quantities of the green cherries to fall from the trees. Plums will make a fine showing, if nothing happens to interefer with the present outlook. Here again are reports of plums falling from the trees, but the loss in this way will be atoned for in the improvement in the fruit that remains. Gooseberries are likely to be a very large crop; red currants are expected to be abundant also.

The strawberry season in this locality is practically ended. Although it has been a very heavy one with most grocers.

Business has been very brisk this last month, the June sales of this year, in many cases, far exceeding those of last year with most merchants; and the prospects for the next few months are brighter still.

INGERSOLL.

July 7.—This week will witness the passing of the strawberries. The crop has been a bountiful one, probably the largest in years in this section, but only for a day or two did the prices get down to those of a few years ago. Considering the great quantity of berries that were available the prices were comparatively high. There was probably never a time when the weather was more favorable and the fruit on the whole, of such first-class quality. The periods of rain and sunshine last week, however, had the effect of ripening the fruit unusually fast, and this fact alone was responsible for a drop in the price for which housewives had anxiously waited. The drop came when the growers found it necessary to market their fruit as quickly as they could get it gathered. For a couple of days seventeen boxes were sold for a dollar, and a few lots sold at 20 boxes for a dollar. This state of affairs however, was the exception. This week the supply has gradually dwindled down and the price is again back to ten cents per box, with only a fair demand.

It is felt that the Retail Merchants will receive favorable treatment from the council in regard to their request that peddlers and hawkers and others doing a transient business in the town be called upon to pay a higher fee than formerly. This matter was recently carried before the council by a very influential deputation, and at the time they were given to understand that their grievance would receive careful consideration. The finance committee of the council in reporting at a meeting this week instructed the clerk not "to grant a license to sell by public auction on the market square or anywhere in the corporation until such time as the council have considered the request of the Retail Merchants' Association."

Interest in the Retail Merchants Association continues to grow. The membership has been augmented and the association has taken up many questions by which they should profit as a whole. There has been much important work for the association during the past couple of years, and the only regret is that the same enthusiasm and earnest disposition, which now prevails, was not manifested months ago.

Large quantities of new potatoes are now being carried by the grocers. The demand for the old "spuds" is gradually falling off, as the new ones are coming in. The ruling price is 50 cents a peck.

GALT.

July 7.—Trade conditions in Galt are unusually brisk just at present. Grocers and merchants in other trades report that business is exceptionally good.

Galt now has a Wednesday market, which is largely patronized. Strawberries still remain high in Galt, the price not yet having fallen below three boxes for a quarter. Just why this is cannot be understood. The crop was an abundant one, while it lasted. New potatoes are worth 15c per quart; new cherries 15c per quart; new peas 40c peck; butter and eggs 20c.

The Board of Trade and Retail Merchants' Association recently tendered a complimentary banquet to Allan Deans and Hugh Walker, who formerly conducted the Red Front grocery store. The banquet was attended by a representative gathering of business and professional men, all of whom referred in eulogistic terms to the guests. They were presented with silver-mounted fountain pens. They have closed up business in Galt, Mr. Deans having accepted a position as traveler with a Toronto firm, and Mr. Walker goes to Paris. Their former premises will be occupied by Frank Chapple, stationer.

The retail merchants' picnic will be held on July 22nd this year. The picnic was exceptionally successful last year, and the committee in charge state that this year's will be even better.

Jas. Clay, proprietor of the grocery of that name, reports that business in his section of the town is particularly good just at present.

Grocers state that many housewives are doomed to go through the winter without the usual supply of preserved strawberries. "These people," said a grocer to your correspondent, "won't buy berries now. They imagine that if they wait until the last minute they will be able to get berries for five cents a box. But they won't."

THE TRADE SITUATION.

The fact that trade conditions in Canada are improving rapidly is shown by the government returns to hand for the month of May. Gratifying increases in both imports and exports are observed and indicate that the trade has practically recovered from the depression which set in during the fall of 1907, and is now almost equal in volume to the high record set two years ago.

Imports for the month totalled $28,060,076, an ncrease of $5,183,547 over May of last year. For the first two months of the fiscal year the imports totalled $50,592,549, an increase of $7,792,625 over the corresponding period of last year. The customs revenue for the month shows an increase of $670,000.

Exports of domestic produce for the month totalled $15,810,207, an increase of nearly two millions. For April and May the exports totalled $27,673,004, an increase of $2,471,704. The total trade last month, including coin and bullion, amounted to $44,911,726, an increase of $7,029,650. For the first two months of the fiscal year the increase in the total trade has been $11,457,926.

GROCERS' EXCHANGE NOTE.

P. Marrin, Winnipeg, extended an invitation to the Exchange to meet in the Manitoba capital in 1912, during the Selkirk Centennial Exposition. The invitation was unanimously accepted.

Alexander Foxton, Brockville, has disposed of his property on King Street west, comprising grocery store and adjoining residents, to W. M. Osborne, who has also purchased the complete fixtures, fittings and stock-in-trade. Mr. Foxton and his son, Edgar, purpose moving this month to Detroit, Mich., where the latter has already accepted a good position.

The St. Catharines Cold Storage and Forwarding Company have received satisfactory returns from the shipment of strawberries that went from there to Winnipeg last week. The fruit arrived in good condition and netted the growers $1.85 per crate. A consignment of cherries were shipped by the company to Winnipeg this week.

TRADE WITH THE BARBADOS.

E. H. S. Flood, Canadian Trade Commissioner in the Barbados, points out that Canadian manufacturers of condensed milk should look to trade with those islands. He says:—There was an increase in the importation of condensed milk into Barbados last year, and generally throughout the West Indies an increasing quantity is being annually imported. The attention of Canadian companies putting up this article should be directed to this market. By referring to the blue books, it is found that the import into Trinidad last year amounted to £22,029; in Demerara, £12,331; and in Barbados, £4,097, making a total of nearly £45,000 for these three principal colonies. At present Great Britain supplies the bulk of this trade.

Nairn & Jackson, grocer. Moose Jaw, Sask., have sold to W. J. Moffat.

Hector Cote, general merchant, Cavignac, Que., is offering a compromise.

Creditors of Geo. Hassan, general merchant, Tweed, Ont., met on the 8th inst.

Assets of St. Laurent & Freres, general merchants, Grand Street, Esprit, are sold.

The assets of T. Lecourt & Co., grocers and liquor merchants, Montreal are to be sold by tender.

Business Conditions Affecting Western Grocers

Strawberry Crop in British Col umbia Not as Large as Was Anticipated—Pacific Coast Canners Object to Fishing Regulations —New Winnipeg Store Adopting Novel Methods—Building Progress in Prince Rupert.

VANCOUVER.

July 6.—Local eggs are advancing slightly, being quoted at 32c and 33c wholesale. Eastern candled stock are also slightly higher, being quoted from 25c to as high as 27c.

There will not be as much preserving done this year as in former seasons. Strawberries have not been as plentiful or as cheap as the housekeeper would wish. Just now the rush is on apricots.. Generally speaking, the fruit demand is very strong, although warm summer weather has not prevailed yet to any great extent. One merchant for instance handled nine cars of fruit on Saturday and Monday, which is going some.

Now that orders are being placed for Japanese oranges for the trade next Autumn, the provincial government is making public what it will do in regard to their importation. Notice is being given that all oranges found to be infected with San Jose scale or other scale insects will be dealt with in the same manner as importations of apples found to be similarly infected, that is either the consignment will be returned to the point of shipment or destroyed here.

The factory of the Kootenay Jam Company, at Nelson, has started operations for this season, the first boiling taking place on the occasion of the visit to that city of Premier McBride this week.

Having accepted another position, H. T. Goodland has resigned the management and secretaryship of the Chilliwack Canning and Preserving Company. He has been succeeded by J. H. Ashwell, who has been foreman in the factory.

Rev. G. W. Taylor, who is in charge of the Dominion biological station at Nanaimo, has been successful in hatching the eggs taken from some of the lobsters which were recently brought to this coast. The success of this experiment shows that the waters of this district are not too cold. It also points to the feasibility of carrying out a suggestion that has been made, namely, that instead of attempting further importations of adult lobsters, the eggs only should be brought to this coast and artificially hatched.

R. H. Frisby, of Chicago, designer of packing houses and cold storage plants, has gone north in the interests of the Canadian Fish Company to start the construction of the first of the company's buildings near Prince Rupert. The principals in this company are J. W. Stewart railway contractor; James Carruthers, of Montreal; and Andrew Kelly, of Winnipeg, president of the Western Canada Flour Mills Company. George H. Collins, of Vancouver, the managing director, has returned from an extended visit East in connection with business of the company. The investment altogether of the company will be about $500,000, the intention being to handle all the varieties of fish caught.

When Hon. William Templeman passed through this city on his way from Ottawa to Victoria, he was interviewed by the canners here, as well as by representatives of the white and Japanese fishermen on the Fraser river, who protested against the federal regulations governing salmon fishing on this coast. Under the new law, a 42-hour close season is to be inaugurated on the Canadian side, while on the American side, the period is only 36 hours. The point is that all the salmon pass through the American waters on their way to the Fraser, and the six-hour advantage is too much. It was also impressed upon Mr. Templeman that the old fishing boundaries on the Skeena should be resorted to in preference to the circumscribed area in the new regulations. Promise was made that the matters would be taken up with the department at once.

PRINCE RUPERT, B.C.

July 6.—Now that the lots have been sold, purchasers are beginning to erect buildings in different parts of the town. The Prince Rupert Opera Co. are erecting a two-storey building and basement on the corner of 6th St. and 2nd Avenue. The basement to be used as a barber shop and billiard hall. The ground floor will be divided into six stores and the top floor will be used as a music hall. Another two-storey building 50x100 is going up on the corner of 6th St. and 3rd Ave., also a building with 150 feet frontage on 3rd Avenue between 6th and 7th Sts., is to be complted before the first of September. This promises to be the centre of the business district for some time, although at the time of the sale it was generally conceded that near McBride St., seven blocks further east, would be the starting point of the business district. This change is caused by outside speculators booming the prices near McBride St. amd forcing the business men now here, out of the field. Consequently after the sale the merchants here decided on at once starting a centre around Sixth Street and Second and Third Avenues, and it looks as if property in that section would be more valuable than that farther east.

Since the recent sale the railway company have disposed of about $40,000,000 worth of property to people here. Besides there has been a large turnover by people that bought at the sale. There is no great influx of people, which is a good thing for the town, as it is not desirable that there should be any great boom until the railway has arrived. If there were a boom now, a slump would follow, which would give the town a set back. As it is, it will move along slowly until such time or conditions warrant it in taking its place with any western town, so far as prosperity and opportunity goes.

WINNIPEG.

July 6.—Considerable gratification is being expressed this week among retailers and consumers regarding the quality of the watermelons that are on the market at present. Retailers claim that they never before handled such large melons and rarely have they seen so many of such good quality. The flavor is particularly delicious and picnicers who are aware of the fact, care very little for the sandwich basket, if there are a few melons provided. Everybody is eating watermelon just now—it seems to be the craze and the State of Georgia has suddenly become famous for the production of this toothsome fruit.

A "new system" store which proposes to develop into a general department store business has been opened on Main street recently. There are about twenty-five local men interested in the concern of which J. E. Thomas, formerly a retail hardware merchant in the same site, is manager. The system in operation is quite unique and it is claimed that it is the only one of its kind in Canada. The front of the store is equipped with display boards to which articles are fastened with numbers and prices attached. The walls are fitted with shelves upon which groceries are placed as samples with numbers and prices also attached. The customer chooses the articles desired and submits the numbers and prices on printed order slips which are conveniently placed on a desk at the entrance. About half-way back a counter runs across the store from wall to wall, and behind this the stock of goods is kept from which the orders are filled and delivered. The management have been encouraged with the extent of the trade thus far, and seem to be satisfied that the "system" will be a success. It is said that many such stores are in existence in the larger United States cities.

A sample of wheat measuring about 24 inches and well headed out, was on exhibition yesterday, from a farm near Glenboro, Manitoba. The heads are long and healthy, and the number of stalks from the one root indicates that the crop is well stooled out, and very heavy. The crops all over the district are said to be similar to the sample, and they are also said to be two or three weeks ahead of what they were this time last year, and the prospects are of the best.

A gentleman who represents one of the largest flour milling concerns in Iowa was in Hanley, Saskatchewan last week, arranging for the erection of a

250-barrel flour mill. This company does an export business which they consider could be successfully handled from any town on through lines in the West. A statement was made by the representative that the central States were not producing wheat which was popular on the export market, and that Western Canada would see an influx of millers from the States, who recognize the superior quality of Canadian wheat.

The Ontario and Western Co-operative Fruit Company is the name of a new corporation promoted by John B. Berry, a farmer and capitalist, and J. W. Jones of this city. This movement is an evidence of the ever increasing demand for fresh and cheaper fruit, the market for which is limited in Western Canada. The company is arranging for a warehouse here to which fruit from the Niagara district will be shipped, and from here distributed to branches throughout the West. The promoters also purpose to erect a canning factory on the Niagara peninsula where all kinds of fruits and vegetables will be canned and jams manufactured. These goods will be shipped under a single registered brand to the Winnipeg warehouse. It is expected that Niagara strawberries will arrive shortly at the instance of this organization, and although Toronto fruit prices will not prevail yet they propose to reduce the present Winnipeg prices considerably. This company which is to grow, ship and dispose of its own fruit is to be incorporated with a paid-up capital of $100,000 and with power of extension from time to time. Berry and Jones have disposed of considerable stock in a short time by means of a thorough canvass of influential fruit growers. A trial shipment of Niagara strawberries was made last week to test their durability, and it proved quite satisfactory.

R. L. Waugh has moved his grocery stock into his new store on Sherbrooke street, one block east of his old stand. The trade has been greatly facilitated owing to the extent of the apartments, and the immediate street car connection.

A sad case of drowning occurred on Sunday, June 27, when W. J. Thompson and Samuel J. McCaughey, two young grocery clerks were drowned in the Red River while out canoeing. Both of the young men came from Ireland about three years ago, Thompson coming from Londonderry and McCaughey from Dublin. They have been clerking in grocery stores since their arrival in the city. Mr. Thompson was first engaged by McDowell & Grant, and for the past few months he had been with W. H. Stone. Mr. McCaughey was in the employ of Moffat & Douglas during his stay in the city. As an evidence of the esteem in which they were held by their many friends a very large cortege followed the remains to the cemetery in the north end of the city on July 1. Both were very popular with their employers and fellow-workmen and much grief is felt over their loss. A message of sympathy and condolence was cabled to each of their homes in the old land where the parents of each reside.

REGINA.

July 6.—Both of the local fruit houses received a car of Vasho Island strawberries this week, which are moving very freely into consumption, as are all fresh fruits.

There is not much change in the grocery business, and everybody seems to be wearing that big smile that will not come off, on account of the crop prospects.

S. C. Burton, manager of the local branch of Cameron & Heap, Limited, left last Tuesday for Fort William. He will be gone about three weeks or a month. Mrs. Burton accompanied him.

SASKATOON.

July 6.—The Early-Wilton Fruit and Produce Co, have opened premises in the old stone schoolhouse on 3rd avenue. The property has been purchased by them. The manager is J. H. Early. J. W. St. John and C. H. Spencer are traveling for the company, in which they are interested.

Codville & Co., wholesale grocers, Winnipeg, are negotiating for a warehouse site in the wholesale section north of 23rd street.

J. F. Cairns had an attractive display in one of his windows this week. A tent with the necessary outfit for camping was placed in the background. In front was an appetising assortment of dainties calculated to make the outdoor life a pleasant one.

MANITOBA MARKETS

Corrected by Telegraph.

Pointers:—

Advances.—Lemons and creamery butter.

Declines.—Rolled oats.

New Goods.—Apricots.

Low Stock.—Canned raspberries.

Winnipeg, July 8, 1909.

The country generally has been refreshed with good growing weather during the past few days. The West is peculiarly known for its varied atmospheric conditions. The days are bright and keen and often hot, while the nights are cool. Rains come suddenly and just as suddenly it is dry and bright again. It is due to these varied extremes that the country bears for a few months of the year such luxurious vegetation. The wheat that feeds the millions is developed rapidly by means of the congenial climate of the western plains. It is interesting to note how the short brilliant season stimulates the business life of Western Canada. With the keenness of the climate there seems to be developed a keenness of business activity. Everybody and everything is active. For the summer months at least, the great active commercial spirit seizes the whole West, which is resulting in the rapid development of the country in every phase of its life. This condition of things is necessary in order that the country might attain the ideal which is cherished in the hearts of her citizens. The prolonged period of winter is not conducive to development, but many of the inconveniences of that season are being dispensed with by means of the precaution taken in the alternate season of the year. We as citizens of the West are called upon to make a country by boiling down twelve months work into six months at most, and there is no alternative, but to face the situation and "live faster," making use of the congenial period which is nature's greatest asset to the wonderful country of Western Canada.

The wholesale trade is somewhat more active this week than last. Collections, however, have declined slightly, which indicate that heavy collections will be made in the fall of the year. The local retail trade is also better than last week. Perhaps the holiday contributed largely to the revival. The market is quite featureless. Lemons have made a sharp advance and creamry butter is firmer.

Rolled oats, which have maintained a high price for some time, are declining. Fresh fruit and vegetables and summer drinks are selling heavily.

SUGAR. — The preserving commodity is much in demand. The prices are reasonable in comparison to those of one year ago.

Montreal and B.C. granulated, in bbls	5 90
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 91
" in sacks	4 90
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-20's " "	4 95
" icing	5 60
" bar sugar	5 60
Icing sugar, in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 00
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls	5 90
" " in ½-bbls	6 00
" " in 100-lb. cases	5 90

MAPLE PRODUCTS. — The demand for syrup has declined considerably. The following prices prevail:—

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per case	6 50
" 1 " 1 doz. to case, "	7 20
" 1 " 2 doz. to case, "	7 50

RICE AND TAPIOCA:—

Japan rice, per lb	0 04½
Patna rice	0 04½
Rangoon rice, per lb	0 03¾
Tapioca, per lb	0 04

FOREIGN DRIED FRUITS. — The market on raisins is weaker, due to the late arrivals which are being pushed off. The superior quality of the new currants and apricots will keep the price firm. Peaches are weaker at present, and they are being sold in a few houses for 7 cents.

Smyrna Sultana raisins, uncleaned, per lb	0 07
" " cleaned, per lb	0 08¼
Valencia raisins, f.o.s. per case, 28's	1 65
" " selects " 28's	1 80
" " layers " 28's	1 95
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 06½
" " fancy seeded in 1-lb. packages per package	0 08

Raisins, 3 crown muscatels, per lb	0 05
" 4 " " "	0 05½
Prunes, 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 07½
" dry, cleaned, Filiatras, per lb	0 08
" wet, cleaned, per lb	0 08½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb	0 13½
" choice, per lb	0 14
Pluns, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

SYRUP AND MOLASSES:—

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. tins, per 1 "	2 65
" " 10-lb. tins, per ½ "	2 40
" " 20-lb. tins, per ¼ "	2 45
" " ½ barrel, per lb	0 03½
" " Sugar Syrup, per lb	0 03½

Quaker toasted cornflakes, 24 pkgs	2 00
Pettijohn breakfast food, 18 pkgs	2 25
Puffed rice in bbls., per lb	0 22

BEANS.—The supply is very low.

3-lb. picker, per bushel	2 70
Prime white, per bushel	2 60

ROLLED OATS.—The price is declining in oats. It may be only temporary, however.

Rolled oats, 80 lb. sacks, per 80 lbs	2 25
" 40 " " 80	2 30
" 20 " " 80	2 35
" 8 " " 80	2 70

CORNMEAL.—These prices are firmer this week.

Cornmeal, per sack	2 10
" per ½ sack	1 10
" per bale (10, 10's)	2 40

NUTS:—

Shelled Walnuts, in boxes, per lb	0 23
" " small lots, per lb	0 24
" Almonds, in boxes, per lb	0 27
" " small lots, per lb	0 28

Apples, Black Arkansas	3 50
Rhubarb, per box	2 00
Watermelons, per dozen	6 00

CANNED GOODS. — Raspberries are low in stock.

	Group No. 1.	Groups No. 2 & 3
Apples—3's standard, per case	$2 44	$2 34
" gals., standard, per case	1 55	1 53
Cherries—Red, pitted, 2's	4 18	4 08
" black, pitted, 2's	4 18	4 08
" white, pitted, 2's	4 38	4 28
Currants—Red, 2's	4 18	4 08
" black, 2's	4 18	4 08
Gooseberries—2's	4 58	4 48
Lawtonberries—2's	4 19	4 08
Peaches—Yellow, 2's	4 18	4 08
" yellow, 3's	6 54	6 44
" pie, unpeeled, 3's	3 34	3 24
" pie, unpeeled, gals	2 42½	2 40
" pie, peeled, gals	3 30	3 27½
Pears—Flemish Beauty, 2's	3 68	3 58
" Flemish Beauty, 3's	4 74	4 64
" Globe l.s., 2's	....	2 78
" Globe l.s., 3's	....	4 14
Plums—Damson l.s., 2's	2 28	2 18
" Lombard l.s., 2's	2 28	2 18
" Green Gage l.s.	3 08	2 98



An Attractive Window Display Recently Shown in W. H. Stone's Store, Winnipeg. The Attractive Front Including the Prism Glass is Worthy of Notice.

Beaver Brand, 2-lb. tins, per 2 doz. case	3 30
" 5 " 1 "	3 80
" 10 " ½ "	3 50
" 20 " ¼ "	3 40
Barbadoes molasses in ½-bbls., per gal	0 49
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 36

POT AND PEARL BARLEY.—These prices remain quite firm and the market is good.

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" per ½ sack	2 05

QUAKER OATS:—

Family size	5 00
Quaker oats, 36 packages	3 50

HONEY:—

Honey, 2½ lb. tins, in case 24	8 85
" 5 " " 12	8 75

GREEN FRUITS AND VEGETABLES.—The Black Arkansas apples are on the market in limited quantities. The price is rather high for heavy trade.

Celery, Florida, per doz	1 25
Tomatoes, Florida, per case	3 75
Lettuce, per doz	0 25
Radishes, per doz	0 25
Parsley, per doz	0 30
Oranges, per box	3 00 4 00
Lemons, "	6 00 7 00
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 qts	3 75 5 50
Pineapples, per crate	3 60

Raspberries—Red, 2's	4 18 4 08
" red, gals	3 80 3 77½
" black, 2's	4 18 4 08
" black, gals	3 80 3 77½
Strawberries—2's	4 18 4 08
" gallons	3 80 3 77½

Meats:—

Clark's 1 lb., porkand beans, plain, per case	2 50
" 2 " " " " "	2 08
" 3 " " " " "	2 67
" 1 " tomato sauce, per case	2 55
" 2 " " "	2 08
" 3 " " "	2 67
" 1 " Chili " "	2 55
" 2 " " " "	2 08
" 3 " " " "	2 67
Soups, per doz	1 20
Corned beef " 2's per doz	2 70
" " 1's per doz	1 50
Roast beef, 1's, per doz	1 50
" 2's, "	2 70

Potted meats, ½'s, per doz	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue, 1's, per doz	3 30
Sliced smoked beef, ½-lb. tins, per doz	1 55
" " 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's, "	3 15
Geneva sausage, 1's, per dozen	2 00
" " 2's, "	3 65
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's, "	6 60
Paragon ox tongue, 1½'s, per dozen	7 35

BUTTER.—The market is stronger on the creamery product. This commodity has been of excellent quality for several weeks, and much of it is shipped from distant out-lying points. The price is 22c per lb., this week. The dairy is jobbing at from 14c to 15c at present.

TUBS.—The following declines of last week are still maintained.

Eddy's tubs, No. 0, per dozen	10 40
" " " 1, "	8 50
" " " 2, "	7 00
" " " 3, "	5 55
" " nests of 3, No. 0, 1, 2, per nest	2 15
" " " 3, No. 1, 2, 3, per nest	1 75
" " " 4, No. 0, 1, 2, 3, per nest	2 65

EGGS.—The supply and demand is about on a par at present. The demand has been in excess of the supply of Manitoba fresh laid. The price is up still at the 19-cent mark.

Method of Instituting a Retail Cash System

Brantford Grocer Educates Customers in a Diplomatic Way to the Advantages for Them in Such a System—Sends Out Circular Letter Explaining Why He Makes the Change—A Second Letter Tells of the Success Attained.

Brantford, July 6.—Difficulty in instituting the cash system in the retail store has been the experience of many a merchant. How to go about it, has been the question and few have the nerve to "take the leap."

"We couldn't possibly do it," has been a frequent remark from numerous retailers. "It would cause us to lose some of our best customers, who get credit, but are sure payers."

There's where the rub has been, and merchants are now alive to the fact that diplomacy is a necessary qualification if one successfully adopts the cash system.

You cannot say to all your customers, "We have decided to sell our goods for cash only and if you want them you have got to pay us the money on the spot." That would be disastrous to the good credit customer. He would in all probability resent such a statement, and because of your "impudence" leave the store and buy elsewhere.

The Diplomatic Way.

Fred Corey, a Brantford grocer, has established the cash system and claims his method has been successful. He went about it in an inoffensive way by educating the public on the advantages they would be able to secure providing they paid the cash. He showed them by circular letters how they were in a position to save money if they purchased for cash only. His first letter was dated January 11, 1909, and read as follows:—

"To My Customers:

"I have, after very careful and mature consideration, come to the conclusion that I will be able to do much better for my customers by selling for cash only; this will enable me to buy exclusively for cash and will result beneficially to both my customers and myself. It seems that no matter how judiciously or how carefully goods are sold on credit, a certain percentage of loss is sure to occur; the main losses arising from this source are made up by the higher prices charged for goods by the wholesale establishments, to stores that conduct their business under the credit system; losing all discounts, etc., all of which badly handicap the grocer carrying on his business under this system from giving his customers the lowest cash price that they should receive and to which they are entitled. Consequently over in the purchase of goods with my business on a cash basis a fair trial, commencing with the First of February next, and I am sure the results will prove to be beneficial both to my customers and myself, after which date kindly do not ask for credit as it would be a painful duty to have to refuse it.

"The amount of book-keeping and other detail wory that is necessary in connection with the running of accounts is also quite a serious handicap; means the locking up of funds which I should have on hand to turn over in the purchase of gods for the benefit of my customers, and means a consequent heavier expense as well as a certain ratio of lose to me. In fact, with my business on a cash basis, I can buy more cheaply and my customers will all reap the benefit, while I shall do everything in my power to see that the same efficient service is maintained in every respect in the future as in the past.

"Thanking you for past patronage, which I wish to assure my customers I have always very hghly appreciated, hoping for a continuation of that patronage, and with the compliments of the season and my best wishes for a happy and prosperous New Year, I am, yours respectfully, Fred Corey."

Results of the Trial.

In a circular letter mailed to his customers on March 10th, Mr. Corey explains how doing business on the cash basis worked out after one month's trial. He says:—

"Dear Friends:

"After carrying on my business upon a cash basis for only one month I am much pleased to be able to say to my customers, both old and new, that that I have succeeded beyond all my hopes; my business at this early date being ahead of what it was while carrying it on under the old credit and cash system. This splendid result could only be achieved by the loyalty of my old customers, and I wish to thank them all most sincerely, and I also wish to thank my new customers for their support and encouragement.

"The placing of my business upon a cash basis has enabled me to both buy and sell at a much closer price than formerly, which is a distinct advantage to my customers, and it is this same system that has made the big departmental stores the success they are the world over. I can now do much better for my customers and those who may favor me with a trial order, than others who carry on their business under the old system.

"Again thanking you all, and hoping for a continuation of your valued patronage. I am, Yours truly, Fred Corey."

Mr. Corey has splendid facilities for doing a good business. He has an attractive store, both exterior and interior, and it is fitted up with modern conveniences.

It will be interesting to follow Mr. Corey's progress under the new method as it pertains to a subject, which at the present time is a very much alive one.

The vital study for the employe is to learn everything touching his position quickly and thoroughly, to adapt himself as nearly as is in his power to the demands made on him, to catch the pace of the workers about him, be it fast or slow, and to accommodate himself in every thought and action to the standards of the department as he finds it.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

Montreal, July 8, 1909.

Interest centres this week in the canned goods situation. New salmon prices are quoted, and are below those of last year all along the line. They are, generally speaking, acceptable to the trade. There is a drop of $1 a case in the price asked for Fraser river sockeyes. Stocks of salmon are being cleared rapidly, and it is likely that there will be considerable buying as wholesalers clear out their warehouses. Some jobbers are now taking orders for tomatoes, corn, peas, beans and strawberries, new pack, and are guaranteeing prices against decline until delivery. The figures they are asking will be found in the canned goods market. Sugar is steady, with orders large and frequent. Molasses is also steady. Lard, pure and compound, has been advanced ¼c, while pork is up $1.

Second crop Japan teas are now being picked, but first shipments will not be here for some time yet. Dried fruits continue interesting, but there have been no marked changes in the situation since last week. Ginger is reported firm. Beans continue high. Peas are exceedingly scarce.

Collections are fair. Business as a whole is showing some improvement.

SUGAR—A steady market, and good demand make sugar of more or less interest to the trade. Sales are heavy, especially compared with those made during the past month or two, when there was practically nothing moving. The rapid approach of the preserving season is almost entirely responsible for the large orders now coming in from all sections.

Granulated, bags	4 55
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 45
" " " 50 lbs	5 55
" " " 25 lbs	5 75
Red Seal, boxes	5 35
Crystal diamonds, bbls	5 35
" " 100 lb. boxes	5 45
" " 50 lb. "	5 55
" " 25 lb. "	5 75
" " 5 lb. cartons	5 37½
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bags	4 15

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES — Two sailing vessels from Puerto Rico reached Montreal the end of last week, carrying between them six thousand barrels of molasses. This was mostly all for firms who booked several weeks ago, and who are taking delivery at present. The market, as a whole, is steady. Corn syrups are moving satisfactorily.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 22	0 35½
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03¾
" 38½-lb. pails		1 75
" 25-lb. pails		1 25
Cases, 2-lb. tins, 2 doz. per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—Reports from Japan state that second crop teas, which are largely used here, are now being picked. Samples are expected by the next boat from Japan, and should be here in short order. The first shipments will not be on hand until another month, at the very least, has passed. Meanwhile, spot stocks are light, almost nil, though advices from the United States indicate rather large holdings for this time of year. This is because of the frenzied buying which there was some weeks ago as a result of rumors about the levying of a duty on tea entering that country.

Choicest		0 40	0 50
Choice		0 35	0 37
Japans	Fine	0 30	0 35
	Medium	0 25	0 28
	Good common	0 22	0 25
	Common	0 20	0 22
Ceylon	Broken Orange Pekoe	0 21	0 40
	Pekoes	0 20	0 22
	Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs		0 19	0 20
Ceylon greens	Young Hysons	0 20	0 25
	Hyson	0 20	0 22
	Gunpowders	0 19	0 22
China greens	Pingsuey gunpowder, low grade	0 14	0 18
	" pea leaf	0 20	0 30
	" pinhead	0 30	0 50

COFFEE—Fair business is being done at unchanged prices.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Interest in dried fruits continues to centre on California lines, but reports from the coast do not state any changes worthy of note as having taken place during the week. It is yet a little early for much buying interest to be displayed by the wholesale trade, while retailers simply will not consider any offers for another week or two at the very least.

Figs		
Tapnets	0 03½	0 05
Elemes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb		0 05
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-box		0 75
"Royal Buckingham Clusters," ½-boxes		1 30
" " boxes		4 75
"Excelsior Windsor Clusters"		5 75
Australian raisins	0 07	0 08
California Raisins—		
Fancyseeded, 1-lb. pkgs	0 08	0 09
Choice seeded, 1-lb. pkgs	0 07½	0 08½
Loose muscatels, 3 crown	0 08	0 09
" 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 12	0 13
Peaches, "	0 11	0 13
Pears, "		0 13
Prunes—		per lb.
Prunes, 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 08	0 08½
" " " 90-100s		0 07
Currants, fine filiatras	0 06	0 07
" Patras	0 07½	0 08
" Vostizzas	0 08	0 09

RICE AND TAPIOCA—Tapioca is reported, from primary markets, as being steadier of late than it has been for some time. Locally a satisfactory business is being done at prices which have not changed. Rice continues quite steady.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ p5ckets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 86
" " pockets, 25 pounds	2 96
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

SPICES—Ginger is firm, although no change in prices is to be noticed. Other lines are in fair demand.

	Per	lb.
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS—High prices still rule, with business only fair, as might be imagined, when almost prohibitive figures must be quoted by holders.

Ontario prime pea beans, bushel	2 40	2 55
Austrian beans, bushel		2 35
Peas, boiling, bushel	1 50	1 70

EVAPORATED APPLES — Evaporated apples are practically unchanged this week, stocks being light, and holders firm in their views.

Evaporated apples, prime	0 07	0 07½

MAPLE PRODUCTS—Nominal prices continue to rule, as follows:

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL—New salmon prices, which are out this week, are the feature of interest in canned goods. Compared with last year, the figures are low, though they are still above those quoted in 1907. The figures announced are from 25c a case on the lower grades to $1 a case on the higher grades below those of 1908. The quotations on Fraser river and Cohoes are considered as satisfactory by the trade as a whole. The figures out for Rivers Inlet and Spring, however, are generally thought to be rather high, considering the quality of the salmon. As a rule, satisfaction is expressed. The trade did not hesitate last year to say that the prices asked by the packers were altogether too high, and that there would be quite a falling off in trade. Their prophecies have been justified, but it is now though that much business will be won back as a result of more advantageous prices. The prices now asked will enable retailers to sell 10c, 15c and 20c salmon by pushing Humpbacks, Cohoes and Fraser River respectively, at the same time giving their customers good value. The marked drop in sockeyes indicates the realiza[illegible] of the packers that last year's fig-

ures were altogether too high for good business.

Some wholesalers have, of late, been actually taking orders for new pack vegetables, and strawberries, at stated prices, which they guarantee against decline until delivery. The lines they are booking, and the prices they ask are:

Tomatoes	$ .80	to	$ .85
Corn	.75	to	.80
Peas	.75	to	1.40
Beans	.75	to	.77½
Strawberries	1.25	to	1.30

These are the only lines now offering. Wholesalers taking orders at these prices state that retailers are glad to buy, as a rule, and that they are doing a satisfactory trade. Quebec Province packers are not looking for business at figures such as these prices indicate, and probabilities are that they will not pack heavily this year, for they realize that there is not much in it for them. Sales so far are reported as being about up to those of last year, in quantity. French peas are still selling at reasonable figures, despite unfavorable reports from France, as regards the coming crop. Spot peas are selling around $8.50 to $16 a case, while orders, to arrive, are being taken at quotations ranging from $8 to $14. Agents of French houses look for an advance shortly.

TORONTO.—Jobbers are having considerable difficulty in figuring out the canned goods situation here. Opening prices are, of course, low, but what the future will bring forth is a quandary. They are puzzled when once prospects are touched upon, However, retailers in many cases are stocking up and just now sales from this centre for future deliveries are extensive.

The fact that there is an open market this year and consequently jobbers may sell at their own prices is probably the cause for the uncertain state of affairs.. Several prices are being quoted for canned vegetables and strawberries to the retailer, but those that appear to be most general are:

Tomatoes	$ .77½	$ .82
Peas	.75	1.40
Corn	.75	.80
Beans	.75	.77½
Strawberries	1.25	1.30

As an illustration of the uncertainty of conditions, the price of strawberries was advanced by some canners 10c, from a week ago. The lack of sufficient rain had the effect of shortening the season somewhat and raising prices.

The above prices are interesting in comparison with the following which prevailed a year ago:

Tomatoes	$ .95	$1.00
Peas	.85	1.40
Corn	.85	.90
Beans	.85	.90
Strawberries		1.90

Last year there were low grades of some goods cheaper than these figures. Standard peas opened a year ago at 80c, but soon went up to 87½c, while some lower grades sold out at 65c.

A representative of a canning company said this week that peas were not filling out as well as anticipated, and this may have something to do with future prices.

ONTARIO MARKETS

POINTERS—

Sugar—Heavy sales.

Pepper—Market firm.

Dried Fruits—Quiet except prunes.

Evaporated Apples — Stocks getting low.

Toronto, July 8, 1909.

The wholesale grocers are very busy, but the large bulk of their trade just now is sugar. The immense crop of strawberries and at the low prices, have made an unusual heavy demand on sugar. Still with all this, prices have remained unchanged. Besides the rush in sugar there is nothing startling to report.

Some of the retailers are placing their orders for canned goods which they consider good buying at present prices.

Collections are only fair but the general business is very gratifying.

SUGAR.—The demand for sugar has exceeded all expectations, but prices have not been affected. The prices therefor are unchanged with no advance in sight.

St. Lawrence "Crystal Diamonds," barrels	5 45
" " " ½ barrels	5 55
" " " 100 lb. boxes	5 65
" " " 50 lb. boxes	5 75
" " " 25 lb. boxes	5 95
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
" in 25-lb. "	5 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 30
Redpath extra granulated	4 70
Imperial granulated	4 30
Acadia granulated (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence golden, bbls.	4 30
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES.—These goods are entirely neglected at this time of the year, and the prices will likely remain undisturbed for some time.

Syrups—		
Medium, corn	0 30	0 35
Bright, corn	0 40	0 45
	Per case.	
2 lb. tins, 2 doz. in case		2 50
5 " " "		2 85
10 " ½ " "		2 75
20 " ¼ " "		2 70
Barrels		0 03¾
Half barrels		0 03¾
Quarter "		0 03¾
Pails, 38½ lbs. each		1 80
" 25 " "		1 30
Maple Syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 00
Molasses—		
New Orleans, medium	0 31	0 33
" bbls.	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 62

TEA.—The principal feature in the tea trade is the ever present push which is always manifested by the tea men. They are never out of season. Nothing affects their trade. The people will have tea, even at their summer homes where they deny themselves many of the comforts of life. Tea they will have and it seems to be a race who gets there first to supply them. It cannot be a matter of choice in the quality, for they all have the best. The tone of the market is a trifle strong.

COFFEE.—There is nothing to report in this line, with the exception of the cheaper lines, such as Rio, and Santos are firm and likely to make a slight advance.

Rio, roasted	0 13	0 14
Santos, roasted	0 15	0 17
Muricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green, roasted	0 11	0 12

DRIED FRUITS.—These are getting crowded from the market by the new fruits, and with the exception of a little business in prunes, nothing is moving. The stock on the hands of dealers is light and prices are not likely to change.

Prunes—				Per lb.
30 to 40, in 25-lb. boxes				0 10½
40 to 50 " "				0 09
50 to 60 " "				0 08
60 to 70 " "				0 07½
70 to 80 " "				0 07
80 to 90 " "				0 06½
90 to 100 " "				0 06
Same fruit in 50-lb. boxes ½ cent less.				
Apricots				
Standard				0 13½
Choice, 25 lb boxes				0 14½
Fancy, " "				0 15
Candied and Drained Peels				
Lemon	0 10	0 11	Citron	0 17 0 20
Orange	0 10½	0 12		
Figs—				
Elemes, per lb				0 08 0 10
Tapnets, "				0 03½ 0 04
Bag figs				0 03½ 0 04
Dried peaches				0 08 0 08½
Dried apples				0 07½
Currants				
Fine Filiatras	0 06½	0 07	Vostizzas	0 08½ 0 09
Patras	0 08	0 08½		
Uncleaned ½c less.				
Raisins				
Sultana				0 07½ 0 09
" fancy				0 11 0 12½
" extra fancy				0 14 0 15
Valencias				0 05½ 0 05½
Seeded, 1 lb packets, fancy				0 08
" 16 oz. packets, choice				0 08
" 12 oz. " "				0 07
Dates—				
Hallowees	0 05½		Fards choicest	0 08
Sairs	0 05		" choice,	0 07½

NUTS.—"Will tell you something about this line between now and next Christmas," remarked a wholesaler. In the meantime prices will remain the same.

Almonds, Formigetta		0 12½
" Tarragona		0 13
" shelled	0 30	0 32
Walnuts, Grenoble		0 14
" Bordeaux		0 11
" Marbots		0 12
" shelled		0 26
Filberts		0 11½
Pecans	0 16	0 18
Brazils		0 16
Peanuts	0 10	0 12

SPICES.—Pickling spices are beginning to move, but on the whole the trade is quiet. Pepper may be a little higher.

Peppers, black, pure	0 14	0 20
" white, pure	0 20	0 25
" whole, black		0 16
" whole, white		0 23
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25

RICE AND TAPIOCA.—These are very quiet, and selling slowly. Other lines which require less or no cooking at all. are taking their places.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½

BEANS.—These are scarce and very high, and will remain so until the new crop will be available.

THE COOK PROBLEM.

Styles keep changing—even the styles in the kitchen. The new culinary fashion sheets for the summer of 1909 favor "lighter" housekeeping. The bills for prepared foods will be longer, with a slight cut in the butcher's bill and a corresponding increase in the number of items on the progressive groceryman's list.

Paris, of course, sets the pace. Travelers returning from Europe tell of the convenience and ease of preparing a dinner in the capital of France.

"There's a shop in every block at which you can buy ready made spaghetti and tomato sauce, hot from the oven and baked chicken and potato salad — and ever so many other things," they say.

Well, you can do the same in Chicago if you take a trip downtown to the grocery stores and the several new delicatessen shops, or if you know where the up-to-date suburban groceries are.

"The why of it is simply this" a down town grocer explained. "Domestic help is harder to get and harder to keep than ever, so women are doing their own work, and doing it in the easiest way."

The grocer walked down one of the long aisles in his store and named the goods shown under the big glass bells and in the platters and showcases. The list included baked chicken, hot baked beans, spaghetti and tomato sauce, chicken and potato and lobster salads, roast beef and pork and veal, veal loaf, smoked pork tenderloin, three sorts of German herring, smoked salmon, smoked goosebreasts and a dozen unusual varities of sausages.

"And this is only an average day," he said. "You ought to see us on Saturday."—Retailers Journal.

The Thomas Company, Quebec, has been formed and given a Dominion charter to deal in china, glass, earthenware, etc.

FOR SALE.

FOR SALE—An up-to-date grocery business in one of the best Western Ontario towns. Address Box 315, CANADIAN GROCER, Toronto. (31p)

NATIONAL CASH REGISTER, suitable for general store, has produce key, paid out, charge, no sale, gives you detailed record of business. Only used 4 weeks, bought it for our Arkona store, which we have since disposed of. Cost $300, for $175. Also 2000 pound platform scale, Wilson make, cost $26 wholesale for $20. One coffee mill, Cole make, Philadelphia, for $7. Several paper cutters 75c. each; 2 barrel capacity, galvarized oil tank, with iron tap, for $6. Burgbarer, fruit auger, nail puller, twine holders, all at less than wholesale cost. Write us. All goods f.o.b. McKenzie & Meldrum, Thedford. (29p)

H. B BORBRIDGE
Manufacturers' Agent and Broker
OTTAWA
Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

Do You Under-value

Premiums?

given with



and

Quick Naptha Soap

They are very effective in reaching the public and the benefits go direct to the customers.

Each Box or Bar displayed or sold is a

Silent Salesman

In a Class all by Itself

is the

Farmer Brand Canned Goods

We have facilities and resources such as are possessed by no other factory and our position puts us just that much ahead of our competitors.

We grow our Fruits and Vegetables on 3,000 acres of the finest, most fertile, garden land and we are enabled to raise the choicest products that can be cultivated—unsurpassed anywhere.

WE ARE THE LEADERS; WE INTEND TO KEEP AHEAD

The FARMERS' CANNING Co.

LIMITED

Bloomfield, Ontario

Have you sent in your application for the

Free Trip to the "National Exhibition" this Fall?

if not do so at once; we have a special proposition to make to those who begin before the 15th inst. It makes the subscription business easier than ever.

Send in this Coupon to-day.

THE BUSY MAN'S MAGAZINE,
10 Front St. East.
Toronto, Ont.

Gentlemen:

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below. I reside no further from the city of Toronto than is shown in the schedule opposite my X.

Miles from Toronto.		Number of subs.	Mark X
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51	100	5	
101	150	7	
151	200	9	
201	250	11	
251	300	13	
301	350	15	
351	400	17	
401	450	19	
451	500	21	
501	600	23	
601	70	25	
701	800	28	
801	900	31	
901	1000	34	
1001	1100	37	
1101	1200	40	
1201	1300	43	
1301	1400	47	
1401	1500	50	
1501	1600	53	
1601	1700	56	
1701	1800	59	
1801	1900	63	
1901	2000	66	
2001	2250	72	
2251	2500	80	
2501	2750	89	
2751	3000	97	

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*Town*_____

*Province*_____

*My Ticket to be Via:*_____

*Railway*_____

*Boat Line*_____

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

From every Province in Canada we have Candidates for this trip. Most of them are progressing splendidly in the work; some have already won the tickets. Are you a Candidate? Why not?

This is Your Wheel

You can have it free of cost by doing a little easy work for us among your acquaintances in your spare time.

MODEL 88



IMPERIAL

It is a good wheel made for us by The Canada Cycle and Motor Co., of Toronto, and will give you a lot of excellent service. Here is a table showing the regular sizes of the various parts, with the other sizes that may be had instead, if desired:—

	Regular	Option
Frame	22-inch	20, 24 and 26-inch
Finish	Black	
Chain	3-16 inch. Block.	
Gear	77	72, 80, 87.
Handle-bar	No. 20, Adjustable.	

	Regular	Option
Pedals	Rubber 3¼-inch	3¾-inch or 4½-inch Rat Trap.
Cranks	7-inch.	
Saddle	No. 15	No. 14, 11, 17.
Tires	1¾-inch Dunlop	1 5-8-inch Dunlop or Hartford single tube
Wheels	28-inch, with striped rims.	

To Get this Wheel

absolutely free of cost, send us in 32 Paid-in-Advance yearly subscriptions to the **BUSY MAN'S MAGAZINE** (2 six-months or 4 three-months subscriptions count as one yearly subscription). You will find it an easy matter to get these subscriptions with surprisingly little canvassing as the Busy Man's Magazine is very attractive and interesting. Try it!

Let your boy earn one.

This bicycle offer is an excellent opportunity for your boy to acquire some training in the art of salesmanship. Send him out to procure the 32 subscriptions with the bicycle as his reward. He will enjoy the work; it will help rouse his enthusiasm for a business career; and it will put him in possession of a splendid bicycle that will be useful in your business as well as affording the boy a lot of pleasant, healthy exercise.

Fill out this Coupon and Mail it to us To-day.

The Busy Man's Magazine,
10 Front Street East,
Toronto, Canada.

Gentlemen;— I would like to win one of the Imperial Bicyles you offer for 32 new, paid-in-advance subscriptions to Busy Man's. Please send me sample copy and order book, and I will do my best to win. I agree to report progress once a week.

Name.....

Street.....

Place.....

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

Slow and bad accounts has been one of the great difficulties that merchants have had to contend with for years. The Retail Merchants' Association of Guelph have had the problem solved for them and not only are they getting money that has been on their books for years, but they are making the slow and doubtful customers cash and profitable buyers. D. A. Scroggie, secretary of the association in Guelph, has worked out a system and is prepared to organize and introduce the same to the Merchants' Association of the different cities and towns in Ontario.

The directors of Brooke Bond & Co. Limited, London, Eng., have issued their Report and Balance Sheet for the financial year ended 31st May, 1909, showing that the net profit for the year after deducting Directors' Fees and all other charges, amounts to £26.139 7s. 8d. and with £3,636 3s. 1d brought forward from last year, there is a sum of £29,775 10s. 9d. to the credit of the Profit and Loss Account. The Directors recommend a dividend at the rate of 10 per cent. per annum; they also propose to transfer £12,000 to Reserve and £1,000 to the Insurance and Contingency Fund, and to carry forward the balance of £991 7s. 3d. to next year's account.

Joseph Cote, the importer and tobacco merchant, Quebec, is advertising Pichet's Tea Biscuits, which are recommended to every progressive grocer. The house reports sales of Germinal and La Perla Del Oriente Manilli Cheroots, which sell at 10c, as increasing every week. These are all fine lines for the grocer to handle.

The bin fixtures used in the Petrie store at Thorold, Ont., which is described in another section of this issue, were manufactured and installed by the Walker Bin and Store Fixture Co., Berlin, Ont.

L. T. Demers, grocer and liquor dealer, Quebec, has assigned.

TIMELY DISPLAYS.

Staple groceries do not attract their share of attention in midsummer. Something new is needed to start the appetite. A good "starter," in one of three windows in a certain store proved to be a wicker hamper, loaded with picnic supplies—olives in jars, sardines in cans crackers in cartons, lunch tongue in cans, ginger ale in bottles—a complete lunch for a small party. A large hamper in the centre, two smaller ones on either side and several small lunch boxes in the background, each packed as for an outing for parties or for an individual developed prompt and numerous sales for the hampers and boxes as they stood, Price marks were attached to each lot in this case. A card at one side of the window announced that lunch boxes would be filled upon order. Lunch sets of paper table cloth, napkins, plates, etc., were shown in the same window. This display brought excellent business in anticipation of the holiday. It may be used to advantage during warm weather anywhere.—Inland Grocer.

Every Merchant Can Advertise Without Cost

Customers pleased with their tea will talk favorably of your store. That is the very best kind of advertising. You can please more customers with Red Rose than with any other tea.

You know that the most interesting development in the Canadian tea trade in ten years has been the increased sales of Red Rose Tea. Advertising has helped, salesmanship has helped, but the real reason has been its remarkable quality.

Recommend Red Rose Tea and your customers will recommend your store.

Red Rose Tea

Will advertise your business.

3 Wellington St. E. Toronto, Ont.
315 William Ave. Winnipeg, Man.
Branches

T. H. Estabrooks,
St. John, N. B.

New Towns are Springing Up Every Day in the GOLDEN WEST

Merchants are finding many trade opportunities there and so are the young men. What about you, Mr. Manufacturer? Are you seizing the present, living, fruitful present to secure a new and ready market for your goods?

We are ready to tell you of the prospects, the needs, the opportunities and the demand for any line of wares in the West. We will also handle your goods on the basis of a reasonable commission. We can properly present the merits of your products.

We are represented in the three pulsating, distributing centres—Winnipeg, Calgary and Edmonton—where we have large warehouses and every shipping and storage facility.

Write us. We are after more business.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Calgary **Winnipeg** **Edmonton**

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

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Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East — WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

LOBLAW CREDIT SYSTEM

"Get The Best"

COUNTER CHECK BOOKS

The CARTER-CRUME COMPANY, Ltd

TORONTO and MONTREAL

WINNING ITS WAY

into popularity with users everywhere—into their confidence by its excellence—into their



Profit and Loss Accounts by its actual easily demonstrated saving over other makes of shortening.

"EASIFIRST"

is here to stay, and no up-to-date dealer can afford to be without it. : : : : :

IT IS "EASIFIRST"

Have you tried it? If not, why not?

Join our rapidly growing list of SATISFIED USERS. Remember it is made under Government Inspection.

GUNNS LIMITED

PORK AND BEEF PACKERS

WEST TORONTO, Ont.

COOKED MEATS

This is the season for Cooked Meats, especially Cooked Hams. We have a choice stock constantly on hand. Boneless mild cured ready for the slicing machine or to send out to your customer. They are also cheap in price and return you a good profit on the sale.

MADE UNDER GOVERNMENT INSPECTION.

F. W. Fearman Co.

LIMITED

HAMILTON

Every Man, Woman and Child in Canada Knows REINDEER



It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Breakfast Bacon Skinned Backs Hams and Rolls Pure Lard

Finest Quality. Made from Selected Hogs. Made under Government inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East TORONTO

Produce and Provision Situation of the World

Puzzling Hog Situation in Canada—Montreal Prices Higher—Advantage of Refrigerator Cars in Butter Shipment — Bad Eggs Produce Higher Prices.

While Montreal is quoting hogs much higher; Toronto is holding on to about the same price. There seems to be a see-saw going in between the farmer and the packer. One week the farmers are getting the better of 10 or 25c and the following week the packers get it their way again. One of the Ontario packers remarked this week that it is a continuous fight all the time. "These salaried municipal and government fellows who draw fat weekly salaries don't know that they are living. They don't know anything of the tremendous struggle in life," he remarked.

The refrigerator cars supplied regularly to carry the butter from country points, are of great service to the butter trade in Canada. Some of the older dealers, many of whom had been ruined for want of this accommodation, are able to make interesting comparisons between present conveniences and those they had to contend with 20 years ago.

The shrinkage in eggs, as the weather gets warmer, is becoming more serious, and some steps should be taken to check this fraud. It is unfair and unpardonable cowardice to allow farmers to put rotten eggs on the market. At present the consumers have to pay at least 1c a dozen more on account of this "innocent" stealing and the honest farmers who handle their eggs carefully have to take less than their eggs are worth. Why should such a state of affairs be allowed to continue when it could so easily be remedied?

The cheese market is quiet, and although cheese is high, it is below the level in food value, with almost any other article of food, If half as much attention was paid to Canadian consumption as to export, a much larger portion of our cheese would be used here and very much to our advantage, and mutual benefit.

MONTREAL.

PROVISIONS.—Further advances all along the line this week, indicate the continued strength of this market. Last week pork advanced $1, and a similar advance is recorded to-day. The scarcity of hogs is making the question of supplying the manufactured products to the trade quite a problem for the packers. Lard, pure and compound, is ½c higher this week, and very firm.

Compound Lard—	
Tierces, 375 lbs	0 09¾
Parchment lined boxes, 50 lbs	0 09¾
Tubs, 50 lbs	0 10
Wood pails, 20 lbs. net	0 10¼
Tin pails, in cases	0 09¾
Heavy short cut pork, in bbls	27 00
Selected heavy clear fat back pork	28 5
Very heavy clear pork	27 00
Plate beef, 100 lb bbls	8 00
" 200 "	15 50
" 300 "	23 00
Pure lard—	
Tierces, 375 lbs	0 14¾
Boxes, 50 lbs., grained	0 15¼
Tubs 50 lbs., "	0 15
Pails, wood, 20 lbs., parchment lined	0 15¼
Tin pails, 20 lbs., gross	0 15
Cases, tins, 10 lbs. each	0 15¼
" " 5 "	0 15¼
" " 3 "	0 15¼
Breakfast bacon	0 16½
Windsor bacon	0 18
Roll bacon	0 15
Prime hams	0 15 0 15½

BUTTER.—Butter is a shade easier this week, as will be noted from prices. Demand locally is fair, but there is little call for export, owing to the high prices asked. Receipts last week were 23,773 packages, as against 26,575 packages a year ago. Total receipts to date amount to 121,006 packages, against 126,088 packages same period 1908.

Creamery, solids, lb	0 23
Creamery prints	0 23½
Dairy, tubs, lb	0 17 0 18

CHEESE.—Good export demand for cheese is reported, while local dealers say that grocers are taking a fair quantity at unchanged prices. Receipts of cheese last week amounted to 90,828 boxes, as against 106,682 boxes same week 1908. Total receipts so far this season amount to 470,882 boxes, against 493,864 boxes, same period last year.

Cheese, large	0 12¼ 0 12¾
" twins	0 12¾ 0 13
" small, 20 lbs	0 12½
Old cheese, large	0 15 0 16

EGGS.—Local demand for best quality eggs is good, but business is not particularly brisk. Supplies are not coming forward so freely, and prices are maintained, by holders. Last week 5,711 boxes of eggs were received, as against 5,444 boxes same week a year ago. Receipts so far are a little below those for the same period in 1908, being but 98,192 boxes, against 105,302 boxes.

Selects, dozen	0 22
No. 1, dozen	0 19½ 0 20
No. 2, dozen	0 15 0 16

HONEY.—New crop honey has not yet arrived, but is expected shortly, when it is thought more interest will be displayed in this product.

White clover comb honey (nominal prices)	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

TORONTO.

PROVISIONS.—The same trouble still continues—the difficulty of getting hogs. Some of the packers have almost withdrawn from the market and are working up what stock they have on hand. The brisk demand for cured meats continues and prices are firm, but no change this week.

Long clear bacon, per lb	0 13 0 13½
Smoked breakfast bacon, per lb	0 16 0 16½
Roll bacon, per lb	0 13
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13 0 13½
Shoulder hams, per lb	0 11½ 0 12
Backs, plain, per lb	0 17 0 17½
" pea meal	0 17½ 0 18
Heavy mess pork, per bbl	21 50 22 00
Short cut, per bbl	25 00
Lard, tierces, per lb	0 14
" tubs "	0 14½
" pails "	0 14¾
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	7 75 7 85

BUTTER.—Owing to the recent rains, which were pretty general, the butter yield received a new stimulus and the receipts have not fallen off as was expected, during the dry spell of weather. The market is steady with nothing in sight to cause any excitement.

	Per lb.
Fresh creamery print	0 22 0 23
Farmers' separator butter	0 19 0 20
Dairy prints, choice	0 17 0 18
Tub butter	0 17
Baking butter	0 13 0 15

CHEESE.—There is nothing exciting in the cheese market. It is looked at as being too high for buyers to invest on speculation. On account of its scarcity old cheese brings ¼ cent more.

Cheese, large, prime	0 14½
" twins	0 14¾
" new	0 12½ 0 12½

EGGS.—The supply of eggs is keeping up well, but the shrinkage through bad eggs, is increasing. If the merchants in the country would insist on candling the eggs, and only buy good eggs from the farmers, they could easily get 1c a dozen more for them. On account of this shrinkage dealers have advanced their selling price of candled stock to 22c.

Fresh eggs	0 22

POULTRY.—The trade in this line is satisfactory. Spring chickens are getting more plentiful from week to week, and prices in consequence are a little lower. There is plenty of all kinds of fowl to meet a good demand.

Early spring chicken, alive, per lb	0 20
Young chicken, dressed, per lb	0 14
Hens, per lb. dressed	0 10
Turkeys, per lb., large	0 15 0 16
Spring ducks	0 17

FRUIT CROP IN ONTARIO.

The Ontario Department of Agriculture has issued a special June crop bulletin in which it states that "fruit blossoming was late but full, and there has been a more general setting of fruit than in ordinary years. Apples will likely turn out satisfactorily, for although early varieties will be scarce, the more valuable winter varieties promise a big yield. Pears will be only fair. The latest reports regarding peaches put the probable yield as medium; in some places the trees have been attacked by curl leaf. Plums are likely to be a full crop, taking the province as a whole, although in some of the St. Lawrence and Ottawa counties a number of trees are said to have been 'blasted.' Cherries will yield from fair to large crops. Grapes promise an average yield, and small fruits generally will do well unless drouth sets in early."

John Blacklock has secured the store formerly occupied by the late A. J. Throop, Ridout Street, Port Hope, Ont., and opened on Wednesday with a new stock of groceries and provisions.

Original Bookkeeping Ideas of a Retail Grocer

On Account of too Much Labor With the Old System He Devises One of His Own—Posts From Check-book to Ledger—Always Has Total Amount Owing by any Party—Never Sends out Itemized Accounts.

By M. Moyer.

With all the wearisome work in a grocery there is nothing so tedious and tiresome as the keeping of accounts in a credit store. For years this had been my great burden and I undertook to devise some plan to relieve myself, to some extent at least, of the slow process of entering all accounts from the check-books into a day book; from there to carry them to separate pages in the ledger for each customer, and then again render itemized accounts.

In the first place I resolved that I would not make out monthly itemized statements after I had sent itemized bills with the goods at the time of the purchase. I then struck upon a new plan and I shall try to make as clear as possible, how I succeeded in doing my book-keeping with less than one-quarter

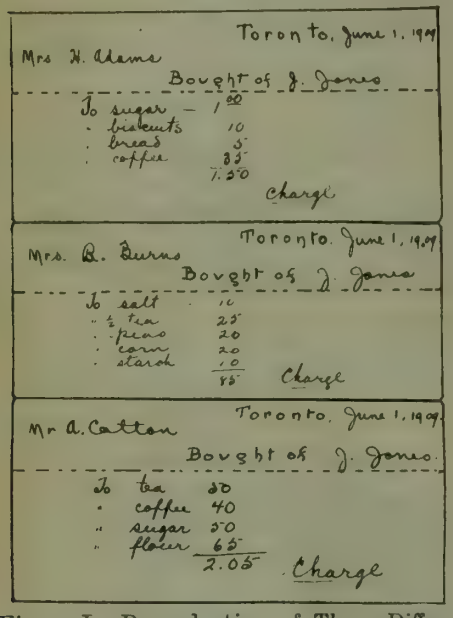


Figure I.—Reproduction of Three Differernt Pages From Counter Check Book.

of my previous work, and which served my purpose satisfactorily for 15 years.

I used the ordinary duplicate check books now in almost every store, and a ledger in the shape of a book of about 120 pages, 10 x 14 inches, and costing about $1.50. This would allow 10 pages each month for one year.

All orders were taken in the usual way on the check book, the leaf being torn out and sent with the goods, leaving a copy in the check-book, from which, if not paid, the amount was carried to the ledger. The ledger was arranged alphabetically and the amounts charged as shown in the accompanying drawings, which are the duplicate left in the check book, and shown here as Fig. 1.

These are posted as you see in Fig. 2, and with them in the same manner other purchases throughout the month. The figure in front of the fraction is the date of the month, the denominator the number of the check-book and the numerator, the amount of the purchase.

For instance Mrs. H. Adams on June 1, purchased goods to the value of $1.50,

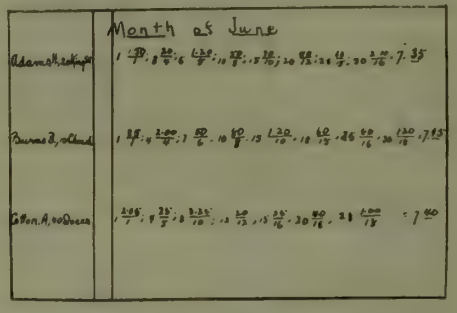


Figure II.—Drawing Showing How Accounts are Posted From Check-Book to Ledger.

as shown by check-book No. 1; on June 3 she bought 20 cents' worth as per book No. 4, etc.

Enough space between names is left in the ledger to allow the names of new customers to be entered.

You will now understand how the amounts are carried from the check-books to the ledger and at the end of the month carried to new pages as shown in Fig. 3. At the same time an ordinary monthly bill, not itemized, but giving the total amount purchased each day is sent to the customer.

A bracket will be noticed around the $7.35 in the panel opposite H. Adams' name in Fig. 3. That means that the

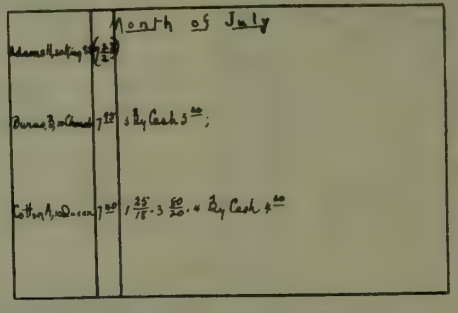


Figure III.—This Illustrates How Ledger Is Kept After First Month's Business.

account has been paid in full by H. Adams and the 2 beneath shows it it was paid on July 2. In connection with B. Burns' account, $5 cash was paid me on July 3rd.

After all bills have been made out at the end of the month and the names carried over to the page represented by Figure 3, with the total amounts purchased the previous month, opposite the names, I had little difficulty in determining the total amount I had on my books. All that was necessary was to add up the fignures opposite the names. This was done every month, and if not paid, the amounts were carried forward.

The check-books are all numbered and filed in regular order, so that in case a customer has lost one of her bills and would like to see the items, I could, by looking at the date of the purchase and the number of the book at once put my hand on it and see copy of the original order.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

Another Car of Gurd's Celebrated
Gold Medal Brooms
JUST TO HAND
The quality is fine, and they are strongly wrapped. Send us your order before they are all sold.
W. H. ESCOTT
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BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
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SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
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MADE IN CANADA.



MAGIC BAKING POWDER

SOLD and USED EVERYWHERE in the Dominion.

Makes Baking Easy, Dependable and Economical.

All Canadian Dealers Have It. REFUSE SUBSTITUTES.

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

It is not Necessary

to explain to an intelligent dealer who knows that Beans are twice the price now they were a few years ago, why

Clark's Pork and Beans

are slightly dearer than they were.

IT MAY BE NECESSARY to explain to individual customers why the price to them is a little higher, but every grocer who wishes to retain good buyers by keeping the best goods will take pleasure in making the explanation.

William Clark

MONTREAL

Manufacturer of

HIGH-GRADE FOOD SPECIALTIES

Valencia Raisins

A. MAHIQUES PARIS

DENIA

For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

"It gives us great pleasure to say that "the A. Mahiques Paris Brand Fine "Selected Raisins purchased from you "this year have turned out exceedingly "fine in quality. We have compared "them with what we considered other "first-class brands, and in our opinion "they are superior to any Fine Selected "we have examined this year."

Thos. Bell, Sons & Co.

AGENTS

MONTREAL

How to Educate Consumers to Eat More Cheese

Intemperate Use of This Nutritious Food The Cause of Comparatively Small Home Consumption—Teach Buyers To Eat Cheese In Small Quantities Regularly—A Grocer's Experience With Honey—Sales Increased From A Few Hundred Pounds to Fourteen Tons.

By A. H. Harvey.

The article on the home consumption of Canadian cheese which appeared in The Grocer a short time ago, opens up an interesting question of vast importance to our country, and which should have careful consideration. That we are a large cheese producing country and yet not a cheese eating people is a fact which the writer of that article observes and which is to him of sufficient importance to enquire into the cause and also to suggest a remedy.

His idea is, that the cheese eaten here is not sufficiently ripened or cured to create a fondness for it. It is, however, not always the taste or flavor alone of an article which governs its consumption. There are other causes, which are often based on mere opinions and not facts. The prevailing opinion is that cheese is hard to digest and for that reason some, with weak stomachs, do not eat it at all, and many others seldom use it for the same reason.

We are also led to believe that old and fully ripened cheese is more easily digested than that which is less ripened. Whether this is a fact or a mere opinion it nevertheless affects the consumption of new cheese.

As an observant grocer of many years experience I have seen the consumption of many articles checked through the circulation of erroneous opinions. A few years ago when the people got the first serious fright from appendicitis it was claimed by medical men that the trouble was chiefly caused through the seeds in fruit. This at once very materially checked the sale of raisins, figs, raspberries, etc. This was nothing but an opinion and not a fact, but it had for some time the same effect as if it had been a fact.

The public at present is laboring under the belief that cheese is hard to digest, and for that reason, more than anything else, it is not used as a regular food. The real reason why old cheese is easier digested than new has never been demonstrated and it may also be nothing more or less than an opinion.

A Strength Producing Food.

One thing we all know and that is that cheese is a very nutrious food whether new or old. Your correspondent makes the statement that one pound of cheese contains as much nourishment as 2½ pounds of beef. Might it not be possible that the whole trouble is caused through the intemperate use of cheese. If one pound of cheese is equal to 2½ pounds of beef it is a very easy matter to cause stomach trouble by eating too much at a time. Look at the piece of cheese some people eat, multiply that by 2½ and eat that much beef and see what the effects will be on the stomach.

It is even claimed that cheese eaten in small quantities aids digestion, which should prove conclusively that cheese, if used moderately cannot be an indigestable article of food. The difference between old cheese and new may perhaps be accounted for, for the fact that old cheese being much stronger, is eaten in small quantities, whereas new cheese which is mild, is eaten in larger quantities. Honey also is a very nutritious food, and few people know how to use it. As a rule they eat altogether too much of it at one time, which sickens them and the honey gets the name of being hard to digest, which when used properly is a very wholesome food.

Proven by Experiment.

Some years ago we proved this by actual experiment, which satisfied me that people should know something about the nutritious value of food and eat in quantities accordingly. In retailing honey to consumers I at first found a great many people who had unpleasant effects from eating honey and they would not try it again. In every case they had eaten an unreasonable quantity. To overcome this prejudice we made it a rule to caution all purchasers of honey not to eat more than a certain quantity at a time. The result of this was that our honey sales increased from a few hundred pounds to fourteen tons a year, and the thought of it being indigestable entirely disappeared.

I believe by judicious handling and proper education that the same results could be worked out in cheese. Instead of eating cheese ocasionally and then in immoderate quantities, it should be a daily food, eaten in smaller quantities.

EPPS'S GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

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NUTRITIOUS AND ECONOMICAL **COCOA**

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
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SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

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SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demane daily. It pays to sell the best. We guaranted SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

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WHITE DOVE BRAND



Almond Paste



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SATISFIES EVERYBODY

W. P. DOWNEY

MONTREAL

Christie Fancy Biscuits

EUROPEAN BISCUIT MANUFACTURERS WOULD BE THE FIRST TO ADMIT THAT CHRISTIE FANCY LINES ARE EQUAL IN QUALITY, PURITY AND NUTRIMENT TO THE BEST MANUFACTURED ANYWHERE. Yet we would hesitate to compete with the high standard English manufacturer on his own ground. Because *we know that a long sea voyage would not add anything to the flavor of Christie Biscuits.*

There's no doubt about the high Quality of the rare European Fancy Biscuits *on the other side of the Atlantic.* But when they are shipped over here *there's a difference.* Grocers, mindful of their reputation, would as soon hand out counterfeit change as stale biscuits to their customers. Why take chances? Stock Christie Fancy Biscuits. You can always get them fresh—in small quantities—when you want them. And on this side of the Atlantic, they *are* incomparable.

N.B.—"Madeira Mixed" and "Cherry Rings"—our newest biscuits—amply sustain the Christie reputation.

Christie, Brown & Co., Limited, Toronto

DAILY CAPACITY 30,000 LBS.



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BISCUIT MANUFACTURER

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"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg





ARE THESE LINES ON YOUR SHELVES?

SHIRRIFF'S CONCENTRATED FRUIT ESSENCE

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They are all goods that stand for Supremacy, Superiority and Salability. : : : :

WE WOULD LIKE TO QUOTE PRICES

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The Evils Following Price Cutting on Sugar

Does a Grocer Gain by Listening to the Appeals of the Bargain Hunter?—The Cause of Cutting of Prices — Actual Experiences Show Value of Quality In Goods.

By Victor Lauriston.

The preserving season has already opened in most sections, with the advent of strawberries. Raspberries, cherries, currants, blackberries, and the larger fruits, will follow in continuous succession till well into the fall.

The preserving season is a busy time for the grocer. True, he profits little if at all upon the fruits themselves; but sugar, jars, rubbers, and other preserving accesories are in steady demand.

Here and there an isolated grocer is seizing the golden opportunity to gratuitously cut his own throat and that of his fellow tradesmen by slaughtering sugar prices beyond all possibility of profit, in the empty notion that he will "boom business in other lines" by so doing. Fortunately, grocers during recent years have been educated to the folly of price cutting, and, as already stated, the evil is becoming more and more isolated to grocers who have not a business understanding of their trade.

"To attract customers—to boom business in other lines" is usually the aim which the price-cutter has in view.

After all, does a cut in sugar in the middle of a preserving season "boom business in other lines"—or does it in the long run attract customers, for a grocer to advertise his goods as inferior in price and, inferentially at least, inferior in quality?

Certainly, price cutting on sugar in the middle of the preserving season does little to "boom business in other lines." Merchants have almost uniformly observed that during the fruit and preserving season the bulk of their business is confined to special, seasonable features, and that shelf goods—regular lines of trade—show a marked falling off. As a matter of fact, the woman who is buying sugar for preserving will be too busy to cook elaborate meals, and her demand for other lines will be at a minimum till the preserving season is over.

How Price Cutting Works.

To their credit be it said, merchants are rarely the real originators of a "cut" in sugar or anything else. Usually, the cut originates in the mind of a bargain hunting housewife. The wish is father to the thought; and the thought is in turn father to the cut-price.

Recently, at the commencement of the strawberry season, a housewife set out upon a bargain hunting tour. The tour began—and ended—with her nearest grocer. She informed him that she intended purchasing a hundredweight of sugar for preserving. What, she desired to know, was his best price.

"Five twenty-five," he rejoined.

"I can get it at So-and-So's," remarked the lady, "for $4.80. Of course, I'd rather buy from you because you're nearer, but——"

The upshot of it all was that, after a half hour's haggling, the grocer sold the lady a hundredweight of sugar of the cheapest refined grade for $4.80—which, after figuring in original cost, freight, handling, and other essential items of expense, meant a dead loss to him. But he "kept her trade."

How? Well, this is how it worked out. The conversation reported is the lady's—much abbreviated, for obvious reasons.

"Really, I don't like to deal with Mr. Blank any more, he charges so awfully high for everything. Just think, I went there to buy my sugar, and he wanted to charge me $5.25 a hundred, and then he sold it to me for $4.80. I suppose it's the same with everything else, but you know, these corner groceries are so dear."

Probably, henceforth, remembering her "narrow escape from being robbed" this lady will buy from Mr. Blank only when she simply can't avoid doing so, and on other occasions will go to stores where she knows the prices are rock bottom, just because she's tried herself to beat them lower and failed to do it.

And finally, enquiry showed that Mr. So-and-So had never quoted her any price of $4.80. His price for even the cheapest grade of sugar was $5.00, and he kept it there. Mr. So-and-So's price of $4.80 was merely a figment of the bargain hunter's imagination.

Don't Cut—Preach Quality.

"Preach quality" is the motto of many a successful grocer in the handling of bulk goods. And nowhere is the preaching of quality so effective as in dealing with sugar.

There are few things dearer to the housewife's heart than her preserves. Upon them she lavishes an immense amount of labor in the very hottest of hot summer days. To them she "points with pride" in conversations with her neighbors. She is never so deeply chagrined as when she opens a jar of preserves in mid winter to find that they have spoiled upon her hands.

And, with every woman, though a bargain is a bargain, on the other hand preseves are preserves. She will walk ten miles on a hot summer day and canvass twenty grocery stores in the hope of buying a hundredweight of sugar for twenty cents less—but she will, on the other hand, gladly pay fifty cents extra for her sugar once she learns to regard low priced sugar as a synonym for spoiled preserves.

Many practical grocers know this. Says one:

"Yes, there is a cheap grade of sugar. I never handle it at all. My patrons won't buy it."

This grocer takes his patron into his confidence. He explains to her that there are various grades of sugar. Of course, his customer wants the best. The price is, say, $5.25 a hundred—he could not supply it for less.

The customer suggests that a cheaper grade might do—something about $5 or less. The grocer smiles sadly, and rejoins that he did try such a grade at one time, but it didn't pan out well. Too many customers complained. Hence he decided to cut out everything except the higher grades, which he could conscientiously recommend. If the customer wants cheap sugar, she can probably get it at some stores.

But as a rule, she doesn't—especially after the grocer's harrowing hints at spoiled preserves. The field is sown with the wheat of good returns for that particular merchant and those who make a practice of selling good goods at fair prices—but it is sown with the tares of disappointment for the price cutter.

Thanks to grocers who have stood their ground, there are thousands of women who have been convinced of the solid, substantial truth that quality can be secured only by paying for it, and that quality at a fair price is the cheapest purchase in the long run. Such women dodge the grocery bargain counter as they would the plague, and shrewdly suspect the quality of the canned goods that are labeled with the cut price tag. Maybe they miss a genuine bargain here and there—but they also escape a host of pitfalls. And there would be more such women if only more grocers had the courage to stand up and insist upon that to which they are honestly entitled—a fair and reasonable price for their goods.

AVERAGE CROP OF FRUIT.

So Points Out Circular Issued by Fruit Division of Department of Agriculture.

The Dominion Department of Agriculture, fruit division, has sent out the following summary on the fruit crop prospects in Canada:—

Weather conditions in Canada have been favorable during the month of June for fruit development.

Apples.—Eastern Canada will have a large crop of winter apples from present indications. Early and fall varities will not yield as heavily.

The apple prospects in British Columbia will hardly reach the average.

Pears.—An average crop is expected in the commercial pear sections of Ontario.

Plums are estimated somewhat lower, generally, since the heavy bloom, but are showing for an average crop, except in British Columbia, where the crop will be light.

Peaches.—Early peaches are reported medium to full crop; late peaches medium. "Curl leaf" is very prevalent, affecting Elbertas particularly.

Grapes.— Concords promise a full crop; white and red grapes, medium to full crop.

Cherries will be a good average crop.

Tomatoes promise a good crop.

Small Fruits promise well everywhere. Strawberries in Southern Ontario are a very large crop.

Insect and Fungus Diseases are fairly prevalent, but comparatively little damage is reported yet, except from the cankerworm in Nova Scotia.

United States. — Present indications show about an average crop to compete with Canadian winter stock.

"BORDO"

(REG.)

CHOCOLATES

Note, Mr. Grocer, the *new* name we have decided upon for the *old reliable* Bordeaux Chocolate you know so well.

We thought out this name, and had it registered, for *your* protection and that of your customers.

As makers of the famous Bordeaux Chocolate we have forged right to the front rank—our Bordeaux ("BORDO") has proved ever satisfactory, the kind the people want.

At the same time, it has been proved that it is *inimitable.*

This we know because others have *tried* to imitate it. But they have not succeeded.

Much confusion arose owing to the large number of these imitations, so we decided to protect the trade and their customers.

Hence our new name—"BORDO"—which is stamped on each and every chocolate.

"BORDO"

(REG.)

CHOCOLATES

are sure money winners—are the leading sellers, always.

For over *twenty-five years* we have been making this chocolate, and it has held its popularity, increasing ever, all that time.

The same man has been, and is, at the head of this department all this time. Others may say what they will, we always have had, and have to-day, *the* "BORDO" *chocolate that the people want.*

We want YOU to share in our profits.
You can do so. Why not, when you can?

Write us for FREE SAMPLES of our "BORDO" Chocolate.

Costs *YOU*—**25c.** per lb.

You ***sell*** at **50c.** per lb. Order a small trial lot.

THE MONTREAL BISCUIT COMPANY

"The Originators"

MONTREAL

All the Year Round

Cowan's

Cocoa and Chocolate

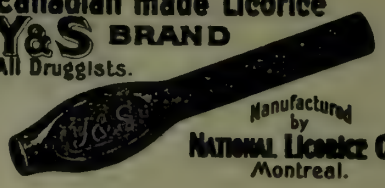


are in demand. Strong, persistent advertising, backed up by absolute purity and uniformly delicious flavor, has made "Cowan's" a household word in Canada.

The Cowan Co., Ltd.

Toronto

Canadian made Licorice
Y&S BRAND
All Druggists.



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal Letters Patent

NELSON'S

POWDERED GEATLINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G Bedlington, Calgary

Flour, Cereals and Confectionery Department

What Uniformity in Weights in Flour Means — Price of Wheat Declines and Demand for Flour is Lessened—Cereal Market Steady.

With all our progressive ideas, is it not time that the different weights of flour as sold by our grocers should be somewhat changed? A barrel of flour contains 196 lbs. net, which likely was adopted to be equal to 14 English stones of 14 lb. each. For the convenience of retailers it is done up in paper bags of ¼ barrel equal to 49 lbs. or ⅛ barrels equal to 24½ lbs. and then in a 1-14 part of a barrel equal to 14 lbs. or a stone, as well as half stones and quarter stones. In nearly all stores a quarter barrel is sold as a 50 lb. bag, perhaps sometimes unintentionally, and an eighth of a barrel as a 25 lb. bag. Would it not be better to do away with the barrel or stone idea altogether, and sell flour in 5 lb., 10 lb., 25 lb. and 50 lb. bags net? In some parts of our country dealers do not know what a stone means. They buy the flour in bags of 100 lbs. and sell it in round numbers net weight. There should be a uniformity of weight and nothing is more convenient than the decimal rates, similar to those used in connection with our money.

MONTREAL.

FLOUR—Some export trade is being done at satisfactory prices, though such sales are confined almost exclusively to importers in Great Britain. Locally a fair amount of business is being transacted at the old prices.

Winter wheat patents, bbl	6 80	6 85
Straight rollers, bb	6 50	6 60
Extra, bbl	6 00	6 10
Royal Household, bbl	....	6 30
Glenora, bbl	....	5 80
Manitoba spring wheat patents, bbl	....	6 30
" strong bakers, bbl	....	5 80
Five Roses, bbl	....	6 30
Harvest Queen, bbl	....	5 80

FEED—Business has not improved noticeably since last week. Prices remain unchanged.

Ontario bran, per ton	22 00
Manitoba shorts, per ton	24 00
" bran, per ton	23 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

ROLLED OATS—Sales continue rather light, as they usually are at this time of year.

Fine oatmeal, bags	3 15
Standard oatmeal, bags	3 15
Granulated " "	3 15
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 90
" "	6 05

TORONTO.

FLOUR—The conditions in the wheat and flour market have considerably changed. The keen competition in buying wheat has disappeared, and instead of looking for wheat the millers are now looking for buyers for their flour. It appears that there is more wheat scattered round among the farmers than was supposed some time ago, and in view of the coming crop millers are not anxious to buy more than they need to keep their trade supplied, until the new wheat is available, which they expect to buy for less money. Many of the farmers who were watching the market to go still higher when it had reached the $1.40 mark, are now kicking themselves for having hung on too long, and the millers are tickled, because they did hang on. A good many loads of wheat are now coming in sight which are quietly and perhaps secretly held for the $1.50 point. The market in flour is quiet with little doing. All are buying from hand to mouth, looking for lower prices.

Manitoba Wheat.		
1st Patent	6 20	6 40
2nd Patent	5 90	6 10
Strong bakers	5 70	5 90
Winter Wheat.		
Straight roller	....	6 20
Patents	....	6 40
Blended	....	6 00

CEREALS—There is no change in this line this week, although wheat is a little cheaper. Oats remain firm and and not much are offered.

Rolled wheat, car load	3 50
" oats "	2 75
Oatmeal, car load	3 00
Rolled wheat in barrels, 100 lbs.	3 70
" oats in bags, per bag 90 lbs.	2 90
Oatmeal, standard and granulated, in bags 98 lbs	3 20

A MODERN HAMLET'S SOLILOQUY.

To send, or not to send—that is the question:—
Whether 'tis better to keep the goods,
And so make sure of what is in possession,
Or let them go, and run the risk of payment?
To send — to part with — perchance to lose!
Ay, there's the rub.
For once the goods are gone
What skill can charm them back,
Or get the cash from slippery debtors?
What will be done when th' account falls due?
Will cash be paid; or e'en post-dated cheque?
Or promise to remit be quickly made
To be as soon forgotten?
And then reminders much like Thunar's blows,
Softly at first; though each with added force.
Yet no response—silent as a shadow—
Ne'er a stiver, nor soothing plea for "time."
Will then "A Meeting" end suspense?—and hope!
If packed, forsoth, with doting relatives,
Bent on proving claims for borrowed money;
Yet solaced by a shilling in the pound!
And that lean pittance fast in lawyer's grip;—
Leaving us nought but sad experience.
Yet sell we must,
And selling, trust,
That some, some day,
May something pay.

—J. C. Burleigh.

The Taste Tells

When you are selling Soda Biscuits to picnicers, campers, excursionists, etc., the purchaser does not buy on account of an attractive box, a certain shape or the mere say-so of the man behind the counter. Sales are made owing to the flavor. Then take advantage of this and carry the rapid selling, only unapproachable and appetizing





COX'S INSTANT POWDERED GELATINE

A Pure Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs. Cox under the control of their scientific staff.

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH

FIRE-ESCAPE CONTEST.

Prize of $100 Offered to Traveler Who Presents Best Design on Commercial Travelers' Day.

Commercial Travelers' Day in connection with the National Exhibition, Toronto, will be celebrated this year on Saturday, Sept. 4th. The principal feature arranged by the Exhibition committee of the association, which met on Friday, July 2nd, was the fire-escape contest. This promises to be of especial interest, as it is something in which every knight-of-the-grip is particularly interested. A prize of $100 will be given jointly by the Commercial Travelers' Association and the License Department of the Ontario Government, for the fire escape which is considered the best for the private chamber in a hotel. The committee in charge, anticipate the exhibition of several designs—the contest being open to all members of the association. All entries must be sent into the secretary of the Toronto Association, Jas. Sargent, 51 Yonge Street, Toronto.

Travelers' Day will also include a five mile marathon race for prizes valued at $125, open to amateur members of the association, holding certificates for 1908 or 1909. A baseball game between the Toronto and Hamilton sections will be still another feature of the day. The winners will be holders for the year following of Ex-president M. C. Ellis' silver trophy, now resting under the wing of the Toronto association.

During the afternoon there will be a meeting which will be addressed by a number of the leading public men of the day.

As the programme is a particularly good one the energies of those in charge will be directed to making the Commercial Travelers' Day of 1909 better than the best of the past.

CANADA AND FRANCE.

Better Trade Relations Will Exist From Government Missionary Work.

Montreal, July 7.—"Canada is much more widely known in France since the French treaty has been before the two nations—two years now — and the resources of the Dominion form the subject of frequent discussions wherever business men meet."

This statement was made to The Grocer by H. Laporte, of Laporte, Martin & Co., Montreal, who has just returned to Canada.

"You would be surprised at the amount of good which has come from the missionary work accomplished by a couple of the members of the staff maintained by the Federal Government in Paris. During the last two years these two gentlemen have been traveling over France meeting the members of the Boards of Trade in different cities, giving lectures, discussing Canada with interested busine s men, and otherwise looking after the interests of our country. As a result of the good work they have done, considerable new business has resulted, to mutual advantage.

"I do not know whether or not these gentlemen will continue to travel over France in the interests of Canadian trade, but it is to be hoped that they will. I should think that it would be an excellent idea for the Government to send over a delegation composed of three or five leading Canadian business men, in order that they might, for the benefit of Canadian manufacturers and wholesalers, meet the chief French business men, and discuss with them how best to improve trade relations. The experience of the two agents of the Government I have mentioned proves the feasibility of such a suggestion.

"With a good direct steamship service, such as we will presently have, there is no reason why trade between the two countries should not be doubled."

Continuing, Mr. Laporte stated that a late, cold winter had retarded seeding operations, and all French vegetables would, in consequence, be in short supply this year. French peas, he said, would not be more than one-third of last year's crop, in size.

A PRESENT-DAY HEZEKIAH.

There are prophets among travelers as well as profits in the goods they sell. The following prediction was heard fall from the lips of a tea traveler one day last week just prior to a thunder storm: "The general tenor and aspect of the elements are indicative of ponderous moisture." Is it any wonder it rained?

The Canadian trade commissioner writing from Durban, South Africa, says: "It is possible that Canadian cigar makers might do something out here, as they turn out quite an excellent article. A fair cigar at a reasonable price with a good name might be tried by one or two large Quebec or Ontario firms."

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
Wax-Waterproof Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

TO WHOLESALE TRADE:—
Buy your
Whole Spices, Coffees, Sardines, etc.,
from
H. COLLINGS & Co.
16 Philpot Lane, E.C.
LONDON, ENGLAND
"Repeat Orders the Rule"
Quality always right Shipments prompt
Agents in MONTREAL, Mr. I. Russell Murray
" KINGSTON, Mr. C. de Carteret,
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bick. & Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.
Established 1856


From the Atlantic to the Pacific retail grocers and general stores are selling
WILSON'S FLY PADS
because they give universal satisfaction and pay a very large profit.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

Flour Cleanliness

3. Dirty Fingers Don't Touch Good Flour.

THE FARMER gets wheat out of dirt, and the miller gets dirt out of wheat. The more dirt he gets out of wheat and keeps out of the product the better the miller is he.

¶ But what's the use of spending a fortune in wheat cleaning if *afterwards* dirt is again introduced in the grinding or packing departments?

¶ Why is it that the best surgeons nowadays wear rubber gloves when performing critical operations? Is it to avoid being infected themselves, or to avoid infecting their patients by contact with *hands unprotected?* Surgeons declare it is *impossible* to wash the hands so that they will be free from the danger of germ infection.

¶ Food and fingers are the carriers of contagion. That's why the FIVE ROSES process of flour milling is *entirely mechanical.* Not a hand, not a finger, can touch FIVE ROSES from the moment it enters our hoppers as the plump Manitoba wheat until it reaches *your* counter, the finest spring wheat flour under the sun.

¶ Through the sun-flooded mills at Keewatin out in the country air, through the wheat cleaners and scourers; the breaks, scalpers, purifiers; the rolls, sifters, dusters and blenders; via a thousand spouts, elevators and conveyors; into the *automatic* packers, into the barrels and sacks *without ever touching a hand,* from start to finish perfect purity—FIVE ROSES flour!

¶ Tell your customer that *her* hands are the first to touch FIVE ROSES, and she will have no other. Don't YOU want to sell bagged perfection or barreled purity—FIVE ROSES?

LAKE OF THE WOODS MILLING CO., LTD.

MONTREAL ∴ Sole Makers of Five Roses ∴ WINNIPEG

The Grocer's Encyclopedia From Week to Week

Where The Lime Fruit Is Grown and The Source of the Canadian Supply—What the Grocer Should Know About It—Valuable For Its Medicinal Properties—Produces a Better Drink than Lemons.

LIMES—Probably it is due to the fact that so little is known about the fruit of the lime tree, that the sale of it in Canada is as yet somewhat meagre. However, the lime is gradually working its way up in the estimation of the public and in a few years hence there promises to be a good demand in this country.

The lime tree is not a very large one—in fact it might be called a shrub. It belongs to the citrus family like the orange and lemon and resembles the latter fruit in almost everything but size. In a good sized lime there is more juice and citric acid than there is in an ordinary lemon. It is also bitterer than the commercial varieties of lemon.

The Canadian Supply.

The native home of the lime is represented as southeastern Asia but it has spread to many other tropical countries. The supply for Canada comes from the British West India islands of Dominica and Antigua, principally the former. Very few limes come direct to Canada but are purchased through New York. Jamaica, Trinidad and Florida are other producers of this fruit.

Probably the best quality of lime is produced in Montserrat, one of the West Indies, but few of these are exported. The great industry of Montserrat is the manufacture of lime-juice and the fruit is practically all used for that purpose. This lime-juice is famous the world over.

The tree, like the lemon, bears practically all the year round.

Grocers who handle the fruit should know something about its qualities. The lime is one of the most important producers of citric acid well known for its medicinal properties. The juice is highly valued for making cooling drinks with the aid of sugar and water. It is recommended by authorities as better than lemonade.

Just at the present time hotels use the fruit more or less extensively for flavoring fish, meats, etc., as well as for mixing with drinks and many of them buy large quantities. In the West Indies where it is grown it is used for cooking and making sauces in much the same way as lemons are used here. Flavored with nutmeg the drink becomes very refreshing and palatable.

First Direct Shipment.

As intimated before, limes have not been used to a large extent in Canada. The first direct shipment came to a Toronto fruit firm in 1905, but even now most of them come to Canada via New York. They are, however, growing in the popular favor and comparatively large quantities come during the summer season.

The cost to retailer in Ontario is usually around $1.25 to $1.30 per hundred limes.

HALF HOLIDAY IN WINDSOR.

Windsor, July 7.—The grocers and butchers of Windsor have agreed to give their employees a weekly half holiday every Thursday afternoon during July and August.

The move has been brought about largely through the earnest efforts of W. J. Cherney and G. H. Nairn among the grocers, and Harvey & Co. among the butchers, though others lent a helping hand.

Mayor Wigle, of Windsor, in an open letter congratulates the merchants in these lines for their progressive move, and Dr. Smith, chairman of the park commission, has set aside the park for the sole use of the employes for their Thursday afternoon games.

HONEY PROSPECTS ARE GOOD.

Chatham, July 7.—From all accounts, the honey output of this section will be exceptionally large this year.

In 1907 and 1908 the bee raisers experienced comparatively bad years, and the output was small. This year, however, weather conditions have been favorable, and a big gain in the output is expected.

An indication is the brisk demand among dealers for bee supplies of all sorts, consequent upon the busy swarming recently.

Tell Your Customers That :

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Every Progressive Grocer handles
PICHET TEA BISCUITS
as well as every First Class Hotel and Leading Tobacconist handles the Famous Imported
Germinal and
La Perla Del Oriente
Manilla Cheroots at 10c.
No equal value on the market for the money.
JOS. COTE, Importer, Sole Agent,
186-188 St. Paul St. Branch—179 St. Joseph St.
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

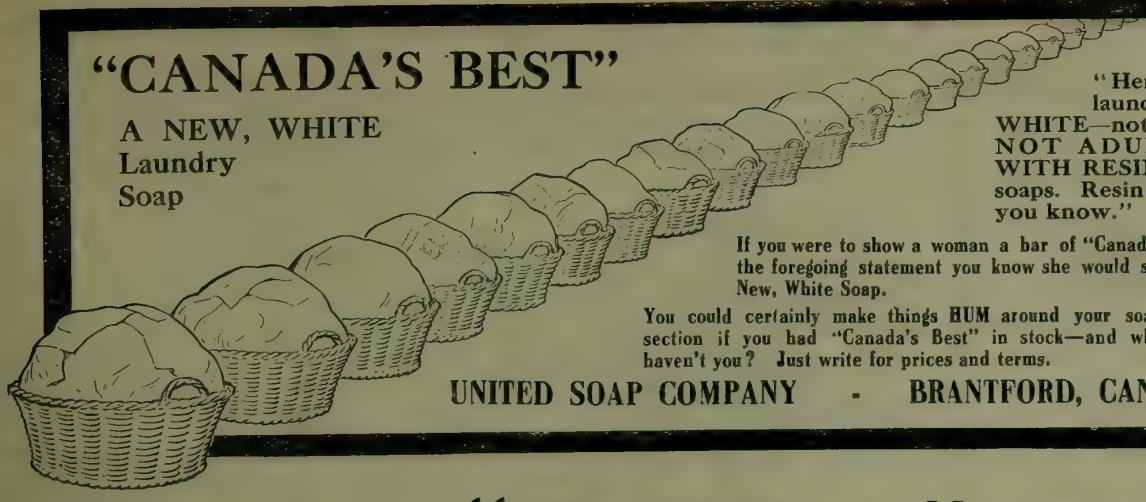
Already a Big Seller

Sold by all the Wholesale Trade



"CANADA'S BEST"

A NEW, WHITE
Laundry
Soap



"Here a NEW laundry soap. It is WHITE—not yellow! It is NOT ADULTERATED WITH RESIN, as are yellow soaps. Resin ROTS clothes, you know."

If you were to show a woman a bar of "Canada's Best" and make the foregoing statement you know she would straightway buy this New, White Soap.

You could certainly make things HUM around your soap section if you had "Canada's Best" in stock—and why haven't you? Just write for prices and terms.

UNITED SOAP COMPANY - BRANTFORD, CAN.



"7-20-4"

Easy to remember for 2 reasons

The NAME—quickly thought of. The QUALITY—always lingers.

Our Guarantee

"S.C.CO."

Stamped on every cigar.

You cannot go astray with this line,

The Sherbrooke Cigar Co., - - - - Sherbrooke, Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Canadian Fruits

Strawberries Cherries
Gooseberries

Imported

Watermelons Tomatoes
Cabbage Cukes Beans
Valencia Oranges
Verdilli Lemons
California Lemons
California Peaches, Pears
and Plums.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

PACKED BY
Franc Tracuzzi
MESSINA
ITALY

To-day unloading at Boston and New York 1,500 Boxes

St. Nicholas Home Guard

Verdelli Lemons for Toronto. Get them if you want the BEST.

AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Warm Weather Accounts for Extensive Fruit Sales—Strawberries Still Lead on the Fruit Markets—Dry Weather Shortens Season—Canadian-Grown Vegetables Take Place of Imported.

MONTREAL.

GREEN FRUITS—Continued warm weather has been most welcome to the fruit trade. It looked at first as if there was not going to be much of a summer, but recently there have been some fine days for fruit sales, and good business has resulted. There has been a very strong demand for lemons for lemonade making and for other such purposes. Oranges are steady. The first car of Bartlett pears arrived on Monday, and sold fairly quickly, considering the high price asked, $4.50. This is not prohibitive, for an opening figure, and is easily obtainable from retailers who have an exclusive trade to cater to. Strawberries are arriving very freely, and low prices continue to rule. All California fruits are in strong demand, and carloads are quickly disposed of when put up at auction, daily, almost. California cantaloupes are now on the market. Bananas are moving freely at old prices. Watermelons are in good demand, too.

Apricots, California, per crate	1 75	2 00
Apples, Spies, XXX, bbl.	7 00	7 50
" Ben Davis, XXX, bbl.	....	6 50
Bananas crated, bunch	1 25	1 90
Cherries, California, black, per box	2 00	2 50
" " white, "	....	2 00
Cantaloupes, Georgia, crate	5 00	5 50
" California, crate of 45	....	6 50
Cranberries, per crate	....	5 00
Cocoanuts, bag	....	4 00
Grape fruit, per box	4 00	6 00
Lemons, crate	2 75	4 50
Limes, per box	....	1 00
Oranges, California navels	3 00	4 00
" " bloods	....	4 25
" " late Valencias	....	3 75
" Valencias	4 50	5 00
" Cubans	2 25	2 50
" Mexican	....	3 00
" Sorrento	....	2 50
" Messina Ovals, half boxes	....	1 75
Peaches, California, box	....	1 25
" Georgia, per crate	....	4 00
Pineapples, Cuban, crate	2 15	2 40
" Florida, crate	3 00	3 50
Plums, California, per crate	2 25	2 50
Pears, California, (Bartlett) per box	....	4 50
Strawberries, Canadian, per basket	0 05	0 10
Watermelons, each	0 40	0 50

VEGETABLES—Good business came with the warm weather, there being quite a noticeable increase in demand for mostly all lines. Canadian peas are offered this week, for the first time, having made their appearance on the market in rather limited quantity. They are put up in small bags, weighing from 18 lbs. to 20 lbs. These are sold to the grocer at 75c each. New cabbage is firmer, as are also leeks, which have advanced. New potatoes are not so high, there having been a drop of 25c a barrel. String beans are quoted at slightly higher figures, while tomatoes are advanced, too. Egyptian onions and green peppers are easier. Boston lettuce is no longer quoted. Cucumbers are freely sold at old prices.

Asparagus, Montreal, doz.	3 00	6 00
" Western, basket	1 25	1 50
Beets, old, bag	....	1 25
Carrots, new, dozen bunches	0 40	0 75
" old, bag	....	2 00
Cabbage, new, crate	2 00	2 25
Celery, dozen	1 25	1 50
Cauliflowers, dozen	2 00	4 00
Cucumbers, basket	1 75	2 00
Corn, imported, crate	....	4 00
Green peppers, crate	....	3 00
Horse radish, lb.	0 15	0 20
Lettuce, dozen	0 15	0 50
Leeks, dozen	1 50	2 00
Mushrooms, lb.	0 50	0 75
Onions, large, lb.	....	0 03
" Egyptian, 112-lb. bag, lb.	....	0 02½
" Bermuda, 50-lb. crate	....	1 25
Potatoes, new, bbl.	....	3 25
" Montreal, bag	....	1 20
" New Brunswick, bag	....	1 25
" P.E.I., bag	....	1 20
Parsley, dozen	....	0 50
Peas, Canadian, 20-lb. bag	....	0 75
Parsnips, bag	....	1 25
Sage, dozen	....	0 60
Savory, dozen	....	0 50
Spinach, Canadian, box	0 40	0 50
String beans, basket	2 00	2 25
Shallots, dozen bunches	0 05	0 10
Sweet potatoes, bbl.	....	6 00
" " basket	....	3 50
Tomatoes, Illinois, small flats	....	1 25
Turnips, bag	0 60	0 70
Watercress, dozen large bunches	....	0 75

FISH—An advance of 1c in Gaspe salmon this week demonstrates the strength of the market for this line, which is beginning to be quite noticeably scarce. Lake trout is not in good supply, either, but the price has not been advanced. Grass pike is easier. Mackerel has been advanced. Haddock and cod are arriving freely and prices are steady. Good demand for halibut is reported. Dressed bullheads are no longer quoted. Continued warm weather has resulted in a scarcity of brook trout. Buck shad is not quoted any more. Smoked and prepared fish, as well as salted, are not moving freely, demand being small. Live lobsters are higher, owing to the close of the season.

FRESH

Haddock, shore, per lb.	0 04
Steak cod, per lb.	0 05
Grass pike, round	0 07
Halibut, per lb.	0 09
Dressed perch	0 10
Dore	0 12
Mackerel	0 09
Sea trout	0 10
Lake trout	0 10
Whitefish	0 10
Sea bass, per lb.	0 10
Gaspe Salmon	0 18
Brook trout	0 20
Flounders	0 10

SMOKED

Haddies, 15 lb. bxs., per lb.	0 08
Kippered herring, per box	1 10
Large bloaters, per box	1 10
Smoked herring, small boxes	0 18
Smoked salmon, sugar cured, per lb.	0 25

SHELL FISH

Choice bulk oysters, per gal.	1 50
"Sealshipt" oysters, per gal.	1 90
Live lobsters, per l.	0 14 0 18
Boiled lobsters, per lb.	0 15

FROZEN

Steak cod, lb.	0 04
Halibut, per lb.	0 08
B.C. salmon, red, per lb.	0 10
Qualla salmon, per lb.	0 09
Fall salmon, per lb.	0 08
Dore, round, winter caught, per lb.	0 10
Large whitefish, per lb.	0 08
Small " "	0 06

SALTED AND PICKLED

Labrador herring, half barrel	2 80
B.C. salmon, half bbls.	9 00
No. 1 mackerel pails	2 00
No. 1 " half bbls.	8 00
Labrador sea trout, bbls.	12 50
" " " half bbls.	6 50
Skinless cod, 100 lb. cases	5 25
Salt sardines, 20 lb. pails	1 00
Boneless cod, in blocks, 5½, 6, 8, 9 and 10 cents per lb.	

TORONTO.

GREEN FRUITS—Strawberries are still "King" on the fruit market and take up almost the entire attention of the fruit men. The rain last week which just came in time, saved a large part of the crop from drying up without getting ripe. On the whole, the yield this year is above the average, the demand is good, and prices have

been reasonable without any serious slumps. Canadian cherries come next in order and quantity. They arrive in common plain baskets. They have given the California cherries a serious defeat. The latter came in neat boxes and even expected to sell at fancy prices. They are occupying a back seat with the appearance of having been neglected and are suffering from advanced ripeness. Out of pure sympathy and considerateness the dealer thought best not to quote their prices. California peaches, pears and apricots are arriving daily, but are high in prices. Late Valencia oranges are in good condition.

Apples, Spies		8 00
Oranges, Cal. Valencia	3 50	4 00
" Cal. navels	3 00	3 50
" Mexican	2 00	2 50
" Palermo bloods, half cases	1 50	2 00
Lemons, Messina	2 75	3 00
" Sorrento	3 75	4 00
Bananas	1 75	2 25
Pineapples, Florida, crate	2 00	2 25
Cherries, Canadian, per basket	0 60	0 85
" per half basket		0 50
Strawberries	0 04	0 07
Peaches, Cal.	1 50	1 75
Apricots, Cal.	1 25	1 50

VEGETABLES—Canadian tomatoes grown near Leamington appeared on the market this week and were offered at $1.75 per basket. The quality is excellent. Almost in every line the Canadian grown vegetables are putting the imported goods out of business. Peas, beans, cabbages, carrots, onions, asparagus, etc., are all grown here, and the city is principally supplied by the gardeners. New potatoes are down to $3.50 a barrel. Cantaloupes and watermelons are in good supply and will remain undisturbed from our own for some time, and in the meantime we have to pay 3c duty on each cantaloupe we buy.

Potatoes, Ontario, per bag	0 90	1 00
" Virginia, per barrel		3 50
Onions, Canadian, dried, bag	1 35	1 50
" Bermuda, per case		1 00
" Egyptian, per sack of 112 lbs	3 50	3 75
Tomatoes, Tennessee, per crate of 4 baskets	1 00	1 15
" Canadian, per basket		1 75
Carrots, per bag		1 00
" new, per bunch	0 30	0 35
Cabbage, Florida, new	1 50	1 75
Turnips	0 50	0 60
Radishes, per dozen	0 20	0 25
Lettuce, per dozen	0 20	0 30
Spinach, per bushel		0 50

California Fruit

Peaches Plums Pears
Apricots Watermelons
Cantaloupes.

Fresh Canadian Strawberries and Cherries.
Fancy Lemons and Oranges.
Full Lines for the Hot Weather Trade.

WHITE & CO., Limited
TORONTO and HAMILTON



Lemons—Lemonade

In the House, in the Store, always have my Lemons. What is more refreshing and health-giving than a glass of cool, real Lemonade made from Sicily Lemons? Order from your Wholesaler the "Standard of Quality" Brand.

"BUSTER BROWN"

FOLLINA BROS., Packers W. B. STRINGER, Agent

CHERRIES

English Sweet Whites
" " Blacks
Sour Red Richmonds
Are now on at their best

Raspberries—few coming in.
Strawberries about done.

Wire, phone or mail us your orders and same shall have our most careful and prompt attention.

Stevens & Soloman
Shippers of Canadian Fruits, etc.
Hamilton, - Ontario
Phones 2700 and 690

PINEAPPLES

Fancy Colored Fruit, All Sizes
PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES / RIPE BANANAS

NAVEL and MEXICAN ORANGES
Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON
GUELPH ONTARIO

Green peppers, per basket		0 75
Cucumbers, per hamper	1 00	1 25
Asparagus, per basket	1 25	1 50
Green onions, per basket		0 50
Rhubarb	0 25	0 30
Beans, green		1 25
" wax	0 75	1 00
Peas, per basket	0 40	0 50
Corn, per dozen		0 30
Cress, per basket		0 75
Water melons	0 35	0 40
Cantaloupes, per case		6 00

FISH—The fish market is steady, with a fair demand. White fish are scarce and one cent higher, with this exception prices are the same as last week.

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish, fresh caught		0 11
Trout, fresh caught		0 10
Cod, fresh caught		0 08
Halibut, fresh caught		0 10
Haddock, fresh caught		0 07
Pike		0 06
Perch		0 07
Carp		0 03
Yellow pickerel		0 09
Sea salmon		0 17
Mackerel, each		0 20

LOBSTER PRICES TO BE HIGH.

This is Opinion of a Montreal Authority —Storms Cause Havoc.

Montreal, July 6.—"Reports of the serious storm on the coasts of Prince Edward Island, Nova Scotia and New Brunswick, which appeared in the papers some weeks ago, were not at all exaggerated," said J. W. Windsor, Montreal, to The Grocer this week.

Mr. Windsor, who has spent several weeks in the east, and who is in Montreal only for a few days, stated that very considerable damage had been wrought by the terrific gale which struck the coasts.

"Lobster fishermen lost their traps, and were themselves kept from the fishing grounds during the four or five days the storm lasted. These traps could not be replaced in time to permit of their being used this season, and, in consequence, much valuable time was lost, and the catch was bound to be so much smaller.

"Personally, I do not think that the pack of lobsters this year will be more than 60 per cent. of last season. This will most assuredly mean higher prices.

"The storm was one of the most serious blows the industry has suffered in years."

Mr. Windsor mentioned the approaching investigation, which Commander Wakeham will hold into the lobster and other fishing industries, and prophesied many desirable changes as likely to result from the inquiries which will be made.

AN ASSOCIATION FORMED.

Potato Shippers of New Brunswick Co-operate For Better Rates.

St. John, N.B., July 5.—At a meeting of potato shippers, held in Woodstock, N.B., on Tuesday, June 22, the "Shippers Association of Victoria, Carleton and York Counties," was formed. The object of the gathering was to discuss with H. E. McDonald, general freight agent of the C.P.R., Atlantic division, the matter of better rates for shipping potatoes.

Coles Dugan, of Woodstock, was elected president, and A. D. McCain, of Florenceville, sec.-treas. Others present were: J. C. Manzer, Guy C. Porter, Andover; James McIsaac, Florenceville; J. F. Tweedale, Perth; Mr. Perley, Woodstock, and H. E. McDonald, of the C.P.R., St. John.

Mr. McDonald agreed to give the shippers a rate of 8½ to 11½ cents per 100 pounds, for export to the West Indies; 17 cents to Montreal; 20 cents to Ottawa, and 22 cents to Toronto, and the main shipping points in Canada. The cars will all be overhauled and put in condition for fall business.

J. T. Tweedale, M.P.P., J. C. Manzer, Guy C. Porter, Coles Dugan and Mr. McDonald made addresses in which they pointed out ways in which the association could be helpful to the farmers and shippers.

Another meeting is to be held on July 22, at Florenceville, for the purpose of framing a constitution and taking up matters of interest to the members.

The potato crop from all appearances is going to be a bumper one this year and it is estimated that fully forty per cent. more than in previous years will be shipped in the coming season. The crops are all looking fine at present, but frequent warm rains will not be unwelcome.

FAILED IN AUSTRALIA.

Costly experiments were made years ago in endeavoring to produce beet-sugar upon a payable basis in the State of Victoria, Australia, says the Canadian Trade Commissioner, in writing the Dominion Government. A splendidly-equipped sugar factory was erected entailing a large monetary expenditure, but, on account of the beet crops not receiving proper care, the industry collapsed and the abandoned mill fell into the hands of the local Government. The building and machinery have been kept in excellent condition and the factory is ready to resume operations if the raw material can be procured.

BEET SUGAR INDUSTRY.

Granulated sugar produced in Canada from beets last year totalled about 6,600 tons; and the amount of raw beet sugar imported from Europe by the Canadian factories was about 13,000 tons.

The acreage of the domestic sugar beet under cultivation last year was 5,500 tons. This will be increased a little this year.

H. G. Reed, grocer, Chatham, Ont., has sold to Cecil Moore.

SEASON 1908-9

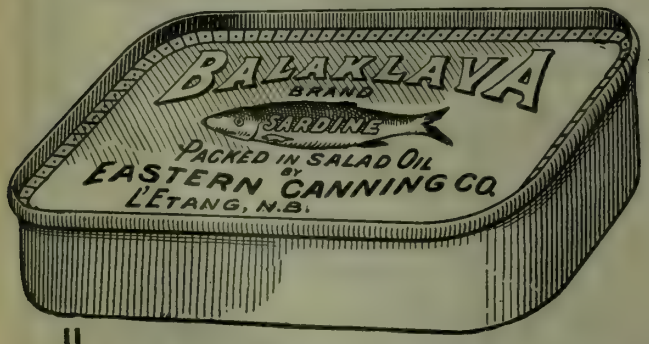
Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

If you have STRAWBERRIES, RASPBERRIES (cultivated or wild) CHERRIES and other fruits to consign let us have them. We can sell them for you.

THE DAWSON COMMISSION CO., TORONTO



NO PICNIC BASKET COMPLETE WITHOUT

BALAKLAVA SARDINES

Choice, firm fish, packed by experts in modern factories of cleanliness. Pure Salad Oil used.

HAVE YOU A STOCK?

The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents; C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton: Boivin & Grenier, Quebec. Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

SATISFACTION TO ALL

That is what the Brunswick Brand gives

OUR PRODUCTS ARE:

¼ Oil Sardines
¾ Mustard Sardines
Kippered Herring
Herring in Tomato Sauce
Finnan Haddies
(Both Oval and Round Tins)
Clams
Scallops



No Sea Foods are so widely known or have such extensive sales.

Brunswick Brand is Profitable to Handle. It Builds up Business.

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.

"Ice Castle" Brand

Lobsters that are Always the same

Many brands of lobsters are good one year, but ? ?—who knows what they are the next?

That's the kind it's best NOT to sell. You know why.

SOME brands are ALWAYS the same. Ever dependable.

Pays you to sell SUCH a brand. Here, again, you know why.

ICE CASTLE BRAND Lobsters have been of the same high quality for years, and possess the enviable reputation of being about the best "buy" the grocer can make in lobsters.

You can get full particulars from the sole packer

J. W. WINDSOR Montreal

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue : "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES :

Montreal ; Kenneth H. Munro, Corlstine Building
Manitoba ; Watson & Truesdale, Winnipeg, Man,
Saskatchewan and Alberta ; J. C. Stokes, Regina, Sask.

CAN'T EXPLODE



"A customer with a cigar or pipe can come as near as he likes to my gasolene pump and it can't explode, because it's

THE BOWSER

This absolute safety which the Bowser gives you is alone worth its price.

But cost doesn't figure, for the Bowser pays for itself by stopping all leakage, evaporation and waste.

Put in a Bowser and sell gasolene. It means money in your pocket.

Bulletin 5056 tells you why. A postal will bring it, free. Write now.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

COMMON SENSE SAYS

Use 'em

A man wants credit. If you think he is good give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep Charge him with $10—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.

ALLISON COUPON BOOKS

Manufactured by
ALLISON COUPON COMPANY, Indianapolis

Order them from your jobber.



They enable you to handle credit customers with scarcely any risk and make disputes and misunderstandings impossible. They cost very little and pay for themselves many times over. Can you afford to do without them?



ABSORBINE

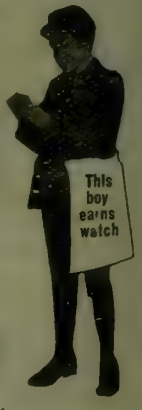
Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle at dealers or delivered. **Horse Book 5 D free.**

ABSORBINE, JR., (mankind, $1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

BOY WANTED

ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.

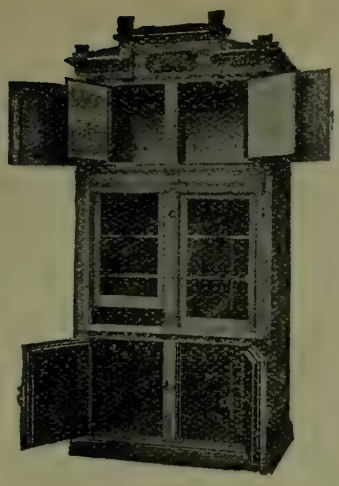


YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

THE MACLEAN PUBLISHING CO.
10 Front St. E., TORONTO

The Arctic Refrigerator



MEETS ALL DEMANDS

It gives perfect circulation of cold dry air and the system of construc ion cannot be surpassed.

We can supp'y any sty'e or size desired. You will find the Arctic economical, thorough and efficient in every respec'.

Get our Catalogue and Discounts.

JOHN HILLOCK & CO., Limited

154 George St., Toronto

TEA LEAD

Best Incorrodible

Buy "PRIDE of the ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.

Toronto Limited



A Convenience and an Ornament are combined in McGregor's

Patent Bag Holder

The most useful, time saving and labor saving device about the store. Get our prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO



HIGH GRADE COFFEE MILLS AT LOW PRICES

GET AN

Elgin National Mill

40 DIFFERENT STYLES

Our floor and counter mills all have steel grinders and are regulated to grind coarse or fine when running.

They are the fastest, simplest and most effective mills on the market and by all means the cheapest in price and handsomest in appearance.

Ask any of the following Jobbers for our Catalogue,

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co (and branches); Foley Bros. Larson & Co. (and branches.)
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.



Royal Metal Polishes

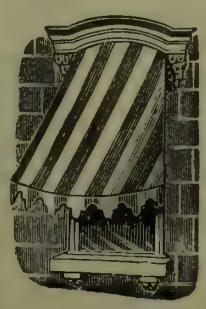
would not sell in such quantity as they do unless they filled every requirement of the housewife. Unsurpassed for all kinds of cleaning. Reasonable price; yields you large profits.

Get a supply if you have none.

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

THE MAN WHO KNOWS—



He's the man to ask about material, prices, measurements, etc., when you are considering the purchasing of an awning.

THOS. SONNE, Sr.

193 Commissioners Street
MONTREAL

has been so long on the job that he can give you entire satisfaction—can even save you money.

Ask HIM How.

THOS. UPTON.
PRESIDENT AND GENERAL MANAGER

W. J. BRIGGER.
SECRETARY-TREASURER

THE T. UPTON CO., LIMITED
MANUFACTURERS OF
JAMS, JELLIES, MARMALADES, ETC.

FACTORY, 19 TO 37 DELAWARE AVENUE

TELEPHONE No. 495.

HAMILTON, ONT., May 21, 1909

The Canadian Grocer,
Toronto, Ontario.

Dear Sirs:

We have been advertising in the Canadian Grocer for a number of years but never realized the good work you are doing until last Fall when the writer took a business trip through the North West and British Columbia.

Your journal seemed to be well thought of by the retail grocers, and many of them, especially in Vancouver and Victoria, took the trouble to mention that they had seen our ad in the Grocer.

This was appreciated by us as it is rather difficult to know just what class of advertising is giving us results. However we are now satisfied that your journal is an excellent medium for any manufacturer to use who wants to talk business to the wholesale or retail grocer of Canada.

Yours truly,
The T. Upton Co., Limited

per W. J. Brigger

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	1lb.	$0 85
8-doz.	8-oz.	1 75
1-doz.	12-oz.	3 50
8-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Cereals



WHITE SWAN SPICES AND CERBALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00
The King's Food, 2-doz. in case, per case, $4.80
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.00.
White Swan Self-rising Pancake Flour, per doz., $1.00.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—

Perfection, 1-lb. tins, per doz.	$1 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for 2 80.

5 boxes.... 2 75

Unsweetened Chocolate— Per lb.

Plain Rock, ½'s & ¼'s, cakes 12-lb. bxs	0 36
Perfection chocolate, 10c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 3 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—

Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s ¼'s. boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen 0 90

Confections— Per lb.

Milk chocolate wafers, 5-lb. boxes	0 35
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0
Prepared cocoa, ¼'s	0 28
Prepared ½'s	0 28



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 28½
½ and ½ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails Pails.	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, fine strip.	0 10	0 11	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	.. .	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 20

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" ground	0 17½
Golden Rio	0 14

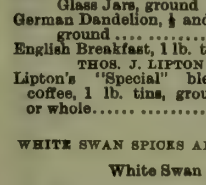
Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

	retail	wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

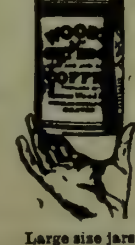
WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 35
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese.—Imperial

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	13 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 28 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Bottles	1-oz.,	case of	2 doz	Per case
"	2 "	"	1 "	$3 20
"	4 "	"	1 "	3 00
"	20 "	"	½ "	4 50
"	20 "	"	1 "	4 75
"	20 "	"	1 "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " ¼-lb. tins	2 75
" " groats ½-lb. tins	1 35
" " " 1 lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



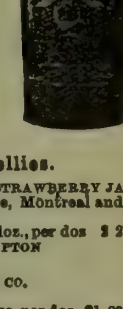


Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 5 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real, live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.



What "The Lancet" says:

"Cobra" Boot Polish has just been analysed by Dr. Ed. Nihaul, Professor of Industrial Chemistry at the University of Liege, and he has recognised that the Polish does not contain lamp-black or any acid substance. This is important so far as the preservation of the leather is concerned, but from the health point of view the Polish does not close up the pores of the leather, so that the feet keep fresh and cool.
—Septemb r 6th, 1905.

SHOE POLISH

from the health point of view

"COBRA" Polish instantly commends itself to those who appreciate the difference between health preserving, hygienic shoe dressing which keeps footwear in good condition, and the destructive compounds made of acids, oils, treacle and soot known as "Blacking."

Lay in a little stock of COBRAS

STOCKED BY

Charles Parsons & Son - Toronto
79 Front Street East

Let Us Give You the Best Book on Salesmanship

We will give a cloth-bound copy of this book to every subscriber of this paper who sends us one NEW, PAID-IN-ADVANCE subscription to this paper.



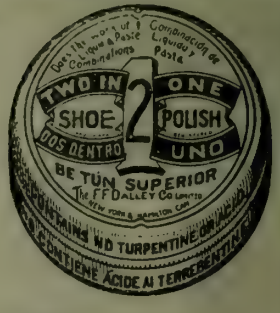
THE book is "*Men Who Sell Things*," by Walter D. Moody, of Chicago. Mr. Moody is a salesman who has made good. His book is acknowledged by the leading business men on this continent to be the most practical, interesting, entertaining book ever written on the subject of Salesmanship. He is now the business manager of the Chicago Chamber of Commerce—the largest body of business men in the world. His book will help you to sell more goods. Just get a fellow tradesman to subscribe to this paper through you and we'll send the book by return mail.

THE MacLEAN PUBLISHING CO.
Subscription Department
TORONTO - CANADA

It Adds to Your Reputation

2-in-1

The Polish of Preference



Ninety per cent of the grocers in Canada sell this famous footwear preparation. They know that it is not only the best known and best liked, best advertised and best wearing but that it requires no drumming up to sell.

Are you stocking this rapid moving, profit paying, and satisfaction giving article?

The F. F. Dalley Co., Limited -- Hamilton, Canada -- Buffalo, N.Y.

FOR

Picnics, Camping, Yachting

ETC.

BATGER'S

LIME JUICE CORDIAL

IS JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED

MONTREAL TORONTO

One Nice Thing About

Quaker Salmon

is the fact that year after year the quality never varies—ever uniformly excellent.

That's because we always insist upon getting ONLY THE BEST Salmon from the Fraser and Skeena Rivers.

You can GUARANTEE QUAKER SALMON.

PRICES FROM

Mathewson's Sons

WHOLESALE GROCERS

202 McGill Street, - Montreal

	Per
30-lb. wood pails	u 06½
Pure assorted jam, 1-lb. glass jars, 2 doz in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

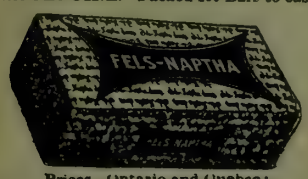


Assorted Case,	Contains 4 do $3.60
Assorted Case,	Contains 2 doz. $1.80
Lemon (Straight)	Contains 2 doz. $1.80
Orange (Straight)	Contains 2 doz. $1.80
Raspberry (Straight)	Contains 2 doz. $1.80
Strawberry (Straight)	Contains 2 doz. $1.80
Chocolate (Straight)	Contains 2 doz. $1.80
Cherry (Straight)	Contains 2 doz. $1.80
Peach (Straight)	Contains 2 doz. $1.80

Weight 7 lbs. to case. Freight rate, 3d class.

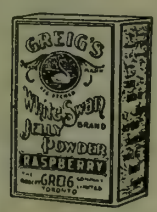
Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 00
Five cases, or more	4 95



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price

"Shirriff's" (all flavors), per doz. 0

Discounts on application.

Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 60 lbs.	0 11
20-lb. Pails.	2 25
30-lb. tins	2 15
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10
Tubs	0 10½
20-lb. pails.	0 10½
20-lb. tins.	0 10
10-lb. "	0 10½
5-lb. "	0 10½
3-lb. "	0 11

Li orice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 [illegible]
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00

Licorice lozenges, 5-lb. glass jars....	1 75
" " 30 5-lb cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" " 100 sticks.....	0 75
Dulc large cent sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen.....	$3 60
3 cases of 4 dozen.....	3 50
5 cases or more.....	3 40

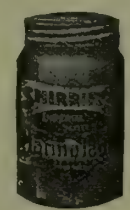
Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen.....	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Sbredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25



THOMAS J. LIPTON

Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½ lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz....	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross net..	$12 00
" per case of 8 doz. net.....	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F. ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz..... 0 90

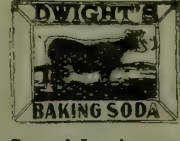
pint " 3 doz..... 1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box. $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages.....	$ 2 75
No 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " ½	2 75
" 60 ½-lb. "	

No 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw hat polish	"	10 20



3 doz. to box..... $3 45
6 doz. to box $6 90
30 days.



1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered) $3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	3 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

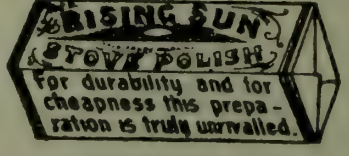
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
6-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs, 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 60

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 60
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼ barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

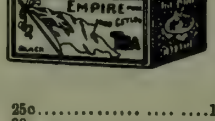


Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 38	0 50
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	½s, 20c.; ¼s, 21c.
30c	½s and ¼s, 23c.
40c	½s and ¼s, 28c.
50c	½s and ¼s, 35c.
75c	½s and ¼s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	0 21	0 28
Orange Label, 1's and ½'s	0 28	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 18
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 97	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins, 3's	35c. 1 05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	118c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



HELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 33	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs. & ¼s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

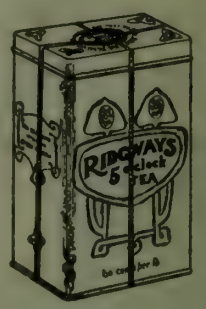


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" ½-lb., " "	0 21	
Blue Label, retail at 30c	0 23	
Green Label. " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

RIDGWAYS.

London, Vancouver Winnipeg 3rd Ceylon



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 40	
Old Country, 1's and ½'s	0 50	
5 o'clock, 1's and ½'s	0 60	
H.M.S., 1's and ½'s	0 75	
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.	1 00	



THOMAS WOOD & CO.

Montreal and London

	wholesale	retail
Wood's Primrose, per lb	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	53 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 [illegible]
Cote's Choice Mixture, ½-lb tins	0 [illegible]
" " ¼-lb "	0 10
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$12 00
Absorbine Jr., per dozen	1 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept., apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch . 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

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Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

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JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
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We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

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10 Front Street East, TORONTO, CANADA

In point of quality
the
SALT
we sell stands at the head

Let us know your wants

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits
The quality of
WETHEY'S
LAUREL
BRAND
speaks for itself.
Do not buy without consulting us.
Get our prices.
J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand

SPICES
We have a special offer. It will interest you. Enquire.

Diamond Crystal Shaker Salt
NEVER CAKES
Put up 24/2s in a case

DIAMOND CRYSTAL SALT
"THE SALT THAT'S ALL SALT"
In 5c., 10c. bags Table Salt
In 14, 28, 56 lbs. Dairy Salt
BEST QUALITY A GOOD PROFIT TO THE RETAILER

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - ONTARIO

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our
Free Phones?
4 of them
WE INVITE YOU

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

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VOL. XXIII. PUBLICATION OFFICE: TORONTO, JULY 16, 1909. NO. 29.



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Keen's Oxford Blue

is a household necessity and your customers will not appreciate any suggestions for a change In your own interests it pays to advocate and sell Keen's Oxford Blue—

FOR SALE BY ALL JOBBERS

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, Montreal

STARCHY WEATHER

These hot summer days are hard on linen and the laundry is kept busy. The use of

EDWARDSBURG "SILVER GLOSS" STARCH

makes it easier for the housewife and everything shines brightly and wears longer.

Advise your customers to use Edwardsburg "Silver Gloss" Starch. They will thank you for the advice. Every jobber can supply you.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal, P.Q.



Profits are Assured

by satisfying customers.

Imperial Products

satisfy everybody.



Your business will increase and your customers be pleased by your handling

MacLaren's Imperial Cheese

Imperial Peanut Butter

Imperial Dessert Jelly



MANUFACTURED AND GUARANTEED PURE

BY

MacLaren Imperial Cheese Co. Ltd.

TORONTO, - ONT.

The Best Only — Always the Best

Griffin & Skelley's DRIED FRUITS

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes.

Taylor's

Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

QUALITY COUNTS

"Thistle"

The Brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, Wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

"STOWER'S" Lime Juice Cordial

is sweetened to suit the most fastidious palates. No hunting for sugar. Add water and you have the best and most wholesome summer drink.

Palatable — Profitable
Has no musty flavor

"QUALITY IS REMEMBERED LONG AFTER PRICE IS FORGOTTEN"

Remember this one sure fact,
every time you try to sell inferior quality, and what it really means to your success.

THE BEST DEALERS SELL

Arthur P. Tippet & Co.



Montreal Office

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Population 1909 - 70,000. 1912—100,000.

This is no dream, it is a fact. Every man, woman and child in our city is working to make the city GROW under the direction of The Greater Hamilton Association, an organization of business men.

THIS MEANS MORE BUSINESS FOR MANUFACTURERS.

How about getting some of it? I can help a lot. Write me to-day.

G. WALLACE WEESE,
Manufacturers' Representative
30-32 Main East HAMILTON, Canada
"FACE TO FACE BUSINESS"

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

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Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

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We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways —tracks to the door. Centrally located.

Secure Our Low Rates,
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
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Wholesale Grocery, Fruit and Confectionary Broker. Manufacturers' Agent

Sales agent for Stewart & Young's Pure Whole Fruit Jams, Jellies, Marmalades and Confectionery; Cooper Cooper & Co.'s Delicious Tea Plant Blend of Teas. Laid-down prices quoted any point in Saskatchewan or Alberta.

Grocers, it will pay you to write for quotations.

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Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines

BEANS

ON THE SPOT

HOW MANY?

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GROCERY BROKERS,
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
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Importers and exporters. Prompt and careful attention to all business Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A,B,C, 5th edition, and private.

Importer, Wholesale Broker and Commission Merchant.

Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties.
Can handle more Good Lines.

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Established 12 Years.

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TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

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and
Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

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Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT
Finest Whole Halves and Broken
SHELLED WALNUTS
also
2, 3 and 4 Crown
SHELLED ALMONDS
LIND BROKERAGE CO.
23 Scott Street Toronto

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We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.

Good track storage.

Advances made on consignments.

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Consignments solicited, stored and reshipped to order

K. J. JOHNSTON
Wholesale Commission Broker.
Box 122 Winnipeg. Reference, Bank of Commerce

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(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

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Domestic and Foreign Agencies Solicited.

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Manufacturers' Agent and Broker
OTTAWA

Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

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Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business?

You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10 Garfield Chambers, Belfast, Ireland.

3 Specials——

that are worth looking into

RANGOON BEANS—Hand picked, bags, 2 bushels

An especially good sample – Get our quotations

We have an especially interesting proposition in

CANNED SALMON

Don't miss this. Full particulars from our travellers.
Ask them also for the particulars of

THE AMERICAN KITCHEN FRIEND

EBY-BLAIN, LIMITED

Wholesale Grocers **TORONTO**

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MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs	you	20c. for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1 00	"	"	"	70c.

THE BLUE RIBBON TEA CO., Limited

266 St. Paul St., MONTREAL

KOPS' NON-ALCOHOLIC ALE



Prepared from ingredients of undoubted purity, the bitter principle being derived from the finest hops. It has a delicious and appetizing aroma, and is an agreeable salutary bitter, and whilst it will be found to act as a tonic stomachic and an aid to digestion, it is so free of alcohol that it will be found a veritable boon to total abstainers. sufficiently aerated to make them pleasantly sharp.

HAVE YOU TRIED IT?

By introducing it to your customers you will be creating NEW and very profitable trade. Printed catalogues and full particulars from us or our agents.

KOPS' BREWERIES, London, S.W., England

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg.
Kenneth H. Munro, Coristine Bldg., Montreal. The Turner Co., 106 Front St. East, Toronto. Royal Stores, St. John's, Nfld.

Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

Are Coming to Canada

With their well-known Brand in Glass Moulds and Tins.

English Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

Excellence of Quality

Guaranteed Pure and all Packed in England

Time for Caution



The market in Canned Goods continues so very active the temptation will be to buy inferior grades rather than pay FAIR PRICES for NEW PACK.

We are completely sold out of 1908 pack and we intend maintaining the standard of "ESSEX BRAND" rather than lower the QUALITY to meet present competition.

HOLD FAST to the BRAND that has given you PERFECT SATISFACTION.

It will pay this year above all other years.

THE ESSEX CANNING & PRESERVING COMPANY

LIMITED

Head Office:—ESSEX, ONTARIO

In a Class all by Itself

is the

Farmer Brand Canned Goods

We have facilities and resources such as are possessed by no other factory and our position puts us just that much ahead of our competitors.

We grow our Fruits and Vegetables on 3,000 acres of the finest, most fertile, garden land and we are enabled to raise the choicest products that can be cultivated—unsurpassed anywhere.

WE ARE THE LEADERS; WE INTEND TO KEEP AHEAD

The FARMERS' CANNING Co.

LIMITED

Bloomfield, Ontario

THE QUALITY IS RIGHT

That is one of the distinguishing characteristics of our products. Invariably they are sure to please the most exacting. It's the flavor of nature, combined with purity and quality, which makes our canned fruits and vegetables so enjoyable and appetizing.

OLD HOMESTEAD BRAND
Canned Fruits and Vegetables

Our policy is to use only the highest grade of sound, properly-grown, full-flavored fruits and vegetables grown in one of the richest counties of Canada. Our factory is a model of up-to-the-minute completeness, containing every approved scientific appliance for the better packing and preserving of fruits and vegetables. The result is a product so good that it is uniform and unexcelled.

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

Picton, - Ontario



A WELCOME GUEST

is a can of the

E.D.S. BRAND JAMS and JELLIES

It is perfectly pure and its quality is guaranteed. Being absolutely unadulterated the flavor, nutriment and deliciousness of nature is fully retained.

Beware of any foodstuff that is chemically preserved.

Sell the E. D. S. Brand. Your customers know what they are then getting.

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A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
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Purveyors to H.M. the King, Mayfair Works, Vauxhall

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Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

BEST

according to Webster's Dictionary means

EXTREME OF GOOD

Applied to **Molasses** it means

GINGERBREAD

In Tins, 2's, 3's, 5's, 10's

ALSO IN BULK

Thereare plenty of Goods nearly as good, but remember there is only one BEST.

It requires very little extra effort to specify Gingerbread when ordering from your wholesaler, but it means a lot to your customers in extra quality.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Crystal Sugars

Retailers throughout Canada handle them.
You deal direct with the factory.
Standard, Fine, Coarse, Berry, Powdered.
Ahe best for PRESERVING.
Twa ys the same, the best.
Let us send samples with quotations.

Sugars that always satisfy.
Uniform Grain.
Gains customers for you.
A trial convinces.
Remember! It is dollars in your pocket.
Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited

Wallaceburg, Ont.



Snap Sells

We Want to Hammer Home That Fact

And also that there is no substitute which will do the work of cleaning dirt, grease, paint, ink, tar, stains, etc., as quickly, nicely and smoothly as SNAP. It requires no verbal boosting from the grocer. It is an article of proved merit and not a mere experiment.

BUY FROM YOUR JOBBER

THE SNAP CO., Limited

MONTREAL CANADA



Here is a New One in Biscuits

INDESCRIBABLY delicious—a delicacy revelation,—and a business awakener. A layer of soft, enticingly-palatable Maple Cream, smothered with two wholesome Maple-flavored Biscuits of Maple design.

Order your supply early—the demand is certain to reach the high water-mark made by McCormick's other products.

McCORMICKS
MAPLE LEAF BISCUITS



A POSITIVE BOON TO THE GROCER FROM ATLANTIC TO PACIFIC

WHITE SWAN
100%
PERFUMED-POWDERED
LYE

(100% LYE CAN BE EQUALLED BUT NOT SURPASSED)

1st IT SHOWS YOU A MUCH LARGER PROFIT THAN YOU HAVE EVER RECEIVED ON SIMILAR GOODS.

2nd IT IS ENCLOSED IN A TIN WITH ROTATING COVER AND SIFTING TOP. NO CAN-OPENER REQUIRED TO REACH CONTENTS.

3rd OUR TIN CONTAINS ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

Don't Pay Fancy Prices ***Write for Quotations To-day***

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

SYMINGTON'S
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH

The Original Chocolate "Bordo" is one Confection that comes to your counters as temptingly good as the moment it leaves us.

The Chocolate has a deliciousness peculiar to itself. The centre is as soft as velvet, with a delicate yet distinctive flavor developed by our special process.

We could pay 5c. lb. less for our Chocolate coating.

But we don't.

We could cheapen the ingredients of our centers,

But we don't.

Why?

Because we want you to have the very best. There are no purer ingredients in any product than there are in this piece.

You should handle and push with your best energies a Chocolate with a reputation of quality as "Bordo."

Don't Wait. Don't Delay.

Don't hold back

Simply because you have never seen them. Hundreds of customers voice their approval of this delicious confection by their liberal patronage. So get in line quick and get a share of the profits.

Write for samples and particulars and Do It Now.

The Montreal Biscuit Company, Manufacturing Confectioners MONTREAL

PACKARD'S

"SPECIAL"

SHOE DRESSINGS

Give the Retail Grocer a

Larger Percentage of Profit

than staple lines of groceries

EVERY PACKAGE GUARANTEED

If your wholesale dealer does not keep it in stock, write us.

L. H. Packard & Co., Ltd.

PACKARD BUILDING

9 to 17 St. Antoine St., - MONTREAL

MANUFACTURERS OF HIGH-CLASS

SHOE DRESSINGS



FRENCH GLYCERINE
A Liquid Self Polisher, Retails at 10c.



BLACK "O"
A Liquid and Paste combined
Retails at 10c. Tin.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

Your Accounts under your



ALWAYS

with The **McCaskey Credit Register System**



It reduces your expenses.
Stops the Leaks.
Collects the Accounts and Increases your Profits.

Information free for the asking.

The McCASKEY REGISTER CO.

Cor. Hughson & Rebecca Sts.

HAMILTON, CANADA

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

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D. Stamper, P.O. Box 793 Moose aw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E.
London, England

NOW OR NEVER



This is the season when you most need in your store a first-class, strongly built, patent dry air circulation

Eureka Refrigerator

Back of its build and style, its workmanship and construction, is our experience and knowledge of a quarter of a century.

Ask any grocer or provision dealer who has a Eureka what he thinks of it.

Write us for Prices and Catalogue

EUREKA REFRIGERATOR COMPANY, LIMITED

54-56 NOBLE ST., TORONTO, CANADA

Near Queen St. Subway

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"
"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

To the Trade:

The Tea You Can Sell Quickest is

CEYLON TEA

Because it

Pleases the Palate

Because it

Answers the Needs

Because it

Saves the Money

OF THE CONSUMER

and all good Merchants know that

The Turnover's the Thing

H.P. SAUCE

IS SELLING VERY FREELY

Shows a good profit and the demand is constantly growing.

Wouldn't it be worth your while to stock it?

It brings new and permanent customers.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.
Colville, Smith & Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



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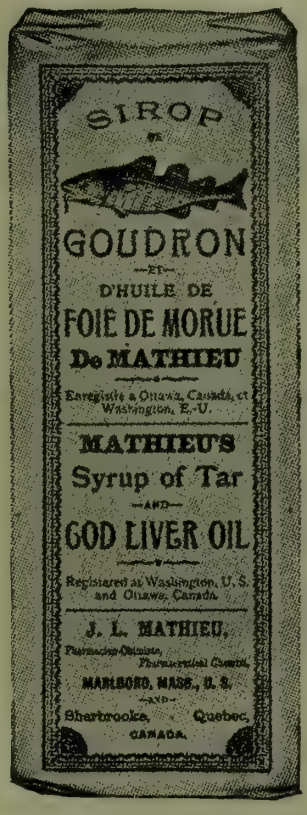
TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GET WISDOM

Handle goods on which you can place every dependence---goods that you know are exactly as represented and which make for permanent patronage.



GET TRADE

Then business---steady and increasing---will follow. One of the purest, most wholesome and satisfying articles is represented by the cut in this advertisement.

CANADA FIRST Evaporated Cream

Manufactured by **AYLMER CONDENSED MILK CO., Limited**
AYLMER, - ONTARIO



You MUST Push the Best Goods if You Would Hold Your Trade Permanently



The "Best Goods" in a grocery stock always includes

Borden's Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream

---

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Banner and Princess Brands Condensed Milk.

¶ Just you try them in your own home, and then you'll take a real pleasure in recommending them to your most particular customers.

WRITE FOR PARTICULARS.

John Malcolm & Son,

ST. GEORGE, - ONT.



CLEAN, DRY and WHITE

Our "PURITY BRAND" is a Salt that will build up your trade and give your customers satisfaction.

Are you handling it?

Samples and Prices cheerfully submitted.

The Western Salt Co. Limited

Mooretown, Ont.

DO YOU STOCK IT!

It's the brand that the housewives are using more and more every day. You will find it a paying proposition.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

Tartan BRAND

SIGN OF PURITY

'Phone 596
Write or wire for information.
Mail Orders promptly executed.

You always have the best and highest quality of **Canned Goods** when you handle **Tartan.** All goods under this brand **fully guaranteed** by

BALFOUR, SMYE & CO.
Wholesale Grocers HAMILTON

Lines That Will Sell Well Right Now!

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:

Queen Quality Pickles

Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.



NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS

German Sauer-Kraut Pickles in Brine.

RYAN & HOOPER, Toronto Agents

Taylor & Pringle Co., Ltd.
Owen Sound, Ont.

NEW SEASON

Strawberry Jam

Now Ready

We have put up the largest pack of any single factory in Canada—still we are short. Book your orders quickly.

WAGSTAFFE, Ltd.

Pure Fruit Preserves

Hamilton, - - Ont.

JAPAN TEAS

We have now an excellent assortment of First Crop teas on hand. The Second Crop picking is in full swing. We shall be pleased to hear from our Wholesale Friends re spot teas or imports.

S. T. NISHIMURA & CO.
MONTREAL and JAPAN

CANNED SALMON

See our Travellers

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

Important Trade Announcement

In order to more largely distribute and insure the introduction of

St. Lawrence Crystal Diamonds

to all Retail Merchants, we have decided, until further notice, to sell this high-class table sugar at the ordinary advance over Granulated. This now brings to the front CRYSTAL DIAMONDS at popular prices, the perfection of lump sugar in quality, color, and also uniform in shape.

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.

MONTREAL

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The Canada Sugar Refining Company, Limited

MONTREAL, QUE.

TO BOOST SUMMER SALES—

No better article on the market than **COLD SPRING LEMONADE POWDER.** These are the days to sell it.
Margin of profit large. Sales numerous and quick.
Lemonade easily made—add only cold water.

8 oz. and 4 oz. packages. **You sell them at 20c. and 10c.**

SEND IN YOUR ORDER TO-DAY.

S. H. EWING & SONS, Montreal and Toronto

"Reduced in Price but not in Quality."

Mason's Number One Sauce

To Sell now at 15c. per Bottle

Prepared by ***GEO. MASON*** *(The Original)*
From London, Eng.

The Mason, Miller Company, Toronto, Canada

THIS IS

About 3-ft. Long.



"IT"

Half Actual Size.

THE FLYCATCHER THAT EVERYBODY IS TALKING ABOUT NOW!

OF ALL JOBBERS OR FROM

T. A. MacNab & Co., St. John's, N.F.

W. S. Clawson & Co., St. John, N.B.

MacLaren Imperial Cheese Co., Toronto.

Wingate Chemical Co., Notre Dame St. W., Montreal.

G. C. Warren, Regina, Saskatchewan.

Standard Brokerage Co., Vancouver, B.C.



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in the world.

42 St. Vincent St., Montreal

Tel. Bell, Main 1310



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.

SELL THE BEST

SCOTCH MARMALADE

John Gray & Co., Glasgow, have a reputation of many years standing behind them. Their marmalade is everywhere recognized as without superior.

Why not sell it? If you do you will always please exacting customers.

Prices and free sample from

SNOWDON & BORLAND, Agents

34 GUARDIAN BUILDING - - MONTREAL



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

BUY FROM YOUR WHOLESALER
or

The Harnett-Ridout Company

Manufacturers TORONTO

Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - Montreal



Sell The Best
It's Just as Easy
It Pays Better

The Canadian Cocoanut Company
Montreal

I Offer New Crop

Fine Filiatra Currants

Barrels, Half Cases and Cartons

August, September or October Shipment

Import Lots Only

ANDREW WATSON, Importer
91 Youville Square, Montreal

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,		1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

HUMAN NATURE IN SELLING GOODS, by James H. Collins. Perhaps the most interesting volume on the human side of salesmanship that has ever been written. Intensely interesting, not only to those engaged in some form or other of salesmanship, but also to people whose occupations have little to do with selling goods. Mr. Collins is a writer of the first rank and in "Human Nature in Selling Goods" he is at his best. Cloth Binding. Price, postpaid, 50 cents. MacLean Publishing Company (Technical Book Dept.), 10 Front St. East, Toronto.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for hand ing goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

SUCCESSFUL ADVERTISING—how to accomplish it—by J. Angus MacDonald. A complete exposition of the art of advertising as applied to all lines of business. Enables any man to write and design the kind of advertising that brings results. Replete with practical examples. Invaluable to Retail Merchants and other business men who are face to face with the great problem of good advertising. Cloth binding. Price, postpaid, $2.00. MacLean Publishing Co., Tech. Book Dept., 10 Front St. E., Toronto.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

FOR SALE.

FOR SALE Entire stock and fixtures of general store and post office in Norfolk County. No opposition; annual turnover upwards of $6,000. Good reason for selling. Box 66, Wilsonville, Ont.

FOR SALE—An up-to-date grocery business in one of the best Western Ontario towns. Address Box 315, CANADIAN GROCER, Toronto. (31p)

NATIONAL CASH REGISTER, suitable for general store, has produce key, paid out, charge, no sale, gives you detailed record of business. Only used 4 weeks, bought it for our Arkona store, which we have since disposed of. Cost $300, for $175. Also 2000 pound platform scale, Wilson make, cost $26 wholesale, for $20. One coffee mill, Coles make, Philadelphia, for $7. Several paper cutters 75c. each; 2 barrel capacity, galvarized oil tank, with iron tap, for $6. Bung borer, fruit auger, nail puller, twine holders, all at less than wholesale cost. Write us. All goods f.o.b. McKenzie & Meldrum, Thedford. (29p)

SITUATION VACANT.

WANTED—An experienced, hustling man at once as clerk in a large general store. Give full particulars. Chas. Lowrey, St. Davids, Ont. (29)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scotti b, Liverpool.



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

P. & F.

VINCENTELLI & CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF

CANDIED PEELS

Specialities

CITRON, LEMON, ORANGE

Drained, Cut and Candied

Prices and Samples on Application

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL



It dries them up ***Common Sense***

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices

Do You Under-value

Premiums ?

given with



and

Quick Naptha Soap

They are very effective in reaching the public and the benefits go direct to the customers.

Each Box or Bar displayed or sold is a

Silent Salesman

BANKRUPT Stock For Sale.

I have bought at a favorable price the Warehouse Stock of T. A. Bourque & Co., wholesale grocers, Sherbrooke, who recently failed.

I offer this desirable stock at

Marked Reductions.

The stock, all fresh goods; consists of General Groceries, such as Canned Goods, Nuts, Raisins, Fry's Chocolates, Salt, Tea, Coffee, etc.

SEND FOR PRICE LIST.
IT WILL SAVE YOU MONEY.

Victor Archambault

Wholesale Grocer,

SHERBROOKE, QUE.

OLIVES!!!

Packed in Canada. QUALITY ALWAYS UNIFORM.
Our new price list is now ready.
See it before placing your orders.

Gorman, Eckert & Co., Limited

LONDON — The Largest Packers of Olives in the British Empire — WINNIPEG

How about your coffee department?
Is it standing still?
Try a line of CHASE & SANBORN'S High Grade Coffees and the increased sales will surprise you.

Chase & Sanborn

The Importers MONTREAL

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

MANY THIRSTY CUSTOMERS

This is the season of the year when there is a large call for

Lytle's Lime Fruit Juice and **Raspberry Vinegar**

Grocers lose trade who do not keep well stocked in these popular goods.

Made in Canada by

The T. A. Lytle Co., Ltd.

Sterling Road, Toronto, Can.

OK

THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.

MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

Whitens Clothes
Saves Labor
Economizes Time
Cleans Rapidly

These are four distinctive characteristics of that absolutely pure and thoroughly reliable product

Wonderful Soap

It is a soap, Mr. Grocer, that will not test the temper of your customers. Along with our celebrated Crystal Soap Chips it will give every satisfaction in work and worth.

Let us send you quotations

The Guelph Soap Company

GUELPH, ONTARIO

Valencia Raisins

A. MAHIQUES PARIS

DENIA

For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

"It gives us great pleasure to say that "the A. Mahiques Paris Brand Fine "Selected Raisins purchased from you "this year have turned out exceedingly "fine in quality. We have compared "them with what we considered other "first-class brands, and in our opinion "they are superior to any Fine Selected "we have examined this year."

Thos. Bell, Sons & Co.

AGENTS

MONTREAL

Jose Segalerva Malaga Spain

Packer of

Malaga Table Raisins
" Loose Muscatels
Shelled Almonds, Etc.

SUPERIOR QUALITY **VERY ATTRACTIVELY PACKED**

Segalerva's Brands are well known everywhere and can be had from your Wholesaler.

Be sure to ask for "SEGALERVA"

Agents

Rose & Laflamme, Limited

Montreal and Toronto

"A THROAT A MILE LONG"

Is what the boy wished for when he had a glass of

BATGER'S

LIME JUICE CORDIAL

If you want to handle a paying Summer Beverage

PUSH BATGER'S

Lime Juice Cordial, the kind that gives satisfact'on.

AGENTS
ROSE & LAFLAMME, LIMITED
MONTREAL AND TORONTO

The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

The Queen Quality Leads

WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is over looked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get them in

PURITY, PERFECTION and SATISFACTION

Manufactured by

The BELLEVILLE CANNING COMPANY
BELLEVILLE - - - ONTARIO

Recollections of Quality

remain long after the price is forgotten.

"SALADA"

quality is always remembered by those who drink it, because no other Tea tastes just as good. That is why it is the most popular Tea and the best seller.

Send in your order now.

TORONTO and MONTREAL

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 66
American Tobacco Co. 58
Archambault, Victor, & Co. 19
Aylmer Condensed Milk Co. 13

B

Baker, Walter, & Co. 52
Balfour, Smye & Co. 15
Batger & Co. 22
Beardwood Agency 19
Bell, Thos., & Son 21
Belleville Canning Co. 22
Benedict, F. L. 52
Berry, Wm. 50
Bickle, J. W., & Greening 65
Blue Ribbon Tea Co. 3
Borbridge, H. B. 2
Borden Condensed Milk Co. 14
Bovril, Ltd. 51
Brack & Co. 2
Bradstreet's 66
Brand & Co. 7
Bristol, Geo. & Co. outside back cover
Brown Mfg Co. 17
Busy Man's Magazine

C

Canada Sugar Refining Co. 18
Canadian Canners 36, 37
Canadian Cocoanut Co. 17
Canadian Condensing Co. 14
Capstan Manufacturing Co. 17
Cargill, H. 50
Carr & Co. 53
Carter-Crume Co. 47
Cereals, Ltd. 56
Ceylon Tea Ass'n. 12
Chase & Sanborn 20
Christie, Brown & Co. 53
Church & Dwight inside back cover
Clare & Little 2
Clark, W. 51
Clawson & Co. 2
Clowes & Son 18
"Cobra" Polishes 70
Collings, H. & Co. 46
Common Sense Mfg. Co. 19
Connors Bros. 63
Constant, H. 52
Cooper, Cooper & Co. 11
Cote, Joseph 58
Cowan Co. 54
Cox, J. & G. 55

D

Dalley, The F. F., Co., Limited 70
Davidson & Hay 16
Dawson Commission Co. 62
Dignard, Ltd. 52
Dominion Molasses Co. 8
Dominion Wafer Co. 17
Dominion Warehousing Co. 2
Downey, W. P. 56

E

Eastern Canning Co. 65
Eby-Blain Limited 3
Edwardsburg Starch outside front cover
Enterprise Mfg. Co. 68
Escott, W. H. 50
Essex Canning Co. 5
Estabrooks, T. H. 46
Eureka Refrigerator Co. 11
Ewing, S. H., & Sons 16

F

Fairbank, N. K. 20
Farmers' Canning Co. 5
Fearman, F. W., Co. 48
Fels & Co. 46
Fisher, A. D., & Co. 67

G

Gibb, W. A. Co. 62
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 51
Gordon, McDonald Co. 18
Gorham, J. W., & Co. 2
Gormam, Eckert & Co. 19
Grant, W. J. 58
Guelph Soap Co. 21
Gunns Ltd. 48

H

Hamilton Stamp & Stencil Co. 69
H. P. Sauce 13
Hough Litho Co. 20

I

Imperial Extract Co. 65
Imperial Tobacco Co. 58
Irish Grocer 2
Island Lead Mills Co. 67

J

James Dome Black Lead 70
Johnson, J. K. 2

K

Kilgour Bros. 67
Kops Ale 4

L

Lake of the Woods Milling Co. 57
Lambe, G. W. A 2
Laporte, Martin & Co. 26
Lear, Sidney 58
Leitch Bros. 56
Lind Brokerage Co. 70
Loggie, W. S., & Co. 63
Lucerna Anglo-Swiss Milk Choc. Co. 52
Lytle, T. A. Co. 21

M

MacLaren Imperial Cheese Co. inside front cover
MacNab, T. A., & Co. 2
McCabe, J. J. 60
McCaskey Register Co. 11
McCormick Mfg. Co. 9
McDonald, Gordon & Co. 18
McDougall, D., & Co. 58
McVitie & Price 54
McWilliam & Everist 60

M

Magee, Fred 65
Magor, Frank outside front cover
Malcolm, Jno, & Son 14
Mason, Geo. & Co. 19
Mason & Miller 17
Mathewson's Sons 63
Mathieu, J. L., Co. 13
Michigan Show Case Co. 67
Midland Vinegar Co. 13
Millman, W. H., & Son 2
Mollin's Food Co. 19
Montreal Biscuit Co. 10
Mooney Biscuit and Candy Co. 55
Morse Bros. 70
Mott, John P. & Co. 54

N

National Licorice Co. 53
Nelson, Dale & Co. 54
Nicholson & Bain 47
Nickle Plate Stove Polish 67
Nishimura, S. T. & Co. 15
Nuggett Polishes 71

O

Oakville Basket Co. 50
Oakey, John & Sons inside back cover
Old Homestead Canning Co. 6

P

Packard, L. H., & Co. 10
Paradis, C. A. 52
Patrick, W. G. & Co. 2
Pickford & Black inside back cover
Poulton & Noel 4

Q

Queen City Oil Co. inside front cover

R

Richards Pure Soap 19
Ridgways' Tea 19
Rose & Laflamme, Ltd. 71
Ryan, Wm. Co. 48

S

St. Lawrence Sugar Refining Co. 18
"Salada" Tea Co. 23
Sanitary Can Co. outside back cover
Scott, David, & Co. 18
Segalerva 22
Smith, E. D. 7
Snap Co., Ltd. 8
Snowdon & Borland 17
Sprague Canning Co. 50
Sprague Canning Machinery Co. 52
Spratts Limited inside back cover
Stamper, D. 2
Stevens-Hepner Co. 69
Stevens & Solomon 61
Stewart, I. C. 66
Stringer, W. B. 61
Symington, T. 9

T

Taylor & Pringle 15
Thurston & Braidich 47
Tippet, Arthur P., & Co. 1
Todhunter, Mitchell & Co. 13
Toronto Salt Works 52
Truro Condensed Milk Co., Ltd. 48
Tuckett, Geo. E., & Son Co. 59

U

United Soap Co. 59

V

Verret, Stewart Co. outside back cover
Vincentelli, P. & F. 19

W

Wagstaffe, Limited 15
Walker Bin and Store Fixture Co. 66
Walker, Hugh, & Son 61
Wallaceburg Sugar Co. 8
Warren, G. C. 2
Watson, Andrew 17
Watson & Truesdale 2
Weese, G. Wallace 2
Western Salt Co. 14
Wethey, J. H. outside back cover
White & Co. 61
White Swan Spice & Cereals, Ltd. 9
Wilson, Archdale 56
Wiseman, R. B. & Co. 47
Wood, Thomas, & Co. 72
Woodruff & Edwards 67
Woods, Walter, & Co. 11

Y

Young, W. F 66

Qualifications of a Successful Retail Salesman

Stores That Coax Customers To Buy Will Be Disliked—The Business Of The Clerk—No Top To Salesmanship—The Necessity For Using Tact When Selling Goods—You Must Be A "Man."

By Frank Farrington.

The man who thinks that because he is just a clerk there is no use for him to try to be anything else, never will be anything else. And the man who is satisfied with his lot will never have any better lot. Success in salesmanship, like success anywhere along the line, calls for a constant struggle upward.

There is no such thing as falling up the ladder. Men have been kicked up by fate, but they have invariably come down with a thud that betokened the falling of a dead weight.

The successful salesman must be industrious. He must keep busy. There is none too much time in this life to get to the top, with everything working to help. Little of the time should be allowed to go to waste. Industry is the kingpin of success.

Persistence must be prominent in the make-up of the man who is bound successward. There must be persistence in the endeavor to succeed, and that persistence must continue after success has been attained, or success will speedily fly away. Persistence is what makes a man smile at the curt "no" flung in his face. Many a buyer can be coaxed by a little careful handling, and this is oftentimes necessary in the traveling salesman's work, though it is less desirable in the store.

A store that get the name of always coaxing and importuning its customers to buy more will be disliked and people will avoid it. The public like to step in and buy, and be free to go away without having to stand off a series of insistent attempts to sell them other things which they do not want. The retail salesman may easily over do persistence under such circumstances.

On the other hand, the mere handing out of the goods asked for is being nothing that a slot machine would not be, and the machine would have the best of the argument.

If I had a clerk who was nothing more than a machine for taking orders, I would discharge him and get a phonograph. The fellow who cannot help the business by encouraging people to buy better goods, more profitable goods, or other goods than merely what they come in and ask for, is not a bit better than a phonograph, which would take the orders and repeat them with far fewer mistakes than the order-taking clerk would make.

The mere order-taker is worth as much as fifty cents per day, maybe a dollar, if he can wrap parcels nicely, or if he is willing to help deliver goods, and do odd jobs.

A good deal of the live advertising of the modern store is done on the basis that if people can be induced to come into the store for one thing they are pretty apt to buy something else before they get out. How much does a clerk help on this proposition? That is the measure of his salesmanship. If he does not help the store to get its money back on a sale that made no profit, he is a poor investment for the store. And any clerk who is a poor investment for the store is a poor investment for himself.

Of course, customers may look around and find things they want even if no one calls their attention to them. So might they go loking around town for a store at which to trade, and stumble into yours without ever having seen it advertised, but that is scarcely an argument against advertising.

It is the business of the clerk to help people to find things they want, other than just what they ask for, and the clerk who is most successful at this is the best salesman, provided all the time that it is understood that there is no salesmanship in overloading a customer.

Know What Is Doing.

It is the clerk's business to know what the store is advertising. If the store is properly run it will make it easy for the clerks to keep posted on such things, but it is up to the clerk to find out, anyway. There are too many cases where the customer goes in and asks for some special she has seen advertised only to find that the salesman knows nothing about it and has to look it up. This gives a visitor a pretty good line on the amount of business being done on the article that has been advertised as such a big seller.

Plenty of stores get a bad name on account of the incapacity of a few of the employes. It is the poor service that is noticed, rather than the good, even if it happens only occasionally. And one or two mistakes a day will soon give a very general opinion that there is something wrong with the service in that store.

This is due to the fact that it is human nature to complain of any real or fancied injustice, and each customer who feels a grievance will take more pains to air that grievance elsewhere than to come back to the store and get it adjusted. A few such customers going around telling their troubles will soon make much feeling that the store is not fair.

A part of salesmanship is carrying at heart the interests of the customer. People soon discover when a salesman is inclined to help them to a wise choice of goods, or when he is inclined to sell them the most he can regardless of their own needs or inclinations.

It is frequently the case that the salesman knows better than the buyer how many or what goods ought to be bought, and this enables the salesman to do the buyer a favor that will leave an everlasting impression. It is at this juncture that the poor salesman falls down, and loads up his man, while the wise one restrains himself and lays a foundation for future business.

Build For The Future.

It is just as important for a salesman to build for his future as for a merchant to do so. None of us can hope to succeed in a day or in a year. We are here for life, and if we expect to continue in business, either in one place or another, it is wise and necessary that we build well as we go along. Otherwise we are using no better judgment than any fly-by-night con. man.

Any practical art can be made more practical by being made more scientific. That is, the way to make an art worth the most possible money, the way to raise its value to the highest power is to perfect it from the beginning. When you start in to learn salesmanship, learn each step well. Get the rudiments firmly implanted and then the advanced steps will be more easy.

One of the rudiments of salesmanship (or of any other art) is health. With health as a basis any man has ten times—yes, a hundred times—the chance to make a success that he could have without health, and it is questionable whether there can be any large success unaccompanied by health.

Eat to live. Sleep till well rested. Exercise enough to keep your chest expansion normal, and take recreation sufficient to keep your mind fresh.

After health comes the necessity for making one's self personally pleasing. Learn to talk intelligently of other things than your business. Keep posted upon current events well enough to be able to reply with sense to a remark upon any of the subjects of the day. Don't be a one-idea man.

Strive to develop a character that will give people reliance in you. That will help you with the public and it will help you with your employers. A man cannot make a success without a good character. Whatever seeming success he achieves will be based upon a foundation of sand, and it is only a question of how long before the fall will come.

In order to be a successful salesman you must first be a success at what God made you—a Man. You cannot hope

otherwise to succeed at these things you would make yourself.

The man who reaches a point where he thinks that he is a crackerjack, and about at the top, has reached a point from which he will go down hill unless he takes his own measure before getting on the toboggan.

There is no top in salesmanship. The man who will can forever improve in his ability along that line. No man ever reaches a point where he knows all there is about selling goods.

They say an old dog can't be taught new tricks. That is a mistake. An old dog can be taught new tricks; and if not many new ones, he can at least be taught to do the old tricks better. As long as a man remains in the harness he is capable of improvement. He may forget some things, but he will learn others, and if he has reached the point where it is easy to forget he has reached a point where he particularly needs to learn.

How Habits are Formed.

The thing which will keep a man from forgetting to do his work properly is habit. We are all slaves of habit, and to habituate one's self to right methods is to make them a second nature which cannot be laid aside.

It takes no more of doing a thing right to make a right way a habit than it takes of doing it wrong to make the wrong way a habit. And it is surprising how few times one needs to do a thing to form a habit.

This makes it easy to make a habit of enthusiasm, cheerfulness, politeness, neatness, any of the desirable attributes. Habits of exercise, dress, thought, manners, emotions, all are easily learned and with difficulty cast aside.

Enthusiasm is one of the important things that a salesman should cultivate, and it is even more important than most of us realize. Enthusiasm is communicable even to the man to whom we are trying to sell goods. I don't believe you know of a single man who has made a real, great success who has not a large amount of enthusiasm in his make-up.

Enthusiasm encourages one to think and to expect great things for himself and for his business. It keeps him firm in the belief that his line of goods are the best goods and that all others are inferior. Enthusiasm is the mother of optimism, and as long as optimism can be curbed to a point where it will not altogether run away with the man, it is the greatest thing invented for making success.

Without enthusiasm and optimism the great things of the world, the great inventions, the great businesses, the great works of art, anything great, would not have been accomplished. Of course, when enthusiasm runs riot in a man's brains and he begins to think he can accomplish the impossible, and he discounts his future by thinking and living in amounts of five figures while his income remains low in the four-figure column, then it is too much of a good thing.

Along with the cultivation of enthusiasm should go the cultivation of good judgment. These two, judgment and enthusiasm, the success twins, will make life's hillclimbs easy.

Enthusiasm allows no half-hearted devotion to a cause. It makes a man all interest in his work and compells him to devote all his energy to accomplish the one thing he has set out to do.

The habit of cheerfulness is one that is native with some people and totally unknown to others. "The smile that won't come off" is a thing that will attract ninety-nine in a hundred and the hundredth man can be spared.

Customers should be greeted with a smile and a "good-morning" that carries with it the idea that it is a good morning. If it is a good morning for you, you can make others think it is a good morning for them, by the exercise of a reasonable amount of cheerfulness and tactful suggestion.

And that reminds me of another important qualification for the salesman. Tact. Tact is the ability to make a customer feel comfortable. Lack of it is what makes the blunderer, and if there is an absolute apotheosis of the salesman, that apotheosis is the blunderer.

Tact tells a man the right way to say and the right time to say it. It helps him to put the hesitated customer at ease, and it makes the man or woman with a little money feel that his or her purchase is just as important as if it involved a large sum.

Tact keeps a man from inquiring after a customer's father when the old man died just the other day. It also keeps him from alluding to divorces, and second marriages, and mothers-in-law, and other similar subjects in talking to people with whose family history he is unfamiliar.

It tells a salesman what grade of goods a customer can afford to buy, and it prevents the often fatal blunder of recommending a grade lower than that desired by the customer, thus to insinuate that that customer is of that grade herself.

Tact is a wonder-worker in the selling line. It is almost a cure-all. Cultivate tact, and I am almost inclined to say salesmanship will cultivate itself.

ON THE PRIMARY MARKET.

A Government Law In Patras, Greece, Relating To Export of Currants.

The Retention Act in reference to business methods in Patras, Greece, is something not generally known among the trade. Wholesalers should be particularly interested in it and the explanation as supplied in the following letter to C. N. L. Marshall, Toronto, from a company he represents in Patras contains the meaning concisely:

"Being asked by several of our friends abroad to publish the principal features of the workings of the Chartered Company, we take the pleasure in giving the following information that may enlighten them on the subject:

"On the one hand, the Chartered Company pay over to the government the sum of 4,000,000 Drachmas (about £152,000) per year. They guarantee the grower a minimum price at which, from the 15-28th June till 1-14th August each year they are obliged to buy up any quantity offered to them. They give the grower considerable cash advance on his fruit, at a moderate interest, leaving him free to take his fruit back by the time the new season comes or leave the same to themselves at the fixed minimum prices less interest. The Chartered Co. are not allowed to export any currants direct or through any other channel, no matter if retention currants or such are bought up at the fixed minimum prices. They are allowed to export the stuff only in a smashed condition, such called currant pulp, of which they sell a lot abroad, especially in Germany. Otherwise they are allowed to use the currants within the country, only for winemaking, distillery and other industrial purposes.

"On the other hand, the Chartered Company receive from exporters an export duty of 35 per cent., according to the size of the crop, either in kind, or part in kind and part in cash money (at a uniform rate) or entirely in cash, the object being always to bring the quantity free for export as near as possible to the approximate world's demand, thus doing away with over-production. Thirty-five per cent. are being levied all in kind this season considering the large crop. A special government committee assemble each year in August to fix the retention. The Chartered Company also receive a cash commission from exporters of 7 Drachmas per 1,000 Ven. lbs. (equal to about 7 pence per cwt.) on quantity declared for export.

"From the above it is evident that the Chartered Company will do the better the smaller the crop is. They have however, shown, through ingeniously turning the never thought of advantage the currants belonging to them, that their existence is safeguarded (and thus far they are paying large dividends) to the great benefit of the grower and indeed the whole currant trade."

TRADE NOTES.

The Thomas Company, Quebec, has been formed and given a Dominion charter to deal in china, glass earthenware, etc.

D. L. Macdonald, 416 St. Nicholas Building, Montreal, has been appointed agent for Millette & Bro., Laurenceville, Que., manufacturers of woodenware.

B. H. Berry & Co., who have been conducting a large general store at Turtle Creek, have just completed a large new store at the corner of High and St. George streets, Moncton, N.B.

Ferguson & Son have opened a grocery store at Allandale, Ont., formerly occupied by Budd Lawson & Co. They are doing a good business and are looking forward to a prosperous year.

London, Eng., Window Draws Curious Crowds.

Novel Idea Worked Out which Served the Desired Purpose—Passers-by Could Not Resist Tarrying At The Offer of A Reward—How the Display Has Been Constructed.

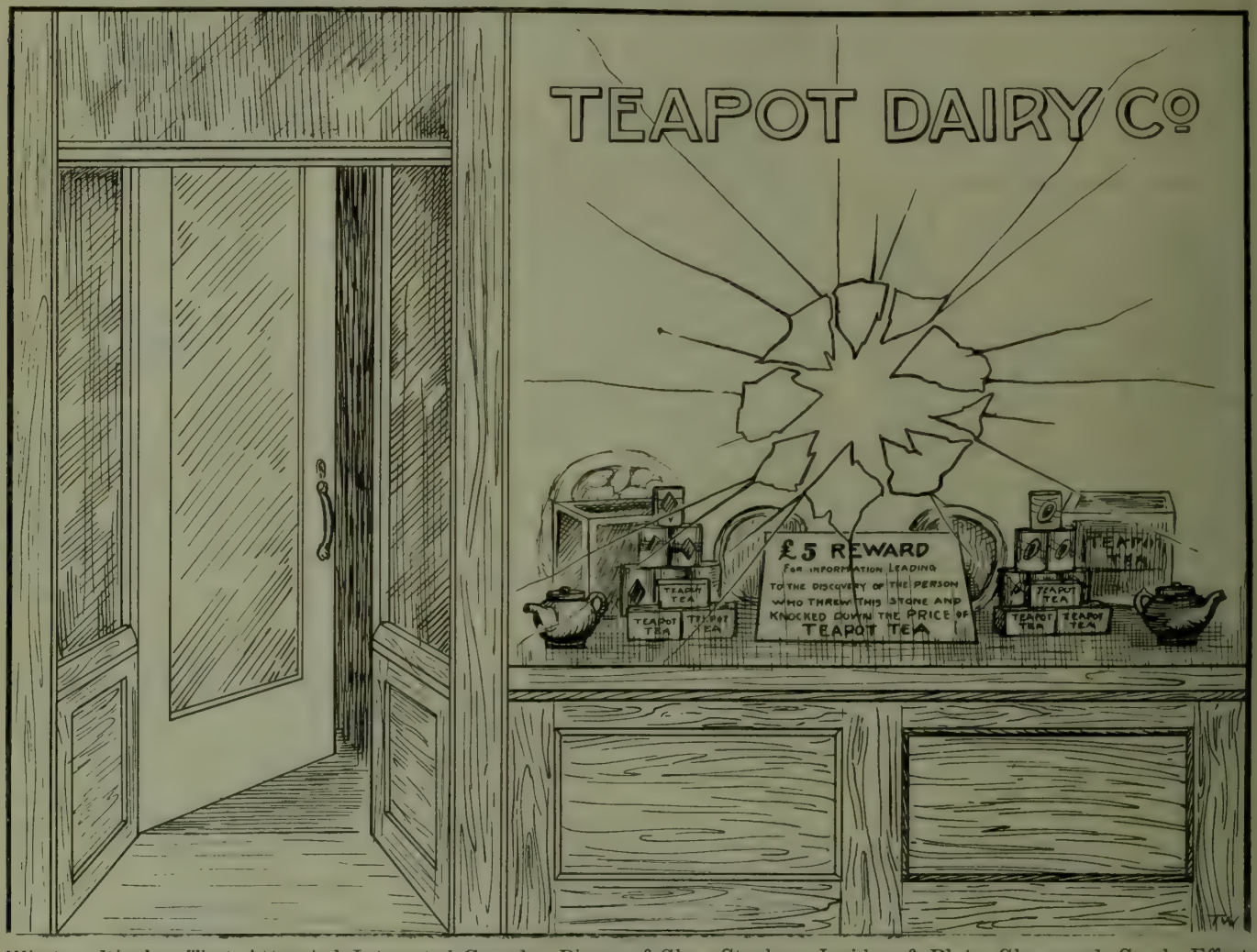
Staff Correspondence.

London, England, July 10—A large multiple store concern here has lately been attracting a great deal of attention by means of a clever window dressing idea. For days these shops in the various parts of London have been surrounded by curious and interested groups of people.

The windows are filled with attractive displays of butter, eggs and tea with smartly printed price cards. The novel and attractive part of the scheme is that the window has the appearance of being broken and a notice is conspicuously placed in the centre of the display:

> £5 reward will be given for the person who threw this stone through our window and knocked down the price of our Teapot Tea.

In reality the window is not broken but the delusion is well carried out by a number of broken pieces of glass affixed to the inside of the window and arranged in a roughly circular form as that the plate glass is clear where the opening through the window is supposed to be. The jagged parts of glass give a very realistic effect which is increased by the addition of radiating lines cleverly touched in by means of a soap pencil.



Window Display That Attracted Interested Crowds—Pieces of Glass Stuck on Inside of Plate Glass and Crack Effects Carried Out in Soap Streaks.

The accompanying drawing gives an idea of how the display has been carried out and shows how simply it has been constructed.

AN IDEAL AUTO JOURNEY.

After a delightful pleasure trip extending over a period of six months less two days, P. C. Larkin, proprietor of Salada Tea, returned to Toronto on Sunday morning last. He was accompanied by his wife and daughter. The itinerary which included Italy, France, Spain, and England proved an ideal one, particularly becadse the journeys on the continent and in England were made entirely by motor-car with the exception of the jaunt from London to Liverpool. Mr. Larkin had his private auto and chauffeur with him and as the car was shipped from London the trip across to Liverpool had to be made by railway. Mr. Larkin states that the general tone of the business world at present bespeaks better progress than at any time during the past 18 years. He is very optimistic regarding the progressive trend business affairs are taking and predicts a general enhancement of trade in the commercial world.

NEW SUGAR COMPANY.

The amalgamation of the Wallaceburg Sugar Company and the Dominion Sugar Company, Limited, is announced in the last Ontario Gazette.

The new company, to be known as the Dominion Sugar Company, Limited, will have an authorized capital of $1,500,000. The head office will be at Wallaceburg. It is authorized to carry on business in the raising of sugar beets and the mandfacture of beet sugar and development of natural gas and electricity.

The provisional directors are: Senator Jaffray and Mr. Robert Laidlaw, Toronto, and Messrs. D. A. Gordon, Wallaceburg; G. E. Avery, J. H. Avery and F. W. Gilchrist, of Detroit, and Charles Eddy, Benjamin Boutell and H. B. Smith, of Bay City, Mich.

A Retail Grocer's System in Running Three Stores

How the Two Branch Establishments in Other Cities are Kept Track of—Buying Methods Which Save Money —Deliveries Done on Schedule Time—New Ideas in Bookkeeping—Advertise Only in Newspapers—Cash System in Two Stores.

Staff Correspondence.

St. Catharines, July 13.—When a merchant undertakes to personally supervise the operations of three stores in cities or towns miles apart, he has got to have his business methods down to a science. Every grocer knows the cares and worries accompanying a single business. He understands that his buying and selling methods, his advertising, delivering, and accounting systems have necessarily to be worked out methodically if he wishes to succeed in making money.

It will not be maintained that the cost and work of operating three stores will be treble that of one. Buying can be done more economically; circular literature can be prepared and accounting stationery be purchased cheaper and while the work of preparing advertising, dressing windows, etc., will be much greater the fact that ideas thought out and applied to one store will be useful for another, makes the labor comparatively light.

This has been the experience of Bradley & Son of this city. Eleven years ago they established their store here and seven years later were in a position to open another in Niagara Falls. Two years ago they turned their attention to Chatham, where now they have a handsomely fitted grocery establishment.

Strict attention to methods has been one of their strong points and in this lies the chief secret of their success. They do not stick to old and conservative ideas. If a new scheme for bettering conditions presents itself, and it looks reasonable, they do not hesitate to give it a trial. In this way Bradley & Son have in operation modern methods in all the departments necessary to the advantageous running of a retail store—buying, selling, advertising, delivering and book-keeping.

The St. Catharines store is looked after by R. P. Bradley and his son George. They do the purchasing for the Niagara Falls and Chatham stores as well. The latter writes the advertisements for the three, and as they are changed daily he has considerable work to perform in this respect.

The Bradley ads. bring results because they are well written and the advertising is persistent. The accompanying cut testifies to the quality. The correct idea of what good advertising means has been learned long ago and this department is a feature of their business.

Great care is exercised in purchasing. Wherever possible Bradley & Son buy in large quantities and distribute to their three stores what is needed by them.

Canned goods are purchased in quantities sufficient to last all stores for the season. Starch is bought by the carload and their codfish comes direct to them from the coast. They make a specialty in fish and during the season average no less than 30 boxes of haddie per week. Another specialty is cooked ham, breakfast bacon, smoked meats, etc. They contract in February for a year's supply of the leading lines and look to quality. They sell over 1,000 cooked hams in a season.

Deliveries on Schedule Time.

Prompt deliveries is made another feature of the business. The Bradley store claims to be the only one in St. Catharines delivering on schedule time. They have four deliveries daily and their customers are educated to the hours. Two are made in the morning at 9.30 and 11 o'clock and two in the afternoon at 2 and 5 o'clock. Before holidays and on Saturday nights an extra delivery is made at 8.30. That gives the drivers plenty of time to conclude their work early and be home long before the day turns into Sunday. The store closes sharp at 6 o'clock during the week and at 10 o'clock on Saturday night.

Delivery slips are sent out with each order and duplicates kept in the store so that complaints may be better handled.

A unique idea is worked out in the construction of the delivery waggon. A great trouble experienced by many grocers has been carrying coal-oil alongside foodstuffs. Housewives object to having goods taste of oil, and correctly so. When they want butter they want it withodt a coal oil flavor. So the Bradley store devised an arrangement to protect food-stuffs from the oil by building an oil tank underneath the waggon box. This is fitted with a tap so that much less trouble is experienced than if the customary can were carried around from house to house.

Altogether Bradley & Son have 23 employes in the three stores. They own 6 delivery horses and 5 wagons.

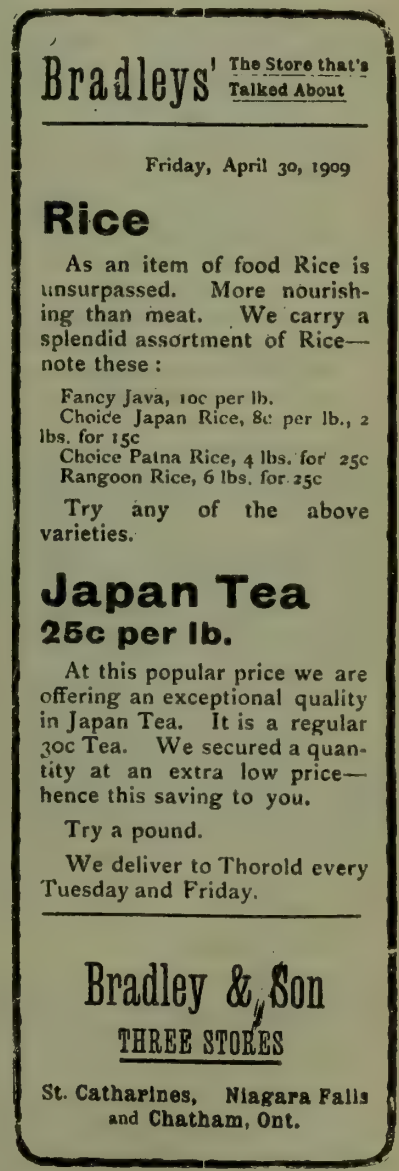
A "Cash Only" Business.

In the Niagara Falls and Chatham stores a strictly cash business is done. The store here having been so long established the proprietors have not found it expedient to establish the pay-as-you-go rule, but they watch carefully those to whom they sell on credit. In this way they seldom lose from bad debts.

They do not believe in premiums and were one of the few who refused to handle trading-stamps when that craze was on some years ago. They have regular salesmen soliciting orders and claim a great deal of business is obtained in this way.

Their book-keeping system has been carefully worked out and in many respects it is unique. They use the counter-check book giving one page to the purchaser and the other to the office. Each clerk has a small book about 4 inches by 2 inches, containing his own private letter such as "A," "D" etc. The pages are perforated down the centre so that they may be torn in two easily, the half going to the purchaser containing the request, "please pay cashier," as well as the letter and number of sale. The other with the letter "D"—or whatever it happens to be—also contains the number of the sale from 1 up to 100. The amount of sale is of course marked on each half of the leaf.

These sales are transferred to a book the pages of which are divided downwards into ten sections each containing numbers from 1 to 10; 11 to 20; 21 to 30, etc., up to 100. Ruled blank spaces are left in which to place the amounts of sales so that at any time the cashier is in a position to ascertain the extent of purchases. A 'total' column is ruled so that totals may be found by adding either up and down or crosswise and in this way the bookkeeper can tell whether his or her work is correct.



A Representative Ad. Written for a Newspaper by Geo. R. Bradley,

The Bradley store has its own private bank-book for cheques. It issues circulars occasionally on its own letter head and these circulars are written with a view to making them money-getters.

Their trade mark is "The Store That's Talked About," as will be observed from the accompanying advertisement.

In Touch With Branch Stores.

Details regarding the running of the stores in Niagara Falls and Chatham are attended to systematically by Bradley & Son. This is done through a correspondence system that certainly has its merits.

Every morning they receive statements from the branches showing the extent of the previous day's sales. Monthly statements are also made out so that one is able to see at a glance whether an increase or decrease has resulted and the amount.

In addition to these Bradley & Son have weekly correspondence sheets printed on which several questions are asked and blanks are left for the answers. This is attended to by the managers of the branch stores.

Among the questions asked may be seen the following significant ones:

Have the windows been cleaned?

Have window displays been changed?

Total sales for proceeding week.

Does this show increase or decrease?

If increase why?

If decrease why?

Have the ads. proved business getters?

"What would you suggest advertising next week?

It is interesting to note that question number 7 is invariably answered in the affirmative. The Bradley ads. have a distinct feature about them that causes them to be read. They are confined strictly to newspapers, the proprietors stating that any "hold-up games," such as programme or hotel register advertising, are always given the cold shoulder. Newspaper space, they claim, is good enough for them.

The store here has spacious storerooms in the basement, and in the second and third storeys. As they buy whenever possible in large quantities they find this necessary.

With two energetic men at the helm this store has made and is making rapid progress. This has been principally due to the fact that they have made a study of trade conditions and have not hesitated to discard the old systems for the new. They follow trade paper advice and read the best articles that are written in other magazines on salesmanship and the art of doing business on modern principles. They are not satisfied with the amount of business they do—they are after more.

"Put your hammer in the locker,
Hide the sounding board likewise;
Any one can be a knocker.
Any one can criticize.
Cultivate a manner winning,
Though it hurts your face to smile,
And seems awkward in beginning,
Be a booster for a while."

Modern Buying Methods for Retail Grocers

How Discounts May Be Easily Kept Track Of—Purchase In Quantities That Can Be Turned Over Rapidly—Advantages Of Buying Quality Goods—Work With Other Merchants—Keep a Want List.

By Tom Farmer.

In ordinary grocery buying the question of available funds always plays a part. Many of to-day's successful stores were started on small capital but by always working within their capital successful businesses have been built up. Buy in small quantities and often if need be till you get a start but buy always so that you will have no difficulty in meeting accounts, and if possible taking discounts on all purchases.

If you get a 1 per cent. discount at 10 days and pay net price at 30 days you are really getting 1 per cent. on your money for 20 days or about 18 per cent. per annum. Three per cent., thirty days net 60, means, if discounts is taken, about 36 per cent. per annum.

Discounts may be kept track of in a very simple way. Rule an additional column in your Bills Payable book. Enter the discount you take on each bill when entering your check or draft acceptance; total up your columns and carry forward your amounts. It will surprise you how they grow.

Always ask for the best cash price and confine business to two or at most three good reliable houses in each line. This means that your account is worth something to each house from which you buy. Usually these firms give you first chance on anything special they have to offer and their travelers are not nearly so apt to try to "load" you with goods as they would be if each had but a very small share of your business.

Turnover Goods Rapidly.

Consider always whether or not you can handle goods in a reasonable time when offered at 10c a case cut in 5-case lots. You may sometimes save money by buying the single case. Usually it does not pay to buy goods which will last you for say a year. Let the wholesalers carry some of your stock; even canned goods can usually be bought in the spring at little over autumn prices.

When stocking up for winter trade take notes of what you buy. These supplemented by entries showing how various lines cleaned out will be a big help in your next fall's purchases.

Watch market tendencies. By reading The Canadian Grocer you will be kept posted in this line.

For the sake of giving a traveler an order do not order goods for shipment six months from now unless you are sure of requiring them. You can usually buy your goods and have them delivered promptly when you need them.

Buy what you can from those who trade with you. If you can get white beans, onions, etc., from one of your country customers take them from him and do not wear a long face if you have to pay him the cash. Use him right and if you do not get his business to-day you may later on.

Quality Necessary.

Aim at quality goods always, even if the price is a little higher; keep up the standard of your stock. If the tea you have this month gives satisfaction do not change but buy the same line for next month. You will find the statement: "The memory of quality lingers when prices are forgotten," will hold true.

Work with other dealers somewhat. It may take you a long time to handle 25 cases of soap for instance, but if two or six buy together you get your lower price as well as better freight rates and each one can handle his quantity in a reasonable time.

Of course keep a "want list" and when you notice you are nearly out of some line note it down.

OPEN TORONTO BRANCH.

Brush, Broom and Woodenware Manufacturers Represented by Commission Merchant.

F. M. Baker has opened offices at 27 Front St. East, Toronto, where he is doing a brush, broom and woodenware commission business. Mr. Baker has been seven years with the United Fac-



F. M. BAKER.

tories and he is now representing Wm. Cane & Son, Newmarket, Ont., woodenware manufacturers and T. S. Simms & Co., brush and broom manufacturers, St. John, N.B. This is the first branch the latter company have ever opened. Mr. Baker will sell to the wholesale trade.

What Western Development Means to Merchants

Mixed Farming Gradually Making Inroads Upon the Wheat Industry—Hog Raising an Important Feature—Fruit Growing in its Infancy in Manitoba, but Vegetable Culture is Greatly Aiding the Merchants — Western Flour in Good Export Demand.

By C. L. Harkness.

Western Canada is developing rapidly in every phase of its industrial life. In view of this development and in view of the unlimited possibilities from its fertile soil, the retail merchant who is alive to the trend of conditions and circumstances, has before him a golden future.

At the present time the West is far from being sufficiently populated. Thousands of homesteaders, however, are flocking in year by year and are finding new uses for the soil, so that the annual production is advancing with the stride of a Marathoner.

What does all this mean to the retail merchant?

The answer is quite plain. It spells success to the business man who properly handles his business, by the fact that wealth is pouring in, in ever-increasing quantities, as the years go by.

The one great industry which lies at the base of all others is that of wheat-growing. Perhaps less skill is required in growing wheat than any other crop grown in western Canada. It is a fact, however, that wheat cultivation is becoming more scientific each year in the older sections of the country. For the land is by no means imbued with the eternal power of producing wheat without failing in its productiveness as years go on.

The problem is facing many farmers at the present time, and to avoid it some are going to newly-opened sections of the country to procure farms that will yield profitable crops without the extra labor of soil cultivation that is necessary in older sections.

Progress of Mixed Farming.

Others, however, are resigned to remain on old farms, and develop the mixed farimng industry. This is the tendency of Manitoba farming to-day. Farmers are beginning to depend upon their live stock to keep up the productiveness of their soil to a great extent. They, however, have not generally realized the value to themselves which the live stock would be, and they are still endeavoring to grow wheat even though the yield per acre each year is decreasing.

In the past ten years the increase in the number of hogs was 82 per cent., and in cattle the increase was 88 per cent. This increase is not sufficient to ensure the standard of soil production. For in 1902 the acreage in wheat in Manitoba was over 2,000,000, and the yield was on an average of 26 bushels per acre. In 1908 the acreage in wheat was over 3,000,000, but the average yield was only 18 bushels per acre, showing a falling off of about 12 bushels per acre. This comparison shows the significant relationship between live stock and grain. The future welfare of the one is dependent upon the other. A farm without its live stock soon loses its fertility, and with its loss of vitality, it will soon lose its productivity. Rotation of crops may help for a time, but in the end the real secret of diversified farming lies in live stock. Live stock is dependent upon the crops. The crops are dependent upon the soil, and the fertility of the soil is dependent upon the live stock. Thus each year there is a complete rotation, showing good results.

Twenty-five years ago wheat-growing was the great craze of Minnesota, That state became the great wheat-growing section of the country, greatest in point of area in the world. But as the years went by the productions became less and less and the vitality was gradually but surely sapped from the soil. To-day, Minnesota only averages from 10 to 12 bushels per acre. The farmers of that state prospered for a short time, just as Manitoba farmers prospered and are prospering to-day.

But Minnesota has since learned the value of live stock. Statistics show that to-day Minnesota boasts of having 2,400,000 cattle; 1,400,000 hogs, and 800,000 sheep. It was the introduction of live stock that saved the state. And it is live stock that will save the Manitoba farmer from the humiliation of raising 10 bushels of grain per acre. It is the cheapest soil feeder there is. It gives two returns: Increased crops, and the sale of progeny.

To the Merchants' Advantage.

With the advance made in stock raising there will necessarily need to be a development in the market opening for meats and dairy products. As to the conditions of the dairy industry, we will investigate later. Regarding the live stock market, there is no doubt that the market for hogs is the most important, because hogs are the most profitable farm stock for the production of meat. They do not require the same amount of care as cattle, and will thrive well on the barley grown in this country, which is the best bacon-producing food known. Regarding the hog market we quote the words of W. R. Ingram, of J. Y. Griffin Company, Winnipeg.

"The market capacity for hogs in western Canada is a big subject. It is hard to see far enough in the future and yet see the time where there could be too many hogs raised in our westren provinces. The returns show that for the year 1908, hog receipts at Winnipeg were approximately 150,000; for the year 1907, 82,500, and for the year 1906, 86,000. It is conservative to say that Winnipeg packing concerns in 1908 could have absorbed at least three times the number of hogs that were offered them, and it is only good business to say that as fast as an increased supply offers itself, that capital and facilities will be forthcoming to take care of them. I do not believe that hog raisers and shippers need to worry about the danger of hog values getting to an extremely low level, such as may have happened a good many years ago. There is a limit to the quantity of hog products which can be marketed in Canada, but after our home demands are supplied, we have the big advantage of being able to look to Great Britain as an outlet. The English demand is practically unlimited and England, with her small producing power and immense consuming demand, will always be the



A Section of Winnipeg's Public Market—The Largest Retail Vegetable Store in the Western Metropolis.

world's biggest customer for grain and meat products. An index of big demand from England is shown by figures covering annual exports for meat and meat products from the United States to Great Britain, which have everaged about one billion pounds a year during the past five years. Canadian bacon and hams stand high on the English market, and while prices are not so high as Danish or Irish, Canadian prices are, as a rule, considerably ahead of United States product, owing to the bacon type of hog, feeding and handling they get as against fat corn-fed hogs from the United States,"

Science is Needed.

Scientific hog raising is not developed in the West as yet, to the same extent as in some parts of the States and in Ontario. In order that any farmer can make a success of raising them for market. he must cater to the demands of the market. The packers do not want to handle hogs over 200 lbs in weight, and they prefer to get them at 150 pounds. In the majority of cases the hog raiser looses money on his hogs, after they have passed the 200 pound mark, for the heavier the pig becomes the greater quantity of feed is required to sustain the weight. And again the packers are continually calling for lean pork, and the farmers persist on fattening their hogs and expect the packers to accept them as first-class bacon types. These are some of the disadvantages at the present time in the hog raising industry, but it is only a matter of time when the farmers will take the trade more seriously to heart, and produce in a way that will be profitable to themselves and to the merchants and satisfactory to the packer.

The average price paid for live hogs at Winnipeg for the year 1908, to packers, was probably 5¾c; for year 1907, 6¾c; and for the year 1906, slightly over 7c.

Dairying Industry.

Perhaps the most prominent branch of mixed farming from the western merchant's standpoint is that of dairying. While the farmers may have some difficulty in marketing hogs satisfactorily there seems to be not so much difficulty in Manitoba in marketing the dairy products.

To keep a dairy herd on the farm means a greater revolution in farming than the keeping of hogs. Varieties of field crops must be grown for feed, and thus the crop of wheat is decreased. From this very fact it will be seen that dairying must be gone into thoroughly if it is to take the place of wheat growing. That there is a sad lacking in scientific methods employed in the dairy branch, is a fact of considerable importance to merchants and consumers. It may be that the poor quality of farm dairy products is the cause for the tendency towards the creamery outputs.

Dairy butter at the best is selling for from 5c to 10c less than the creamery butter, and during the past few weeks the dairy butter has become so unpopular that few grocers care to accept any direct from the farmers.

It would seem that just now, while the transition is taking place from the dairy to the creamery product that there is not a rapidly growing trade in dairy products. In 1900 the total amount of butter marketed in Manitoba was 1 557,-010 pounds, and the total amount for 1908, was 1,561,398, making only a slight increase in quantity in the eight years. The increased value, however, due to higher prices was considerable, being about 28 per cent.

An Increase in Demand.

There is no doubt that the consumption of butter will materially increase as the creamery branches increase. We are in the habit of estimating the value of our dairy industry on the figures of the export trade, but in view of the fact that the value of the cheese and butter exported amounts to less than one-third of the total value of our dairy production including milk for direct consumption, it goes without saying that the home market is much the most important of the two.

The development in home consumption means much to the reail merchant who passes the dairy products on to the consumer.

There have been several creameries built recently throughout the province, due to the high price of products and the weakness in the dairy product market. This is one of the hopeful signs of the province. The farmers can co-operate in the industry more conveniently, and with greater profit than to make their own butter at home. And when the consumers demand good quality from the creamery, and the creamery in turn impresses the farmer that he must do his share in furnishing pure milk or cream, then will the consumption increase, and the province will develop that very important branch of industry, upon which it must sooner or later, to a very large extent depend.

There are also cheese factories in many sections of the country, but the cheese business, as statistics show, has deteriorated to a very great extent in recent years. In 1900 there were 1,298,413 pounds of cheese manufactured in Manitoba, and in 1907 there were 1,265,592 pounds manufactured, which shows a decrease of over 30,000 pounds in seven years. This decrease in cheese production is general all over the Dominion. The export statistics show a decrease of 800,000 boxes of 80 pound cheese since 1904.

Poor Cheese the Cause.

The reason why there is a decline in the home and foreign consumption of cheese, according to J. A. Ruddick, Dominion dairy and cold storage commissioner, is that it is not properly made, and is put on the market in too green a condition. In Manitoba there is a lack of scientific knowledge employed in the making of cheese. We have been satisfied too long with illcured stuff, such as expert cheese makers in England, Scotland and Denmark can easily kill on the market.

Strawberries in the West.

Merchants during the past few years have been able to extend their businesses in the fruit and vegetable lines, on account of the development that has and is being made. Easterners can scarcely realize the extent of this development, especially in the case of the latter case.

Fruit growing in Manitoba is, of course, only in its experimental stage. Rarely can any cultivated fruits be found in the province except in the gardens of those who grow varieties that they may test the adaptability of the plant to the soil or climate. It has been known for several years that fruits may be grown here, but the difficulty lies chiefly in the fact that a special science is required to discover the most hardy varieties.

Professor Green. of Minnesota, who is an authority on fruit growing, has studied the conditions of Manitoba in connection with that industry. He says, "It is absurd that the same principles adhered to in Ontario regarding fruit growing, should be adopted in Manitoba."

The one who grows fruit here must study the conditions and conform to them. In so doing, it will be found that it will be a much easier and successful operation than is usually supposed.

Much of the stock heretofore used was absolutely worthless and entirely unsuited for the climate of this country, yet with the experience gained in the past as a guide, thousands of dollars worth of poor stock is still annually imported. Much of the stock brought in will not succeed in the northern part of Ontario, say, for instance in the lower Ottawa Valley, so it cannot be expected to thrive here.

It is on account of the many failures in Manitoba that the idea is quite prevalent that strawberries is the most uncertain crop. But the proper system of growing them has been worked out with great success, and it is simply a matter of following a system of cultivation adapted to the country.

Wild Berry Unsuccessful.

The wild strawberry grows profusely on the prairie. but it is very small and of no economic value. Nothing will ever be done with it. Max Magor, a Manitoba gardener has tried to grow the wild variety, but with no profit. The flavor of the berry is good, but it is too small and its habit of throwing out endless runners makes it an extreme nuisance in the garden. A gardener is willing to spend considerable energy on good cultured varieties that will produce berries an inch or more in diameter, rather than be bothered with the wild type that grows too freely. But the fact that it does grow freely and produces abundantly is significant, since, if the secret of

the wild plant life could be revealed it would aid in the choice of better cultured types.

H. L. Patmore, of Brandon, has been developing the art of strawberry growing for a number of years; some years he produced profitable crops, while other years have been failures. Before coming to Manitoba, he had experience in the culture of strawberries in Ontario, and in comparing the two provinces, he says, "The soil and climate of Manitoba will produce strawberries of as large a size, as fine a quality, and in as great abundance, as will the soil and climate of Ontario."

There are many statements made by experts, just as encouraging as the above, but they have little effect upon the general farmer. His energies are all exerted in the production of wheat, and he looks upon such a line as strawberry culture as something beneath the dignified indulgence of wheat growing.

The time will come, however, when the farmer will find his wheat and grain yields decreasing, and the soil will be put to other uses. When this time comes, fruit growing will rapidly increase in popularity, since the experts are laying the basis for a thorough and profitable culture of all kinds of fruit. At the present time the nurseries in various sections of the country have varieties perfectly climatized, from which the crude farmer could produce, without great difficulty, luscious crops.

Vegetable Growing.

Vegetable growing in Manitoba is much more extensive than that of fruit and therefore has been more advantageous to the merchant. The reason for this is that the climate and soil conditions are more congenial to vegetable production, and also to the fact that the demand for vegetables is greater, locally, than for fruit. The farmer can get along quite well without fruit, but he usually goes to the necessary pains to produce vegetables for his own use.

As to the marketing of vegetables the supply is quite adequate to the demand, while the local vegetable season is open. This assures us that there is no difficulty in producing the various lines of vegetables. There has been some difficulty in obtaining suitable varieties of tomatoes and a few other lines, but the problem was not as discouraging as the same difficulty in fruit.

Celery Neglected.

There has been one valuable vegetable which has been seriously neglected in Manitoba among the market gardeners, and this is celery. There is always a good demand for this nerve restorer, and to comply with this Manitoba commission houses depend almost entirely upon foreign production. The cause for this limited production of celery in Manitoba is due to the fact shat it requires scientific cultivation. It is not, however, as highly a cultivated plant as many people suppose, yet it does require peculiar treatment. Where the land is rich and the rain-fall plentiful there should be no great drawback in the production of this plant, and these two agencies are prevalent in Manitoba.

S. Lacombe, of Birtle, Man., the largest vegetable grower in Manitoba, has had great success with celery, having secured a variety that does not require the same method of cultivation as that usually employed.

The old familiar way of growing celery is in the trench, but Mr. Lacombe sows the seed in the field as though it were a field grain, taking cognizance only, of the requirements that the soil is rich and moist, and capable of sustaining the highly nutritive properties of the plant. The objection to this method is that it is later in developing than the plant that is started inside, and set out in a healthy condition.

Benefits to Grocers.

The development of vegetable growing in the province has been of great benefit to the retail grocery and produce houses.

A few years ago a greater part of the vebetables consumed in Manitoba came from the south all the year round. This meant a high price for the stuff, and consequently a poor market. The imported stock was not fresh, or of a good flavor, and were not attractive counter or window goods, all of which tended to weaken the market output.

A Winnipeg grocer, who has been in the business many years, said: "The sale of vegetables, as late as four years ago, was not to be compared with the heavy volume of trade done in the same line at the present time, since the local growers can put on marketable goods much cheaper than the imported stock. The grocers heretofore could never depend upon local stuff being put on the market. Each year the supply varied in quantity and often owing to the laxity of the few growers there would be a decidedly limited supply.

The grocers heretofore could never depend upon Manitoba stuff being put on the market. Each year the supply varied in quantity and often owing to the laxity of the few growers, there would be a decidedly limited supply. For this reason produce men would depend upon imported stock, paying little or no attention to Manitoba grown stuff when it did happen to come in. But now things have changed and the local grown produce is gaining more recognition each year.

The same is true, or will be true of fruits. The supply is so much below the demand that local fruit production does not figure very largely in the retail market. But it will be recognized just as vegetables have become recognized, and the day will come when almost all of the hardy fruits on the local retail counter will be grown in Manitoba. At the present time there are so many fruit importers in the province that the competition has become keen enough to reduce the price of fruits so that they are within the reach of the ordinary consumer.

But this cannot last long, since the profits are too small. The strong firms will eventually control the market.

Ontario garden and orchard fruits are cheap, comparatively, on the western market, and these all can be grown in Manitoba province. When they are grown the market will improve in every way, for the same reason as the market in vegetables has revived. This will stimulate the market, causing merchants to depend more and more upon western grown produce.

Flour Milling in Manitoba.

It was not many years ago when all western grown wheat was milled in Ontario and elsewhere. The milling industry was slow in opening here because the population was not large enough to support an industry of this kind. Wheat could be handled and shipped easier and cheaper than flour and this also has delayed the milling in the west.

Within the past four years the milling in Manitoba has increased from 2,000 barrels to 9,000 barrels per day. Several permits have been issued for new mills in various parts of the country.

The rapid increase in flour production is not due solely to the increase in population. It is owing more particularly to the special features of the industry which enable western flour producers to compete with the English miller, notwithstanding the fact that that it costs more to land flour on foreign markets than it does wheat. The flour trade is, of course, becoming more extensive each year, but the present population would not necessitate more than one-third of the present flour output in the west.

Some Large Mills.

In Manitoba alone there are four large flour mills with a capacity totaling 8,000 barrels per day. One concern operates two mills with a total capacity of 4,500 barrels per day. Another mill in Manitoba has a capacity or 1,500 barrels per day, and a third has a 3,000 barrel capacity. Each of these companies depend largely upon their foreign shipments.

As it was intimated before, it is the highly specialized features of the industry that enable them to do this.

The English miller puts his milled produce on the market simply as "flour," with little variation in price. The western Canada miller puts his goods on the market in "brands of flour," with a range in prices. Some of the brands may undersell the English flour, while other brands will overrate it. The Canadian miller can put "quality" into his flour while the English miller cannot. The over-sea miller gets his wheat in bulk of various grades and can only produce a limited variety of flours depending upon the milling process.

The western millers grade their wheat and from the various grades produce the various brands. They also have the spring and fall wheats from which distinct brands are made. These are the features, together with the fact that they can also mill as scientifically as the Englishman, that gives the home producer the advantages.

Cereal Production.

There is an idea prevalent in certain quarters, that the milling business is all running to cereal production. This line is developing, but it has almost reached its limit and Manitoba millers do not depend upon it to a great extent, except to use up the by-products of the mill. All the mills manufacture a wheat cereal, and it is a profitable by-product. As the population increases and export shipments grow larger this side of the business will necessarily figure more largely, but no wheat will be turned into breakfast foods, as long as the present market condition prevails in flour.

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THE WEEK'S FEATURES.

The uncertain condition of the canned goods market, the high price of pork and the easing off of grain prices are among the interesting points in connection with the week's market.

The canned goods situation will be found in another column. The continued scarcity of the supply of hogs has caused Montreal pork prices to advance another dollar and on the Toronto market the price of live hogs has scarcely ever been as high. Packing houses are therefore faced with a hog shortage amidst a good demand for the product.

Egg prices are high, due to various causes. The demand is good but apart from that the number of bad eggs on the market has had much to do with the recent advances in prices made by the large dealers.

Garden vegetables generally are declining in prices. Canadian grown tomatoes have been introduced and soon prices will be considerably changed. Home grown cucumbers have also made an appearance and will be presently lowered.

Strawberries are vanishing rapidly and their place has been taken by cherries. This crop has been an excellent one and the quality has never been better. Canadian raspberries are on the market in small quantities and at the beginning of the week were offered around 17 cents to the retail trade. As the season advances they will become cheaper.

The Winnipeg market shows a decline in oats and a consequent easing off in the rolled oats market, while in St. John, N.B., Ontario flour has declined.

CHAOS IN CANNED GOODS.

It still remains a difficult proposition to fathom the market in canned goods for delivery in the future. This is evident from the remark of a jobber to a query on what the present situation was. "There is no situation," he declared, and answers to several other inquiries bears out this assertion to a considerable extent.

New pack goods are being sold at prices quoted in our market columns last week, but only by some wholesalers. Others who are anxiously awaiting the turn of events are not naming any prices.

Last week peas were quoted at from 75c up to $1.40 per dozen to the retailer, but some of the canners have cancelled the opening figures to jobbers. The reason as given by one jobber for this was the probable advance owing to the crop prospects not being so bright as they were when those prices were first presented. This phase of the question was referred to in our last week's report.

Everyone knows that the opening prices have been low and the question that should now attract the retailer's attention is "When shall I buy?" In some cases at least advances seem probable. It is stated that canners can make little profit at their prices quoted.

The pivot-point of the whole question however seems to bear on the extent of the crops. If the recent rains were not too late, they may play an important part. If they were delayed too long, the market may be given a bearish tendency.

Jobbers are now quoting prices on salmon for future delivery, sockeyes ranging around $1.75 to $1.80, while inferior grades are in the neighborhood of $1 and $1.05. Last year prices ran from $2 to $2.50 for the former, and from $1.10 to $1.15 for the latter. Different jobbers have different prices.

TEA SPECULATERS LOSE.

It is now practically assured that there will be no duty on bulk tea entering the United States. The effect of this on those who bought tea when the tax was proposed is apparent.

The Grocer has been informed by an authority that one firm, the Carter, Macey Co., New York, collected a stock of more than 6,000,000 lbs. with the idea that a duty would be imposed. A speculator in New York, named Buttfield, is said to have bought a 4,000,000 lb. stock with a similar purpose in view. It therefore seems evident that those who bought like this on speculation are going to have a hard time and will scarcely be able to pull themselves out of the hole.

It is represented that the United States retailer and jobber are loaded up with bulk tea and that many of them have enough to fill their orders for two years. This must be more ill news for the speculator.

Already large shipments of tea are being exported to London at prices less than cost and holders are losing from 5 to 6 cents per pound.

In addition to holdings of bulk teas being enormous, large sums were expended for lobbying purposes. If the duty as proposed had been imposed speculators would have cleared a million at least.

FIRES AND FAILURES.

The fire losses in the United States and Canada for the first six months of the year were over $21,500,000 less than for the same period last year.

The opinion obtains among insurance men that fire losses are always heavier during hard times, than when trade is in its normal condition.

The inference is that when business is inactive incendiarism is active. This inference may not be based on fact. But whether or not the fire records of the past six months can be taken as evidence that trade is healthier than it was a year ago, other indications such as clearing house returns, railway earnings and fewer commercial failures place the question beyond dispute.

PERISHABLE GOODS IN DANGER.

At this season of the year considerable loss is incurred by many retail grocers, due to lack of equipment for sufficient care of perishable goods.

These include butter, cheese, fish, molasses, syrups pickles, etc., all of which need to be kept in a comparatively cool place, and some more so than others. Even canned goods should not be allowed to become too warm.

About the best method for efficiently attending to these, is to use the refrigerator. Those with glass fronts may also be used to display pickles, cheese and butter, as well as other goods.

Careful attention should be given to oat and cornmeal. Grocers should not purchase in too large quantities, as in the warm weather worms begin to move about in them, if they are allowed to stand too long.

Salt fish should also be watched and kept continuously in brine.

All goods of the above character need special care just now. If such is not given it may become necessary to consign them to the garbage heap.

Some Interesting Ontario Grocery Correspondence

Nearly all the Peterboro Grocers Handle Soft Drinks — No More Donations From Ingersoll Merchants—Raspberries from Western Ontario—Advantages of Half Holiday in London—Grocers Fined at Kingston for Selling Adulterated Coffee.

PETERBORO.

July 14.—Charles Harmer for some time clerk in the grocery store of Peter Connal & Son, has gone to the west where he has secured a good position. Before leaving Peterboro he was presented with a gold signet ring by the members of the B.A.C. club of which he was a member. He was also remembered by the choir of the Charlotte St. Methodist church. At a meeting one evening he was presented with a gold headed umbrella. Mr. Harmer had many friends in the city and was a valued clerk to the firm with whom he was employed.

Investigation among the grocery stores seems to prove conclusively that there has been more business on the part of grocers in the handling of tomatoes than in other years. In the past the custom was for the most part to wait until the local supply was received. The imported kind was sold mostly by the fruit and vegetable dealer. This spring the people seem to have been educated into buying the early tomatoes which have to be brought into the city. This has been noticed in connection with other vegetables that have been handled this spring and apparently the grocer is cutting in more on the exclusive fruit dealer's business.

Practically all the Peterboro grocers are handling bottled drinks and are also disposing of them in a satisfactory manner. The hot weather makes the demand and a good clerk can make it apparent to a customer that his or her comfort will not be completed without some of the ordinary summer drinks.

One of the disadvantages of the handling of tomatoes is the high price when they are first received. Twenty-five cents a pound has been the price prevailing for some time and this turns away too many customers. In fact with many it is prohibitive. A grocer stated recently that with the ordinary customer the purchasing of tomatoes was looked as a little extravagance.

Eggs are selling at twenty and twenty-one cents a dozen and are considered rather dear. The price was expected to go up on Saturday owing to the bad weather but there was not the usual large number of purchasers and no change was reported.

Strawberries are practically all done and the grocers are advertising cherries with berries to follow when the cherries are done. The crop in this district is a fair one. Market gardeners state that berries will be plentiful and that Saturday's rain will do a great deal of good. Although there are many good gardens in this vicinity the local supply is not sufficient for the demand.

Mrs. Sid Mitchell is meeting with encouraging business in her new store at the corner of Sherbrooke and Reid Sts.

R. C. Braund, grocer, and his family are camped on the Otonabee and is enabled to spend nights with them, occasionally taking a day off himself.

Harry Ball, a grocer, who has been in business here a short time has disappeared. According to his books he is in a fairly good position financially and the reason for his departure is credited to the small amount of business he was doing. A note that he left intimates this, and also that he had suicidal intentions.

INGERSOLL.

July 14.—Hereafter those who call upon the retail merchants during business hours soliciting donations for charitable or other purposes, or with a view of disposing of tickets will receive the courteous but emphatic answer "no, thank you." This plan of action has been unanimously endorsed by the members of the Retail Merchants' Association, and there will be absolutely no deviation. Only those actually engaged in the retail business can have a proper conception of the extent of the demands that have been made from day to day dpon the finances of the merchants in consequence of the canvassing method. This plan has been in vogue in connection with practically every money raising scheme and the merchants have invariably been the first ones singled out for "attack." The merchants have long sighed for the day when concerted action would be taken which would enable them to say "no." This time has at last arrived. The reorganization of the Retail Merchants' Association, a few weeks ago, paved the way. The matter of indiscriminate giving was slated as one of the first to receive attention. It came up for consideration at the last meeting of the Association and was unanimously endorsed.

Another important matter dealt with by the Retail Merchants' Association at its last meeting was the question of cartage. In the past the merchants have had to pay the cartage at both ends on all consignments received by them. The manufacturers and wholesalers have added this to the freight bills and individual protests were unavailing. Hereafter the merchants will attach slips to all orders instructing the wholesalers and manufacturers to ship all goods cartage prepaid at their end. The slips will also clearly set forth that if this request will not be complied with the orders are to be cancelled. The association has affiliated with the Provincial Retail Merchants' Association and it is the intention of the members to give prompt and earnest attention to all matters pertaining to the trade.

Although none have yet made their appearance at the time of writing it is expected that raspberries will be offered on the market this week. The season has been very favorable up to the present, but if the drought continues, it will no doubt reduce the crop to some extent. Present indications, however, point to a great supply.

Small quantities of the later varieties of strawberries are still being marketed. The berries for the most part are small, but nevertheless well ripened, but the price precludes their general adaption for preserving purposes. A a rule they retail at ten cents per box.

The enterprising merchants have been busy during the past few days calling attention in their advertising spaces to "cherry week." This is said to be the big week. The local crop has practically nothing to do with regulating the market. Very few cherries are grown in this section, principally on account of the havoc wrought in bygone years by the Black Knot. Only a few trees of the old favorite varieties are to be found, and in most instances the fruit is so highly prized that it never finds its way onto the market. Most of the cherries, as with the peaches, are brought in from the Niagara and other famous fruit sections. At the present time cherries are ranging in price from $1.25 to $1.75 a basket, and it is doubtful if the price will be any lower.

CHATHAM.

July 14.—The first raspberries of the season made their appearance on Saturday, when the King Edward grocery, which makes a feature of early fruits, offered them at 20c a box. These are home-grown berries. To-day the price went down to 15c. During the past week, growers and consumers have been face to face with the prospect of a berry shortage, on account of the continued drought. Rain is needed, and with a little wet weather the next week or so, the raspberry crop will be a good one. Home-grown tomatoes were also a feature at the King Edward on Saturday. Northwood & Bartlett offering a good article at 12½c a pound. This is where Chatham beats the east.

The recent hot spell has stimulated the demand for refreshing drinks for home use, and several grocers have seized the opportunity to display lime juice, lemon squash, ginger beer, orangeade and other lines in their windows.

Among the displays in vogue just now in connection with housecleaning accessories, W. E. Parrott has put in a novelty, the small size cans being so arranged on the bottom of the window as to spell the name of the product.

An important business transfer took place this week at Blenheim, when W. W. Logan and Mr. Walker, of this city, bought E. J. Spackman's grocery and dry goods store. Mr. Spackman came to Blenheim about a year ago, buying out F. R. Webb, now of Kingsville. He expects to move to Calgary, where he has large real estate interests. The new firm of Logan & Walker is now in charge.

The Dresden canning factory is being overhauled, under the direction of Manager Edgecomb, preparatory to the tomato "campaign."

Ben Madden, grocer, of Dresden, has purchased a residence in North Dresden from his fellow-grocer, R. Heyland.

T. G. Guest, of Richmond, Mich., formerly in the grocery business in Ridgetown, visited old friends in this section last week, prior to leaving for New Westminster, B.C., where he will locate in business.

Mahler Bros. are purchasing labor-saving machinery and gasolene engines for instalation in their evaporating factories at Forest and Dresden, an increased output being the objective.

LONDON.

July 14.—Wholesalers report business fair among country dealers. Sugar is not moving so rapidly here as it was expected would be the case, with the opening of the preserving season. The market for teas of all kinds is advancing. Mediums are about ½d up and very fine have also advanced. Excepting a sharp advance in African coffee, all the other staples are unchanged, as are also cereals, but in view of the splendid crop outlook, an early drop is looked for.

One effect of the Wednesday half-holiday is to enable grocers to get better acquainted with their families. Before the introduction of the mid-week breathing spell, it was work, work from Monday morning until early Sunday morning. Now almost every grocer in the city has his driving outfit, and it is a common thing on Wednesday afternoon to see a grocer with his wife and family driving to and from the country. It does them all good and no one suffers in any way.

This has been the biggest year for strawberries on record. The berries are just about over now. There were some on the market Saturday morning, but they were of poor quality and sold as low as five cents a box.

Agitation is being renewed for the establishment of a public abattoir as the result of a statement made by the chief of the Dominion veterinary department to the effect that the citizens of Canada are eating much impure meat owing to the lack of inspection of some slaughter houses. The trouble in London's case is that unless the county co-operates it will be impossible to solve the problem. The city could of course, establish an abattoir, but if the county permitted indiscriminate slaughtering there would still be a danger of bad meat getting into the market.

Thos. Shaw, ex-president of the Retail Grocers' Association, is president of the East End Merchants' Association, which is preparing for a big picnic in Queen's Park.

The hay crop hereabouts is one of the biggest in years.

C. R. Somerville, gum manufacturer is installing a smoke consumer in his factory.

Perrins and McCormick's employes' picnic at Port Stanley on Saturday, 24th inst.

McKinley Millman and Clem Garney, two local grocery men, are about to take their annual holidays, and a friend of theirs volunteers the information that they intend taking a trip in "a first-class coach on a first-class ticket to spend a couple of weeks in a first-class town." However true this may be they are a first-class pair of fellows.

Bills are out announcing the grocers' picnic to Port Stanley on Wednesday afternoon of next week and a moonlight excursion on Lake Erie in the evening. The grocers promise a good time.

LINDSAY.

July 14.—Grocers and others have been predicting a famine in this part of the country, hard times, etc., during the past week owing to the fact that the ground was parched, and the small garden fruit, as well as the farmers' crops, were in dire need of rain, and lots of it. In the country everything was almost burnt to a crisp. But the rain descended in torrents on Saturday, and the prayers of the farmers and others were answered. The rain itself will prove a blessing, as already the roots, etc., in the garden are taking on an increased growth due to the nourishment. The grocers of Lindsay do a large amount of business in the small fruit and vegetable line. Every store has its display of this line of produce. There was a time when the market gardener and the peddlar on the street took a large amount of this trade away from the grocer, but of late little small fruit and garden vegetables are to be found on the Saturday market, and the peddlars have given it up for a bad job. Inviting bunches of all kinds of garden vegetables are to be had at the grocery stores at reasonable prices. The outdoor home-grown Canadian tomato has not yet made its appearance, but it is expected within the present week. Green peas are plentiful, but cabbage has not made an appearance at all. New potatoes have been selling at fifty cents a peck with a good demand. The old potatoes are doing very well at seventy-five cents per bushel, but they are expected to go into disuse pretty soon. The first load of new hay was on the market Saturday and sold for $8 per ton.

Fine preserving cherries were offered Saturday at $1.25 per basket. Gooseberries have also made their appearance. The grain market remained the same, but owing to the hot and dry weather butter and eggs advanced in price.

On Saturday last a flash of lightning frightened L. A. Primeau's delivery horse and a tumble in groceries ensued. Granulated sugar, especially took a big drop, and was strewn all along the road.

Mrs. Ed Robson, wife of the popular west end grocer, is an enthusiastic fisherwoman. The other day she secured a beautiful ten-pounder in Scugog Lake.

Some of the town grocers would like to see a grocers' picnic, in which they could all enjoy a sail down the river, and have a jolly outing. The scheme is worth considering, as it has proved to be a delightful outing in other towns and cities.

The Lindsay grocers are on excellent terms with each other. Sometimes one grocer will experience a heavy demand for a certain article, and will perhaps run short. The next customer asks for the same article, and to accommodate her, the grocer will send one of his clerks down to the store of a fellow-grocer and thus trade is not sent away to another store. It is good to see the grocers on such friendly terms with each other.

It pays to deal honestly with the people, and those grocers in Kingston, who are alleged to have sold "adulterated" coffee will be the losers to a large extent. Perhaps, it will not be noticeable at first, but in time trade at those particular stores will go elsewhere. The people will not patronize a grocer who seeks to "do them."

Chatting with a provision man the other day your correspondent learned that, with the exception of sugar, the raising in prices for groceries, generally, was about to take place. Lard and bacon, he stated were exceptionally high in price, and the high price of oats was causing mild consternation.

More poor news for the grocers. It is learned that the apple crop in this district promises poorly this season, and as a number of Lindsay merchants do a large brisk business in apples, the news will be doleful and unwelcome. The dry weather during the past few weeks is given as the reason. Messrs. Primeau and Spratt, two of the large apple-buyers, in conversation, stated that they had visited some of the orchards and thought that from observation both fall and winter apples would be at a premium, and they expect the prices to be the highest in years. In some sections of the province it is reported that an insect pest is killing the apples. However, that is not the case in this section yet. The recent rainfall, however, will do an immense lot of good to the apple crop.

OTTAWA.

July 14—Creditors of a fruit dealer and confectioner named John Lopresti are anxiously awaiting his return and in the meantime are trying to discover his present place of abode. Some days ago Lopresti, who is a bachelor, failed to open his store for business as usual and suspicions were aroused. He lived to the rear of the store alone, and on an entrance being made no trace was found of him. One of his largest creditors called in police assistance but search of the city failed to locate the missing man. At first it was thought he had gone to Montreal, for his father and uncle are in the same business on St. James street, there, but the Montreal police were unable to find trace of him. The father, Antonio Lopresti, formerly kept a fruit store on Wellington street, and the uncle, Joseph Lopresti, is also well known here, having been in business on Bank street near the corner of Nepean. The creditors who are interested and the amounts

Lopresti owed them, so far as could be ascertained, are: Dominion Fruit Exchange, $121; C. E. Plain & Company, $34.75; Langstaff Brothers, $22; Maloof & Turner, $49. What little stock remained in the store is being held for the creditors pending developments.

KINGSTON.

July 14.—Housewives who did not buy strawberries early were somewhat fooled this year. Grant Pyke, of Wolfe Island, is one of the most extensive growers in this district. His berries command 12½ to 15 cents per box. He bought 90,000 berry boxes this season and will use them all with his raspberries.

Secretary Dalby has been one of the busiest men in the city arranging for the grocers' picnic.

"Pompadour Jim" has a fine dressed window on Princess St.

The grocers' picnic prizes are displayed in Jas. Reddin & Co.'s window and include many valuable gifts.

Nothwithstanding the rise in flour, some bakers have started in cutting prices selling to stores.

Two grocers here were fined for selling adulterated coffee. It seems that the manufacturers should pay these fines. It is strange how the government looks after this business and yet in getting supplies for their institutions call for pure coffee and sometimes accepts a 12c article, and a pure white pepper and accept one at 8 or 9c. It looks as if the searchlight were thrown on the doings of our governments there would be shown some large spots.

Ruling prices here during the week were: Potatoes, 70 to 80c a bag; eggs, 20 to 25c a doz.; butter, 25 to 28c a lb.; peas, shelled 18c qt., in pod, $1, bushel; pork and meats are very high.

GUELPH.

July 14.—C. Hicks has had a demonstration of jelly recently, and a profitable sale was the result. His Paisley Street store is one of the cleanest stores in the city.

W. Metcalf reports good business. In addition to his confectionery department, he has started in on the ice cream business, and has had good results.

The fruit season is started, and the housewife is busy "putting down" preserves for the winter, which means increased sugar sales for the grocers.

The majority of stores closed on Thursday afternoon of last week, the first half-holiday of the season.

TORONTO.

July 14.—E. S. Calder, Gerrard and Mutual Sts., is pleased with his business, and that spells success. He is not one of those small men who has no time to take pleasure out of anything. He takes time to read the "Canadian Grocer," which he enjoys, and which, he says, keeps him in touch with the bright side of business.

Bail & Brown have bought out W. J. Fawcett, 418 Church St. These are two young men with a well trained grocery experience, and intend to turn the old quiet corner into a hustling concern.

W. H. Armitage, Carleton and Church Sts., deserve credit for their well-kept store. Few windows in any grocery in the city are kept with more taste and judgment. The windows are regularly changed each week and neatly arranged with seasonable goods. This week soft drinks are displayed in one window and glass sealers in the other. They look very attractive.

E. A. McCarthy, 89 Roncesvalles Ave., is setting an example that would be well to follow by all grocers. He has a new store, and in one corner has a beautiful porcelain wash basin, with hot and cold water attachment where the hands may be washed, and wiped with a clean towel every time anything of a greasy or dirty nature has been handled. This is done in view of the customers, so that they may see that it is done. This is one of the best advertisements a retailer can have. Not long ago a grocer was seen to cut bacon, and the next minute he mixed tea in the hopper of his scales with his greasy hands. That is enough to lose a tea customer forever. Cleanliness is coming to be one of the essentials to success in the retail trade.

Some of the grocers who do not read their trade paper are still laboring under the delusion that they have to cut prices in order to get trade, while those who keep in touch with new ideas are snatching the business through more up-to-date methods.

One grocer recently said that he would not give 5c for The Canadian Grocer, and another said that he would rather pay $10.00 than not have it. Who is right, the one who knows nothing about it, or the one who reads it? The answer is easy.

If a grocer is dissatisfied with his business, and finds fault with all other grocers, and with the trade in general, he acknowledges that others are getting ahead of him. He is a back number and does not know it.

Where you find a grocer who says he has no time to read his trade paper you always find a man who has plenty of time to do nothing, or to talk about things which are a year or two out of date.

Some grocers have two or three kinds of tea advertised on their windows, but to find out who runs the store you have to inquire inside.

Wm. C. Miller, 632 Yonge Street, displays many of his fresh fruit samples in clean and attractive baskets. As they are not large several can be placed in the window and they give the idea of cleanliness and care.

BRACEBRIDGE.

July 14.—Saturday was a day of sunshine and rain. The long looked for shower came down in torrents during the morning and made the farmers flock to town.

The grocers got together last week to consider the advisibility of adopting the cash system—that is more thoroughly than it is done at present. Considerable comment on the present system was made. The conclusion was reached that the dead beat now is practically shut out, and the meeting ended with the feeling that, strictly cash will soon be the motto of every merchant in town. The discussion touched upon the practice of ordering strawberries and sugar by telephone and having them charged. When a merchant sends out say 40 or 50 crates of berries with several hundred pounds of sugar and waits from 30 days to 6 months for his money, the limit was about reached. Those present took up the collecting system adopted in Guelph and Brantford but it was considered that in a town of this size, that would not be feasible.

The grocers on Friday and Saturday seemed to have the fruit craze. All kinds were to be had and judging from one remark made by a southern woman, we must be all right when she said: "This is certainly a wonderful business place; one can buy everything." So much for Bracebridge compared with Nashville, Tenn.

PERTH.

July 14.—Monday's celebration tripled our population and consequently made the grocers a busy lot. One Foster St. dealer removed the central display stands from his store, replaced them with tables and served meals to about 300 people. All stores had a large number of customers, but average sales to each were small.

Eggs are scarce but the price 16c, is unchanged. Cherries are arriving freely and are being retailed at $1.35 a basket for red and white, and $1.70 for black. Strawberries are over. The crop in this section was quite a failure. Growers had about one crate where they had five last year.

R. Richardson, Carleton Place, has been succeeded by Bennett & Code. The new firm took possession on July 2.

Deizelle & Warren have opened business in the Carleton Place Arcade. This store was formerly occupied by Jas. McPherson.

Grocery business as a whole is satisfactory. Those stores handling fruit have been especially busy for the past three weeks.

F. C. Harp, grocer, Brantford, Ont., visited Toronto on Wednesday of this week.

Delmere D. Butler, who has been clerking with F. C. Harp, a Brantford grocer, has cast in his lot with the knights of the grip, and on Monday morning next will go out on the road for Geo. E. Bristol & Co., wholesale grocers, of Hamilton, Ont.

AGENCY WANTED

TRAVELER, grocery, working Montreal, would treat with good house for side line. Small salary and commission. Box 702, CANADIAN GROCER, Montreal. (29p)



GUARANTEED ABSOLUTELY PURE

Simcoe

Strawberry Preserves

Home Made Quality

Certificate of absolute purity on each jar.

We believe that these SIMCOE STRAWBERRY PRESERVES are absolutely the finest goods on the market. The strawberries are grown in the immediate vicinity of the factory, and are preserved the same day as picked, with the finest quality Granulated Sugar.

Ask your Jobber for Introductory Prices.

As the pack is limited these goods are offered subject to prior sale.

CANADIAN CANNERS
LIMITED

Notes from the Maritime Provinces and Quebec

Cape Breton Business Badly Affected by Strike — Halifax Commission Merchants Handle Many Strawberries—Decline in St. John of Ontario Wheat Flour—Sugar Selling Freely.

HALIFAX.

July 13.—Business will receive a serious set-back as a result of the strike of the miners in the Cape Breton coal districts, which started last week. Up to then the prospects throughout the province for a very busy season's business were excellent, but this unfortunate labor trouble has completely changed the aspect of the whole thing. Before the strike was called the travelers who had been in the Cape Breton towns reported business brisk and the outlook for trade was splendid. Although the strike has been on less than one week, business has already felt its effect. Some of the dealers at Glace Bay report that their sales had dropped 95 per cent., but throughout other parts of the province business is in a prosperous condition. The crops are progressing favorably, and the general outlook is most promising.

Prices still rule high in all lines, particularly in bread stuffs. Quotations have not changed since last report. On account of the high price of flour the sales are not as large as they otherwise would be. There is a good demand for hams and bacon, and grocers report large sales even at the high prices. There is a general complaint among the trade regarding the scarcity of first-class stock, and the prices asked for it. The opinion prevails among many that the supply is not equal to the demand. There is a ready market for everything that the farmer can produce, and in this province the farmers of the present day do not raise half enough stuff to supply the home markets. There is only a fair supply of eggs coming on the market now, and the demand is rather light. The price is also advancing, 20 cents being asked for P. E. Island stock, and 21 cents for Nova Scotia. Butter is practically unchanged.

The molasses market is now rather quiet, and the stocks have been considerably reduced as the jobbers have filled most of the large orders. Fancy Barbadoes is now quoted at 35 to 36 cents, and Barbadoes 35 cents.

Sales of sugar have increased considerably during the past week, as a result of the placing on the market of strawberries for preserving. Cut loaf in barrels is $5.25, extra standard granulated is $4.70, bright yellow $4.55, and Austrian granulated, $4.30.

John Coleman, referred to in last week's issue of The Grocer, as taking over the business of C. M. Walker at Dartmouth, has been identified with the grocery business for about forty-five years. He was head clerk with the old firm of Bauld & Gibson, wholesale grocers, and he continued in the same position with Bauld Bros., which succeeded the former firm. On his retirement he was presented by the firm with a handsome gold watch chain, and charm, suitably inscribed. The employes of the firm gave him an onyx clock, also bearing an inscription.

Charles H. Harvey, the recently appointed agent of the Marine and Fisheries Department in Halifax, formerly conducted a commission business here.

The fish markets are now rather quiet. The spring run of mackerel is over, the lobster season closed on the last of June, and the demand locally for salt fish is light. While large shipments are being made the foreign demand for lobsters is lighter than usual.

The commission merchants are kept busy handling strawberries, hundreds of crates having arrived for local consumption. With heavy receipts the price dropped from 20c to 10c per box. The dealers report a good demand for berries. Large shipments are being made to Newfoundland and St. Pierre Miq. It is generally expected that the heaviest of the shipments will be made about the first of this week, and after that the season will be pretty near at an end. The crop is much smaller than last season.

Jobbers who handle flour and feeds report trade rather quiet in these lines. Corn and oats continue firm with very light offerings. The feed market is cleared up. Some small lots of middlings are available, but there is no bran or feed flour to be had. The leading brands of flour are quoted at $6.75 to $7.00.

The crop of Bermuda onions is pretty well cleaned up and the stock offering is of poor quality. Some of the surplus is being sent to the auction rooms to clear it out. The prices obtained at these sales are only about half of the original cost.

MONTREAL.

July 13.—C. A. Chouillou, Montreal, sailed on Friday for Europe. He will be absent two months.

F. K. Keogh, representing Hills Bros. & Co., New York, was in Montreal this week, and visited the trade in company with the firm's local agent, W. C. Christmas. Mr. Keogh is covering Canada.

Harold H. Hughes, manager Spratt's Pattent, Limited, Canadian branch, of Montreal, is in Winnipeg, attending the Industrial Exhibition dog show.

H. Collings, of H. Collings & Co., London, has left Montreal for Halifax.

P. M. Girard, with Hudon, Hebert & Co., Montreal, is again at his desk, after a short holiday.

L. E. Geoffrion, of L. Chaput, Fils & Cie., Montreal, re-elected president of the Canada Wholesale Grocers' Exchange, has returned from Victoria, where he was attending the annual convention of the Exchange.

ST. JOHN.

July 13.—About the only feature of interest in the local grocery markets last week was the decline in Ontario flour. After reaching the highest point attained in years the price tumbled on Thursday last, when full patents, which were selling at $7.15 to $7.20, and medium patents at $7.05 to $7.10 a barrel, declined to $6.85 to $6.95 for full patents, and $6.75 to $6.85 for medium. Manitoba's still maintain their position at $7.15 to $7.20, with little likelihood of a change from present indications.

Sugars are stronger, and some of the cheaper grades of granulated have advanced 10c a hundred weight.

New cheese has been coming in quite freely since the last of May, and the price is a little easier. A decline of half a cent a pound was recorded last week.

There is not a great deal of produce arriving in the city yet, but the prices of new vegetables and spring lamb have declined. On the other hand, hennery eggs are 2c a dozen dearer, while butter remains unchanged at 18c to 22c.

Strawberries reached the low water mark last Wednesday, when they sold at 4½c a box wholesale. Since then they have not gone below 6½c.

William C. Cross, manager for Hall & Fairweather, returned home last Saturday, after attending the Dominion Grocers' Exchange meeting in Victoria. After the meeting Mr, Cross made a flying trip to southern California. He reports having had a delightful time on the Pacific coast. Andrew Malcolm and W. L. Harding, who also attended the meeting in Victoria, are expected home this week. They have been visiting friends in Minneapolis and Calgary.

B. H. Berry & Co., who have been conducting a large general store at Turtle Creek, have just completed a large new store at the corner of High and St. George Streets, Moncton, and opened for business last week with a big special sale.

CANADIAN TRADE NOTES.

Louis Midanick, grocer, Toronto, has sold to David Davidovitch.

The H. Beasley Co., wholesale confectioners, Toronto, have changed their style to National Candy & Wax Paper Company.

P. Lamarre, grocer, Montreal, has commenced business.

Assets of J. A. Bedard, general merchant, Chaudiere Curve, Que., are sold.

J. S. Proul, general merchant, Fraserville, Que., has assigned.

J. A. Aubert, grocer, Montreal, has sold his assets.

Bruce & Dodds, general merchants, North Vancouver, B.C., has sold his business.

Eaton & Wescott, grocers, Vancouver, have sold to Jos. Lister.

C. E. Turner, grocer, Vancouver, has sold to W. Turner.

K. R. Campbell, grocer, Glace Bay, N.S., died recently.

AMONG GARDEN PRODUCTS.

"I see you advertise to keep everything from the garden," said the boy entering the store.

"We do," replied the clerk.

"Well, give me ten cents' worth of worms for fish bait!"

Latest Reliable Trade Review of the Golden West

Vancouver Grocer Sees Benefits of Belonging to an Association —British Columbia Strawberry Market Not Sufficient for Demand—Calgary Exhibition Opened—Travelers' Experiment in an Automobile.

VANCOUVER.

July 13.—The strawberry season is about over. The feature this year was the large demand, for which the supply was inadequate. To help meet the requirements, the Victoria Fruit Growers' Exchange had to buy five cars of berries from Vashon Island, one of the islands in the Gulf of Georgia, in United States territory. On Vancouver Island, the local berry was not as suitable in quality for shipping as last year, owing the the late frosts and the subsequent dry weather, which made the fruit a trifle soft. On the other hand, the reports from the interior are that the greater part of the fruit there, especially the harder varieties, is of the very highest quality and appearance, good prices having been obtained. Special care was taken this year in shipping, and on the experimental barge used on Kootenay Lake, much ingenuity was shown in having cool currents of air circulating among the fruit all the time. The cars, too, were loaded on the most approved principles. Both the C.P.R. and the Dominion Express Company have taken a great interest in the shipping and have been doing all they can to promote the interests of the industry. In the Northwest market, it was noticed that there was the usual competition from Winnipeg, but a feature there was the dumping of berries from the "American" side at slaughter prices, particulars of which were set forth previously in these columns.

The remarks of a local grocer in discussing the adherence to certain brands of goods are interesting. This is not in reference to any particular line, but all lines. He said that when he first started he was inclined to change his brands, according to what inducements were offered, and he believes he lost custom through not having what some people wanted. That is, they got accustomed to getting a certain brand from him, and when they asked for it again he gave them something which he knew was just as good, to use an old phrase. They were used to the other brand, however, and generally got it somewhere else. "I got to study my particular customers' tastes," he explained. "It was not a very hard task and was a paying one, as the particular customers were generally the best. If a man got a thing he liked at my store, he could always depend on getting it again, and if it was not in stock at the time, I would see that it was in time for his order to go out. In all good goods there is little difference in quality, but there may be some slight difference in flavor which is preferred by certain people, and when they get what they want they do not care to change. Although people these days are progressive and aggressive, there is always an underlying strata of conservatism which may be noticed in one way or another."

During the last few weeks, rain has come at not too frequent intervals, with the result that local crops are looking fine. From present indications, there will be a good average crop, of which the main crop of the Delta district, namely, oats, will be heavy. There is not so much wheat under acreage this year, as it has been found that oats are more profitable, the grain being disposed of to the Brackman-Ker Milling Company, of Victoria and Vancouver.

The benefit of supporting the local retailers' associations is no doubt apparent to readers of The Grocer, and the fact is brought to mind by the statement to your representative of a dealer who said that he had withdrawn from the association. It may be that a man may not see at the time the direct benefit from an affiliation of this kind, but there is always some accruing to the trade as a whole which can only be secured through mutual co-operation all the time. The wise man is he who is never caught by an emergency. To be ready at a certain time for something unlooked for is not luck, but preparation away in the past, and the dealer who adheres to his association may find any day that he has got the worth, perhaps in a single instance, of all he ever paid in. An energetic association is a distinct benefit to the trade. This was shown in Vancouver recently by the action in weighing up the butter prints, mention of which was made previously. It was found then that short-weight was being sold. In cases like these, the grocer would get the blame, for he could not bring home the charge the same as the association, and it might be that he would lose good customers through no fault of his own, but who might be retained where prompt united action is taken.

CALGARY.

July 13.—The Provincial Exhibition, Calgary's midsummer holiday, opened on Monday, the 5 inst., under most favorable circumstances. The day opened bright and warm, and the crowds began to assemble to witness the "Pageant," which was eagerly looked forward to by many, who last year saw what could be done in the far west in the way of spectacular street parades, originated and carried out by citizens of Alberta. The Indians were again the feature. They were out in large numbers, many of them togged in their striking war costumes and paint. To see them was a sight which may probably never again be seen in Canada. The whole pageant throughout was a fitting opening for the exhibition, which is in many ways ahead of that of last year, notwithstanding that it was the Dominion Exhibition. Monday was also an important day in the history of Calgary, in that it saw the first street car running. Without ceremony the cars appeared promptly at the appointed time, and it is needless to say that they were loaded to capacity at once, and trips to the exhibition grounds have been made on schedule time ever since. The cars are of the latest "pay as you enter" type, bright and roomy, and a credit in every way to the city. Monday's attendance at the Exhibition was something over 17,000, and those who attended were not disappointed, as it is really well worth a visit. The main building is devoted largely to industrial exhibits.

WINNIPEG.

Winnipeg, July 13.—Thomas Jobbin, of the Jobbin-Marrin Company, wholesale grocers of this city, will leave shortly for a trip east, visiting Bruce Mines, Barrie, Toronto and Montreal. A greater part of the summer will be spent in Barrie, where Mr. Jobbin was formerly in business. Mrs. Jobbin will accompany her husband.

B. F. Windrum, F. Cottam and D. D. Ryan, of Winnipeg, commercial travelers, have arrived in the city, after a two weeks' automobile trip through the province and Saskatchewan. They have been making a trial trip, to find out if automobiles would answer the same purpose as trains in their business. In some respects the trip was very successful, but at times the auto did not cover the ground as fast as could have been done by train. Whenever the roads were good the trip was most satisfactory, but in some parts the roads were almost impassable. During the trip thousands of miles were covered. Leaving Winnipeg two weeks ago last Monday, the party journeyed by way of Deloraine, Estevan and Moose Jaw to Regina, visiting all the intervening towns. On their return they passed through Arcola and Souris and then on to Brandon.

C. G. Hayes, manager of the confectionery department of Foley Bros. & Larson, has moved with his family to Ponemah Beach, for the summer months. This beach is a favorite resort for wholesalers and manufacturers of Winnipeg.

A few thousand of the T. Eaton Co. employes enjoyed an excursion and picnic to Winnipeg Beach, a beautiful resort fifty miles north of the city, on Saturday afternoon, July 3. Dancing, boating and swimming were indulged in freely by the crowd.

W. J. Lindsay, W. Highet and E. J. Short, of Brandon, have formed a company to take over the grist mill at Rapid

City, Manitoba, which will be improved. A general milling and elevator business will be conducted and a spur track will be built to the main line.

The Don Cereal and Milling Company will erect a number of elevators on the C.P.R., west of Minnedosa, in Manitoba.

The Western Coffee Co., Ltd., have opened a second retail store on Portage Avenue. The other branch has been on Notre Dame Street for about four years. Geo. J. Ellis, the manager, stated that the growth of the business and the tendency of the retail trade to develop on Portage Avenue warranted the opening of the new branch on that street.

MANITOBA MARKETS

Corrected by Telegraph.

POINTERS—

Advances—Clark's pork and beans, eggs.

New Goods—Middlesex pears.

Withdrawals—Simcoe pineapples.

Declines—Smith's and Upton's jams; syrup and apricots.

Winnipeg, July 15.

Retailers express surprise as to the continued active condition of the trade. The city is thronged with visitors from all parts of the west, and many also are in from the east to attend the great Industrial Exhibition—the greatest in the history of the city. The keen interest in the exhibition is made manifest on every hand and the retailers of grocery stocks will be interested in the supply of table delicacies for banquets, luncheons and private festivals, which always go to make up such an elaborate affair as the present industrial exhibition, Apart from the immediate trade, a few retailers are interested in exhibit booths at the great show-house, and this creates considerable extra work and gives the general trade an active aspect.

The stocking of the general line of fresh fruits is the feature of the week's trade. Plums, peaches, apples, cherries, apricots and grape fruit are displayed in every store, and the quality everywhere is apparently of the best. The marked features are the advance in Clark's pork and beans, a rise of 2c in eggs, and a sharp decline in syrup.

SUGAR—The market is unchanged. Large quantities are being used for preserving.

Montreal and B.C. granulated, in bbls	5 90
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 91
" in sacks	4 90
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-20's " "	4 95
" icing	5 60
" bar sugar	5 60
Icing sugar, in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 00
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls	5 90
" " in ½-bbls	6 00
" " in 100-lb. cases	5 90

SYRUPS AND MOLASSES — The heavy sale of syrup during the early spring and summer had the tendency to keep the price up, but the weakness of the market during the past few weeks has caused wholesalers to make a decline in order that old stock might be cleared off.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 00
" " 5-lb. tins, per 1 "	2 45
" " 10-lb. tins, per ½ "	2 20
" " 20-lb. tins, per ¼ "	2 25
" " ½ barrel, per lb.	0 03
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	3 10
" 5 " 1 "	3 60
" 10 " ½ "	3 30
" 20 " ¼ "	3 20
Barbadoes molasses in ½-bbls., per gal	0 49
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 36

FOREIGN DRIED FRUITS—

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " " cleaned, per lb.	0 07
Valencia raisins, f.o.s. per case, 28's	1 65
" " selects " 28's	1 80
" " layers " 28's	1 95
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 06½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb.	0 05
" 4 " "	0 05½
Prunes, 90-100 per lb.	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 07½
" dry, cleaned, Filiatras, per lb	0 08
" wet, cleaned, per lb.	0 08½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08½
Pears, per lb.	0 08½
Peaches, standard, per lb.	0 07½
" choice	0 08
Apricots, standard, per lb.	0 13½
" choice, per lb.	0 14
Plums, black pitted, per lb.	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 07

MAPLE PRODUCTS—The sugar has in many cases spoiled on the retailers' hands. Syrup has not moved well for some time.

Sugar, per lb.	0 13
Syrup, gallons, ½ doz. to case, per case	6 50
" ½ " 1 doz. to case, "	7 20
" ¼ " 2 doz. to case, "	7 50

POT AND PEARL BARLEY—Price is firmer.

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" per ½ sack	2 05

QUAKER OATS—Trade is good in this line of cereals.

Family size	5 00
Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs.	2 00
Pettijohn breakfast food, 18 pkgs.	2 25
Puffed rice in bbls., per lb.	0 22

ROLLED OATS—Oats have declined 1½c in price, and this will weaken the cereal slightly. Sales have been heavy.

Rolled oats, 80 lb. sacks, per 80 lbs.	2 25
" 40 " " 80	2 30
" 20 " " 80	2 35
" 8 " " 80	2 70

CORNMEAL — Market is showing signs of weakness.

Cornmeal, per sack	2 10
" per ½ sack	1 10
" per bale (10, 10's)	2 40

NUTS—

Shelled Walnuts, in boxes, per lb.	0 23
" small lots, per lb.	0 24
" Almonds, in boxes, per lb.	0 27
" " small lots, per lb.	0 28

HONEY—Manitoba honey will soon be on the market. The market is dull on all old stock.

Honey, 2½ lb. tins, in case 24	8 85
" 5 " " 12	8 75

BEANS—The price is very firm and goods are scarce.

3-lb. picker, per bushel	2 70
Prime white, per bushel	2 60

FRESH FRUITS AND VEGETABLES—The market is good on all lines. Housewives are preserving the cheaper goods, and watching the prices on the more expensive in order to secure goods by the crate at the most advantageous time.

Celery, Florida, per doz.	1 25
Tomatoes, Florida, per case	3 75
Lettuce, per doz.	0 25
Radishes, per doz.	0 25
Parsley, per doz.	0 30
Oranges, per box	3 00 4 00
Lemons, "	5 50 6 50
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 qts	3 00 4 00
Pineapples, per crate	3 60
Apples, Black Arkansas	3 50
Rhubarb, per box	2 00
Watermelons, per dozen	6 00

CANNED GOODS—We have endeavored to strike the standard prices which prevail on canned goods. The prices have been in a demoralized condition for some time, but gradually wholesalers are returning to the following prices:

Apples, gallons, per case of ½ dozen	1 40
" 3s, per case of 2 dozen	2 34
Apricots, 2½s, Rose brand, per case of 2 dozen	4 15
Blueberries, 2s, Loggie's, per case of 2 dozen	2 00
Cherries, red, 2s, pitted, per case of 2 dozen	4 08
" white, 2s, pitted, per case of 2 dozen	4 28

Per case of 2 dozen	
Gooseberries, 2s	4 48
Lawtonberries, 2s	4 08
Peaches, 2s, yellow	4 08
" 3s, "	6 44
" Pie, 3s	3 24
Pears, 2s, Bartlett, heavy syrup	3 98
" 2s, Flemish Beauty	3 58
Pineapple, 2s, grated	3 80
" 1½s, sliced, case of 4 dozen	
" 2s, " " 2 "	3 20
" 1½, whole, case of 4 dozen	5 00
" 2s, " " 2 "	3 05
Plums, 2s, Damsons	2 00
" 2s, Green Gage	2 [illegible]
" 2s, Lombard	2 00
Raspberries, 2s, red	4 08
Strawberries, 2s	3 00

MEATS—We quote an advance on Clark's pork and beans, due to the high price of beans.

Clark's 1 lb., porkand beans, plain, per case	2 90
" 2 " " " " " "	2 48
" 3 " " " " " "	3 07
" 1 " tomato sauce, per case	2 95
" 2 " " "	2 48
" 3 " " "	3 07
" 1 " Chili " "	2 95
" 2 " " " "	2 48
" 3 " " " "	3 07
Soups, per doz	1 20
Corned beef 2's per doz.	2 70
" 1's per doz.	1 50
Roast beef, 1's, per doz.	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz.	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue, 1's, per doz.	3 30
Sliced smoked beef, ½-lb. tins, per doz.	1 55
" " 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's, "	3 15
Geneva sausage, 1's, per dozen	2 00
" " 2's, "	3 65
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's, "	6 60
Paragon ox tongue, 1½'s, per dozen	7 35

BUTTER — Creamery is becoming more popular as time goes on. The farmer has difficulty in finding a market for his dairy, as he drives about the city with his produce. The modern farmer will find it to his advantage to sell the milk or cream to the factories, rather than make his own butter. Creamery was jobbing this week for 22c per lb. The dairy jobs for about 15c.

EGGS—The demand for eggs still increases. The market has been excellent all season and local buyers will be compelled to go below the line soon if Manitoba hens do not get busy. The jobbing price is 21c.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

Montreal, July 15, 1909.

Considerable interest still attaches itself to the canned goods situation. Corn advanced this week, owing to the scarcity of it. In some circles it is thought that the supply will not hold out until the new pack arrives on the market. Tomatoes are being sold at low figures by many wholesalers, as stocks are heavy for this time of the year. Beans and peas are firm, stocks being light. Strawberries are being shaded. All of this refers to canned goods for immediate delivery. Some business is being done in futures, at figures quoted last week.

Dates have advanced 1c lb. A crop of Sultana raisins of 70,000 tons is expected. Currants are unchanged. Californian fruits are steady, prunes being rather strong. A larger crop of Valencia raisins is anticipated. Sugar continues to sell freely. Beans and peas are firm at unchanged prices. Pork has advanced again, while eggs, too, are higher, owing to a falling off in receipts. Molasses is reported in good demand. Japan teas continue scarce. Second-crop teas are now being quoted.

Collections are fairly satisfactory.

SUGAR—Wholesalers are shipping freely to the retail trade these days, while refiners report a steady hand-to-mouth business. Uncertainty rules as to whether there will be a change in the market, which is responisble largely for the lack of good sized orders from wholesale dealers. One refinery in New York advanced, but they were simply coming up to the level of the others, having held back in the first place.

Granulated, bags	4 55
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs.	5 45
" " " 50 lbs.	5 55
" " " 25 lbs.	5 75
Red Seal, boxes	5 35
Crystal diamonds, bbls.	5 35
" " 100 lb. boxes	5 45
" " 50 lb. "	5 55
" " 25 lb. "	5 75
" " 5 lb. cartons	5 37½
Extra ground, bbls.	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls.	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bags	4 15

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—A strong demand for molasses is reported by the wholesale trade, dealers in all parts of the province buying freely, while there is fair inquiry from more distant points. The market is steady. A fair business in corn syrups is reported.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 22	0 35½
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½-lb. pails		1 75
" 25-lb. pails		1 25
Cases, 2-lb. tins, 2 doz. per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—Second crop Japan teas, now being picked, keep the importing houses quite busy these days. Quotations are being received daily. Some buyers are inclined to hold off in anticipation of lower figures, but immediate purchasing is advisable, for, while somewhat lower figures may be named, it is doubtful if as fine quality teas can be secured later on. Teas which will be lower at a later date are likely to be of poorer liquor, and generally not as desirable as lines offering at present. For the buying of good mediums this is the season. All this month will be devoted to second crop Japan teas by the majority of the trade, while in August some attention will be paid to third crop Japans.

Choicest		0 40	0 50
Choice		0 35	0 37
Japans	Fine	0 30	0 35
	Medium	0 25	0 28
	Good common	0 22	0 25
	Common	0 20	0 22
Ceylon	Broken Orange Pekoe	0 21	0 40
	Pekoes	0 20	0 22
	Pekoe Souchongs	0 20	0 22
India	Pekoe Souchongs	0 19	0 20
Ceylon greens	Young Hysons	0 20	0 25
	Hyson	0 20	0 22
	Gunpowders	0 19	0 22
China greens	Pingsuey gunpowder, low grade	0 14	0 18
	" " pea leaf	0 20	0 30
	" " pinhead	0 30	0 50

COFFEE—No reports of special interest have come to hand regarding the situation in countries of growth. Locally a satisfactory business is being transacted.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS — Advices from Smyrna, regarding Sultana raisins, are to the effect that the remaining portion of 1908 crop has been reduced to very small quantity, and prices have advanced slightly, in consequence. The growing crop is going very nicely, and no complaints have been received up to the present. As to the quantity which will be harvested, it is yet a little too early to say, but the crop may possibly run 70,000 tons, if everything turns out as present indications point they will. The probabilities of the retention system for Sultana raisins being adopted are diminishing, as some producers are opposed to it, as well as agricultural inspectors, who are representatives of the Government. The inspectors believe that were this system established the producers would retain a large quantity of the lowest quality fruit, which might diminish the consumption, as most of the best fruit would be exported, and the prices would rule too high for some markets. This would possibly lead buyers to purchase currants instead of Sultana raisins for manufacturing purpases. Reports indicate a slightly larger crop of Valencia raisins this year. Californian fruits are steady, with an especially firm market for prunes. Currants are unchanged.

Figs—		
Tapnets	0 03½	0 05
Elemes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb		0 05
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ¼-box		0 75
"Royal Buckingham Clusters," ¼-boxes		1 30
" " " boxes		4 75
"Excelsior Windsor Clusters"		5 75
Australian raisins	0 07	0 08
California Raisins—		
Fancyseeded, 1-lb. pkgs	0 08	0 09
Choice seeded, 1-lb. pkgs	0 07½	0 08½
Loose muscatels, 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 12	0 13
Peaches, "	0 11	0 13
Pears, "		0 13
Prunes—		per lb.
Prunes, 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 08	0 08½
" " " 90-100s		0 07
Currants, fine filiatras	0 06	0 07
" Patras	0 07½	0 08
" Vostizzas	0 08	0 09

SPICES—The situation remains unchanged.

	Per	lb.
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—Sales of rice, as well as tapioca, are fair, but business, as in other lines, is dull. No reports of interest have been forwarded from primary markets.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 86
" " pockets, 25 pounds	2 96
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

BEANS AND PEAS—Beans continue as strong as ever, with prices showing little prospect of changing. Peas are extremely scarce, as scarce as they have ever been, according to many old-timers.

Ontario prime pea beans, bushel	2 40	2 55
Austrian beans, bushel		2 35
Peas, boiling, bushel	1 50	1 70

EVAPORATED APPLES — Stocks continue light, while prices rule firm. Little business is passing.

Evaporated apples, prime	0 07	0 07½

MAPLE PRODUCTS—Nominal prices still rule.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL.—Corn was advanced 5c this week (for immediate delivery), owing to the small stocks held, and the possibility of a stronger demand, which

would result in the market being cleaned up before new pack corn was offering. Wholesalers are now asking as high as 85c, as against 80c a week ago. Peas are also firmer, and futures are strong, as well, for continued dry weather has caused some uneasiness as to the effect the lack of rain will have on the size of the crop. Beans are steady, owing to small holdings. Tomatoes are being shaded, many wholesalers having a large supply on hand. Strawberries are also sold at attractive prices, which are not too firm, owing to large stocks many houses have on hand. Following are prices which are being quoted for goods on hand for immediate delivery :

Beans	$ .85 to $ .90
Corn	.80 to .85
Peas	.82½ up.
Tomatoes, western	.80 to .90
Tomatoes, Quebec	.75
Strawberries	1.25

Futures are being sold by some houses at prices quoted last week, while other wholesalers will not name any price owing to possible changes in the situation. Prices quoted a week ago are :

Tomatoes	$ .80 to $ .85
Corn	.75 to .80
Peas	.75 to 1.40
Beans	.75 to .77½
Strawberries	1.25 to 1.30

New salmon prices have received little attention from the trade so far, the general feeling being that there is plenty of time to buy.

TORONTO.—The canned goods market generally is in a chaotic state and any information in the heads of wholesalers applies only to present prospects.

"Canned goods opened so low that we may look for advances at any time when the condition of crops is exactly known," remarked one jobber.

Strawberries remain at $1.25 which includes the 10-cent advance referred to last week. Peas are uncertain unless the yield comes up to what it at first was estimated, advances over opening prices of from 75 cents up mentioned last week, are probable. In fact jobbers state that some canners have cancelled the prices given them before. This indicates a change but whether it will come or not is merely a conjecture.

Some jobbers are this week quoting prices on salmon to the retail trade. Among those given for future delivery are :

Best quality	$1.75 to $1.80
Poorer quality	1.00 to 1.05

These prices are of course lower than a year ago when they stood from $2 to $2.50 for sockeyes and $1.10 to $1.15 for inferior quality. This is the season when the "fourth-year" run should take place, but whether this will actually be the case is not known.

ONTARIO MARKETS

POINTERS—

Sugar—Heavy sales.

Prunes and Dried Peaches—Good demand.

Spices—Call for pickling spices.

Ceylon Teas—Slight advance.

Toronto, July 15, 1909.

There is a sluggish appearance in the wholesale trade. This is natural owing to the hot weather and the summer holiday feeling. Trade on the whole, however, is satisfactory and prospects point to a rushing trade in the fall. Farmers are too busy to do much buying and the grocers in towns and villages are taking advantage of the slack time by giving themselves a good time.

The trade in sugar is splendid although retailers as a rule are not purchasing in large quantities. Prunes and dried peaches, despite the fact that fresh fruit has arrived, are selling well.

SUGAR—The trade in sugar continues very heavy to meet what is required to take care of the immense crops of berries and cherries which are at their best. While the demand is extra large the prices have not changed for some time.

St. Lawrence "Crystal Diamonds," barrels	5 45
" " " ½ barrels	5 55
" " " 100 lb. boxes	5 65
" " " 50 lb. boxes	5 75
" " " 25 lb. boxes	5 95
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
" in 25-lb. "	5 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 30
Redpath extra granulated	4 70
Imperial granulated	4 30
Acadia granulated (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence golden, bbls	4 30
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES.—There is nothing to report on these lines. Very little is used at this season of the year.

Syrups		
Medium, corn	0 30	0 35
Bright, corn	0 40	0 45
		Per case.
2 lb. tins, 2 doz. in case		2 50
5 " " "		2 85
10 " ½ " "		2 75
20 " ¼ " "		2 70
Barrels		0 03¾
Half barrels		0 03¾
Quarter "		0 03¾
Pails, 38½ lbs. each		1 80
" 25 " "		1 30
Maple Syrup		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 00
Molasses		
New Orleans, medium	0 31	0 33
" bbls	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 62

TEA.—Ceylon teas are firm with a slight advance, and India teas are about a month later than usual. Trade is fair and selling prices here are not affected by the firm state of the market in the growing lands.

COFFEE.—The coffee market is very quiet, with nothing of importance in sight. There is little doing, and no changes in prices.

Rio, roasted	0 13	0 14
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green, roasted	0 11	0 12

DRIED FRUITS.—With all the berries and cherries now on the market, it is remarkable how many dried prunes and peaches are still sold. The stocks are low and very few will be left by the time the new goods will come in.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 10½
40 to 50 " "	0 09
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ½ cent less.

Apricots—				
Standard				0 13½
Choice, 25 lb boxes				0 14½
Fancy, " "				0 15
Candied and Drained Peels—				
Lemon	0 10	0 11	Citron	0 17 0 20
Orange	0 10½	0 12		
Figs—				
Elemes, per lb				0 08 0 10
Tapnets, "				0 03½ 0 04
Bag figs				0 03½ 0 04
Dried peaches				0 08 0 08½
Dried apples				0 07½
Currants				
Fine Filiatras	0 06½	0 07	Vostizzas	0 08½ 0 09
Patras	0 08	0 08½		
Uncleaned ½c less.				
Raisins				
Sultana				0 07½ 0 09
" fancy				0 11 0 12½
" extra fancy				0 14 0 15
Valencias				0 05½ 0 05½
Seeded, 1 lb packets, fancy				0 08
" 16 oz. packets, choice				0 08
" 12 oz. " "				0 07
Dates—				
Hallowees	0 05½		Fards choicest	0 08
Sairs	0 05		" choice	0 07½

NUTS.—There is no call for nuts at present and they are in the meantime dead stock.

Almonds, Formigetta	0 12½
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 26
Filberts	0 11
Pecans	0 16 0 18
Brazils	0 16
Peanuts	0 10 0 12

SPICES.—With the exception of some orders for pickling spices, there is practically nothing doing in spices. Pepper is firm and an advance may follow.

Peppers, black, pure	0 14 0 20
" white, pure	0 20 0 25
" whole, black	0 16
" whole, white	0 23
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 20 0 30
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 14 0 16
" whole	0 14 0 16
Mace, ground	0 75 0 80
Mixed pickling spices, whole	0 15 0 16
Cassia, whole	0 20 0 25

RICE AND TAPIOCA.—These lines, during the hot weather must give way to goods that require less cooking, and are therefore at a standstill.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed Tapioca	0 06
Tapioca, medium pearl	0 04½

BEANS.—Good prime beans are selling at $2.25 per bushel, and on account of this high price, sales are small. The stock on hand is light and will all be required before the new crop will be available.

Beans, per bushel	2 25

PAPER STOCK FROM ARROWROOT.

W. Maxwell Greene, writing from Bermuda, in reference to the roots of the arrowroot plant, a by-product of the plant from which starch is made and for which the plant is now grown in Bermuda, says that it would seem that paper stock might be made from these roots were the cultivation of the plant increased beyond its present limited area. The starch, being of a high grade, would be of value not only as a food, and for medical purposes—as used now—but for commercial uses, and the roots might prove of equal if not greater value if it should be found that they were of value as paper stock, of which the world is to-day in need.

ANOTHER RED ROSE HOME-MAKER

Red Rose Tea sent another member of its Toronto Branch staff into the ranks of home-makers this week. Miss Lulu Tweedie, senior member of the stenographic corps, was married and is followed into her new sphere of activity by the heartiest good wishes and sincere regard of all her business associates during her three and a half years with Red Rose Tea.

The wedding took place at the bride's home on Wilton Crescent, Toronto, on Wednesday morning. The groom is Joseph Noll, a member of the office staff of one of the life insurance companies. The Red Rose Tea travelling and office staff joined with the firm in presenting Miss Tweedie with a handsome silver-deposit tea service. Mr. and Mrs. Noll are spending their honeymoon in the Muskoka district.

The Canadian Grocer has received an anonymous communication which because there is no name attached, it cannot be used for publication. Correspondents are urged to sign their names at all times, not necessarily for publication, but as a matter of good faith. If the article cannot be used, the writer can be informed the reason why.

You Can Take a Holiday

The grocer who is recommending Red Rose Tea and making it his leader can take a vacation with the assurance, that, at any rate, his tea business is all right.

It is one of the satisfactions, one of the rewards, of handling the very best goods that, when occasion demands, your business can take care of itself for a little while.

When you sell Red Rose Tea it works for you all the time. Every customer who buys "good tea" is a pleased customer, and is a talking advertisement of your business.

Use Red Rose in your home and you yourself will be won by the refreshing strength and delicious flavor, got only by the expert blending of Indian and Ceylon teas, and you will recommend it, and sell more of it than of all other package teas put together.

The more you make Red Rose Tea your leader the harder it will work for your success.

Try recommending

Red Rose Tea

It draws trade and holds it.

3 Wellington St. E. Toronto, Ont.
315 William Ave. Winnipeg, Man.
} Branches

T. H. Estabrooks,
St. John, N. B.



MAGI WATER

That we are advertising Magi Water very extensively you know. That we shall continue to advertise it goes without saying. The results we have obtained in persuading the public to drink Magi and the dealer to push Magi have convinced us that a meritorious article, well advertised, is the only proper combination in successful merchandising.

Put Magi Water in stock—display signs (we will furnish them) saying that you handle Magi Water and you will build up a family trade that will be satisfactory and highly profitable to you.



And remember that while Magi is recommended by physicians for Gout, Rheumatism and similar ailments arising from disordered kidneys it is further the most delicious water you can persuade your customers to put on their tables purely as a beverage. Try it yourself.

THE CALEDONIA SPRINGS CO., Limited
Caledonia Springs, Ont.

THOS. UPTON,
PRESIDENT AND GENERAL MANAGER

W J. BRIGGER,
SECRETARY-TREASURER.

THE T. UPTON CO., LIMITED
MANUFACTURERS OF
JAMS, JELLIES, MARMALADES, ETC.

FACTORY, 19 TO 37 DELAWARE AVENUE.

TELEPHONE No. 495.

HAMILTON, ONT., May 21, 1909

The Canadian Grocer,
Toronto, Ontario.

Dear Sirs:

We have been advertising in the Canadian Grocer for a number of years but never realized the good work you are doing until last Fall when the writer took a business trip through the North West and British Columbia.

Your journal seemed to be well thought of by the retail grocers, and many of them, especially in Vancouver and Victoria, took the trouble to mention that they had seen our ad in the Grocer.

This was appreciated by us as it is rather difficult to know just what class of advertising is giving us results. However we are now satisfied that your journal is an excellent medium for any manufacturer to use who wants to talk business to the wholesale or retail grocer of Canada.

Yours truly,
The T. Upton Co., Limited

per W. J. Brigger

Mail-Order House Effect on the Country Stores

Power of the Department Store And Reasons Why Retail Merchants Should Strive To Conteract It—Rights Need To Be Demonstrated and Strength is Required.

By M. Moyer.

If the departmental stores can give better service to the people than the ordinary retail stores in towns and villages througout the country, then the retail stores must go out of business, for they have no claim on the public. But if not, and the department stores cannot possibly give the service and convenience and the general public cannot be without the retail stores, then they have a right to be protected from them.

Either one or the other of these two systems is right or wrong from a business standpoint. They both cannot be right and in the best interests of the community. Are the merchants all over this Dominion going to sit down with folded arms and allow the trade of this country to drift into channels which will disturb the most convenient and most economical system of distribution without a protest? Are they afraid to open their mouths to defend their rights, and the people's rights? Will they accept the situation passively and hand over to an unnatural concern of gigantic powers the trade of this country, for them to suck the blood out of a thriving and industrious nation? Will they all stand mum when they are from day to day misleading the people through their "oily" advertisements.

The retail merchants have allowed this to go unchallenged until the people believe everything must be cheap, because it is advertised, when in many cases the prices are higher than any retail store sells them. The retailers seem to have got it into their heads that their best plan is to keep quiet, for fear if they said anything, they would only advertise their worst enemy.

Remedies at Hand.

To nag at them, and admit that they are underselling them, and that they are whipped and beaten would certainly do that. But to wake up and demonstrate their rights, as well as their mettle and prove to their customers that they can and that they are giving as good value, and better service than it were possible for the departmental stores to give them would be courageous. Merchants should point out that it is also their duty as neighbors and honest people to support their own towns and assist to improve the general conditions at home, instead of sending their money away to make millionaires, buy automobiles and build mansions, for men who contribute not a cent towards improving the conditions of home life and home towns.

Are the retailers of this country engaged in a business that deserves nothing but discouragement, and to be threatened to be wiped out? Will the merchant stand still without a word in their own defence when men like a certain minister of Labor declares, that the middlemen must be wiped out? Will they accept the position that they are a lot of parasites and a burden on society? Will they submit to be taxed to keep up farmers' institutes, send Commissioners to Europe, and keep up the roads and all kinds of public necessities, and then allow peddlars and departmental stores to reap the harvest before their doors? Will they continue to support a government that carries parcels from those departmental stores below cost, and another that gives an enemy to the retail trade the right to control school books and have the privilege of carrying on their work against the legitimate trade of this country with still greater success?

Will the merchants admit that they are helpless and that they have no redress? The retail merchants want to wake up They have allowed a greedy, selfish, powerful weed to grow up which requires vigorous and united effort to root up in order to save the genuine trade.

The merchants have rights, they have power, they have numbers, and they have votes and they have an important and responsible position to fill which must be maintained in the interests of the entire community.

Suggestions on how to do this will follow in my next article.

TO WHOLESALE TRADE:—
Buy your
Whole Spices, Coffees, Sardines, etc.,
from
H. COLLINGS & Co.
16 Philpot Lane, E.C.
LONDON, ENGLAND
"Repeat Orders the Rule"
Quality always right. Shipments prompt.
Agents in MONTREAL, Mr. J. Russell Murray
" KINGSTON, Mr. C. de Carteret.
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bickle & Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.
Established 1856

THE WINDSOR HALF-HOLIDAY.

Editor Canadian Grocer.—In your issue of July 9, re half-holiday for Windsor merchants an article that the move has been brought about largely through the earnest efforts of Messrs. Nairn & Cherney. Now I think along with these names that of Bruce Allison, an east end grocer, should have been given a little credit. He was the man to agitate the half-holiday and visited all the grocers and butchers, and got them too sign the petition to close their places of business Thursday afternoon and also looked after getting the signs printed and placed in the different stores.—Windsor Subscriber.



Sure Sale

You can stock any quantity of Fels-Naptha soap and feel sure it will sell, because women buy Fels-Naptha feeling sure of what it will do in saving them fuel, time and temper on wash-days and other days.

Where the Markets are not yet Glutted—

WESTERN CANADA

Every line of business is not done to death in the West. The early bird catches the worm. There is no business enterprise so successful as the one which gets in on the ground floor.

If you, Mr. Shipper and Mr. Manufacturer of the East, have not yet introduced your goods to the great growing West, let us do it for you.

We have the experience, the insight, the facilities, the connection, the business ability and financial standing. Our record speaks for itself.

We have warehouses provided with sidings and affording many thousand feet of flooring space at Winnipeg, Calgary and Edmonton.

——WRITE US TO-DAY.——

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Calgary **Winnipeg** **Edmonton**

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

COUNTER CHECK BOOKS

"Get The Best"

LOBLAW CREDIT SYSTEMS

The CARTER-CRUME COMPANY, Ltd

TORONTO and MONTREAL

The Name

GUNNS

Stands for

QUALITY

in

PORK PRODUCTS
COOKED MEATS
BEEF

"EASIFIRST" SHORTENING
ETC.

Our business is being built up—away up—on

QUALITY

GUNNS LIMITED PACKERS TORONTO

There is no Danger

in buying goods from us. Every animal is inspected before we get it and all goods bear the mark of

GOVERNMENT INSPECTION

before we send them out.

F. W. Fearman Co.
LIMITED

Pork and Beef Packers,

HAMILTON, ONT.

Every

TRURO BRAND QUALITY

Man, Woman and Child in Canada

Knows

REINDEER

It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs.
Made under Government inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

Pork Market Continues Strong—Advance in Montreal—Cheese Lower on English Market—Canadian Hogs Reach Record Price —Inferior Quality of Eggs.

The highest point in the price of hogs was reached this week, when $8.25 was paid for live hogs in Toronto, although as high as $8.50 was paid in Montreal. It is evident that it taxes the country to its limit, to produce enough hogs to keep the packing houses going, and the demand supplied. With hogs at $8.25, wheat at $1.40, eggs 17c, butter 22, and almost everything else accordingly, the farmer certainly has the best that is going, and should, for once, be well satisfied.

There is very little demand for butter outside of local trade, and all the surplus available goes into cold storage for future use. With the excellent cold storage facilities, with which the dealers have provided themselves, all the butter which is produced can be taken care of, which at all times regulates the market, and avoids the constant fluctuations and serious losses which used to take place.

The importance for country merchants to look after the quality of eggs, and to urge farmers to bring them out as fresh as possible, cannot be too strongly impressed upon them.

Grocers could wonderfully increase the sales of cheese, if they would call the attention of their customers to the real value of cheese as a food, compared with the high price of other foods.

MONTREAL.

PROVISIONS — Pork continues to advance, another $1 being asked this week for different grades. The scarcity of hogs is given as the reason for the higher figures. Plate beef is lower. Picnic hams are higher. Otherwise the situation has not changed. Demand is reported good, despite the higher prices ruling for pork.

Compound Lard—	
Tierces, 375 lbs.	0 09⅜
Parchment lined boxes, 50 lbs.	0 09⅜
Tubs, 50 lbs.	0 10
Wood pails, 20 lbs. net	0 10½
Tin pails, in cases	0 09⅜
Heavy short cut pork, in bbls.	28 00
Selected heavy clear fat back pork	29 0
Very heavy clear pork	28 00
Plate beef, 100 lb bbls.	7 25
" 200 "	15 00
" 300 "	22 00
Pure lard—	
Tierces, 375 lbs.	0 14¾
Boxes, 50 lbs., grained	0 15¼
Tubs 50 lbs., "	0 15
Pails, wood, 20 lbs., parchment lined	0 15¼
Tin pails, 20 lbs., gross	0 15
Cases, tins, 10 lbs. each	0 15¾
" " 5 "	0 15¾
" " 3 "	0 15¾
Breakfast bacon	0 16½
Windsor bacon	0 18
Roll bacon	0 15
Prime hams	0 15 0 15½

BUTTER—Prices are a shade easier in the country, but local quotations have not been changed. Receipts continue satisfactory, though this is not the best weather for producing. No export demand is reported, owing to the high prices which rule. Receipts last week amounted to 18,571 packages, against 22,352 packages same week a year ago. This makes the total for the season 139,967 packages, as against 148,440 packages same period 1908.

Creamery, solids, lb.	0 23
Creamery prints	0 23½
Dairy, tubs, lb.	0 17 0 18

CHEESE—There have been fluctuations in cheese prices, but, on the whole, the situation has not changed since last week. Receipts during the week ending last Saturday amounted to 112,484 boxes, against 82,132 boxes same period 1908. Total receipts for the season amount to 583,426 boxes, as against 575,996 boxes last year.

Cheese, large	0 12½ 0 12¾
" twins	0 12¾ 0 13
" small, 20 lbs.	0 12½
Old cheese, large	0 15 0 16

EGGS—Receipts are falling off considerably, and higher figures are demanded in the country, as high as 17c and 17½c ruling. All the eggs coming in are going into consumption, practically no lots being put into cold storage. Receipts last week were 5,695 cases, against 5,580 cases same week 1908. Total receipts for the season amount to 104,275 cases, against 110,882 cases last year.

Selects, dozen	0 23
No. 1, dozen	0 20½ 0 21
No. 2, dozen	0 15 0 16

HONEY—Reports indicate a short crop in some sections, owing to dry weather. On the whole, however, it is thought that there will be a good yield.

White clover comb honey (nominal prices)	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

TORONTO.

PROVISIONS—The cured meat trade is steady. Some report good demand, while others begin to see a gradual falling off on account of the high prices. This is, however, a dull month, and business is irregular on account of the holiday season. Hogs are again higher, but the cured meats have not followed, and therefore remain the same as last week.

Long clear bacon, per lb.	0 13 0 13½
Smoked breakfast bacon, per lb.	0 16 0 16½
Roll bacon, per lb.	0 13
Light hams, per lb.	0 15½ 0 16
Medium hams, per lb.	0 15 0 15½
Large hams, per lb.	0 13 0 13¾
Shoulder hams, per lb.	0 11½ 0 12
Backs, plain, per lb.	0 17 0 17½
" pea meal	0 17½ 0 18
Heavy mess pork, per bbl.	21 50 22 00
Short cut, per bbl.	25 00
Lard, tierces, per lb.	0 14
" tubs "	0 14½
" pails "	0 14½
" compounds, per lb.	0 10 0 11½
Live hogs, f.o.b.	7 75 7 85

BUTTER—The butter trade shows more firmness, and while the prices are practically the same, dealers are anxious to get more butter and are paying a trifle more in order to get it. The local demand for immediate use requires so much of it, that very little is left to go into cold storage. The recent rains improved the pasture, which will have a good effect on the production of butter.

	Per lb.
Fresh creamery print	0 23 0 24
Farmers' separator butter	0 19 0 20
Dairy prints, choice	0 17 0 18
Tub butter	0 17
Baking butter	0 13 0 15

CHEESE—The cheese market continues quiet. The prices asked at the factories are considered too high by the buyers for exporting. The market in England, our principal market for cheese, is one shilling lower. Local demand is fair, but on account of the high price of all kinds of meat, grocers might do well to explain to their customers the food value of cheese, and create a greater demand. Cheese at 35c a lb. would be cheaper than meat, therefore it is good and proper business to induce customers to use more cheese at present prices, which are not half as dear as meat.

Cheese, large, prime	0 14½
" twins	0 14¾
" new	0 12¾ 0 12½

EGGS—There is no change in the egg market, but there is a continual change for the worse going on in the quality of eggs. From week to week attention is drawn to the fact that this state of affairs should be remedied and the loss should fall on those through whose carelessness it occurs. All storekeepers should candle the eggs when farmers bring them in, and not pay for the bad ones. If this were done farmers would soon be more careful.

Fresh eggs	0 22

POULTRY — Spring chickens and ducks are coming in freely, and are bought at about 16c a lb., which still brings a very small pair to a dollar or over. The demand is easy. The most of the people who buy luxuries like this are away on their summer outings.

Early spring chicken, alive, per lb.	0 20
Young chicken, dressed, per lb.	0 14
Hens, per lb. dressed	0 10
Turkeys, per lb., large	0 15 0 16
Spring ducks	0 17

A BRIDE OF ABILITY.

"Do you know," a pretty bride of three months said to a friend the other day, "I think all these jokes about young wives having so much trouble with the butchers and grocers, and being cheated, and all that, is just too foolish."

"Then I presume you are getting on all right with yours, dear?" her friend inquired.

"Why, of course I am! Anybody would if they would just deal at a reliable place," the young wife declared. "Now there is my grocer," she continued, "he is just as obliging and thoughtful as he can be. The other day I ordered a dozen oranges, and when they came I found there were but eleven in the bag, so when I went to the store again I told him so.

"'Why, yes, ma'am,' he said. 'I know there were. I had put in a dozen, but I noticed that one of them was spoiled, and of course, I wouldn't send you any but the best goods, so I took it out.'

"Now don't you think that was nice in him to be so thoughful and honest?" she concluded.—Harper's Weekly.

Early Wet Weather Delays Western Bean Crop

Prospects in Important Sections are Considered Fair, Although Favorable Weather is Needed—Acreage in Beans Much Larger Than That of a Year Ago.

Chatham, July 14.—Just what will be the extent and quality of this year's bean crop is hard to definitely forecast, owing to the fact that there are a multitude of factors, most of them still to be met with, which have an effect upon the success or failure of the crop.

This spring, on account of late cold and wet weather, most crops were behind. Herein, apparently, lies the chief danger to a large section of the bean crop. The late beans need rain to stimulate their growth, and rain to large extent is out of season, and therefore not to be counted on with any confidence. Again, beans which were planted late, if they attain their best growth have still to face the danger which comes from early autumn frosts.

The acreage in undoubtedly large. Here the late season helped the beans. Other crops could not be planted after the ground became workable, since there seemed scarcely time for them to mature, except under the most favorable circumstances. Beans, however, can be planted comparatively late, and hence much land hitherto used for other crops was given to beans. In some instances, however, farmers who had been delayed still attempted to plant cereals, and deferred their bean planting perhaps too long.

Crops Looking Well.

A drive through South Raleigh, Harwich and Howard Townships, the centre of the bean-producing section of Canada, showed conditions which may prob-



"FRED," Minto Bros.' 6-year-old chestnut, is a prize winner. He captured first prize on July 1, in the Toronto Horse Parade, in the class open to wholesale and retail provision merchants, and received gold medal, made at the new mint at Ottawa. He has won 14 first-prize ribbons in exhibitions. He is of imported Hackney breed, and has splendid action. F. J. White, is the owner.



"COCK O' THE NORTH," belonging to the Cowan Co., Ltd., and driven by Bert Parkes, was again one of the prize-winners in the Horse Parade, Queen's Park, Toronto, Dominion Day. It together with the delivery waggon was shown in the single horse and outfit, open to bakers and confectioners. The Cowan Co., within the past four years have won two first and two second prizes with their outfits in the open air Horse Show.

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
Wax-Waterproof
Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets,
Clothes Baskets,
Grain and Root Baskets
and Patent Strawboard
Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

Choice Haricot White Beans
f.o.b. Marseilles, France,
at very attractive prices for direct shipment.
W. H. ESCOTT
BROKER
WINNIPEG MANITOBA

BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

When writing advertisers kindly mention having seen the advertisement in this paper.

GILLETT'S PERFUMED LYE

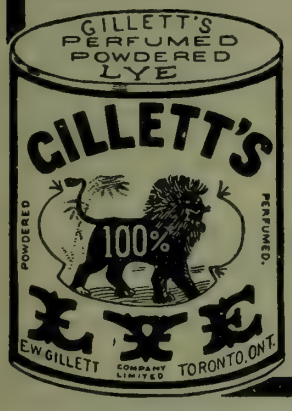
CAUTION.

Put a strong glass on the label and examine it closely every time. Always look for the name **"Gillett's."**

Like all good articles, which are extensively advertised, **Gillett's Lye** is frequently and very closely imitated. In some instances the imitators have actually copied directions and other printed matter from our label word for word. Be wise, and refuse to purchase imitation articles for they are never satisfactory.

Insist On Getting Gillett's Lye

and decline to accept anything that looks to be an imitation or that is represented to be "just as good" or "better," or "the same thing." In our experience of over fifty years in business we have never known of an imitation article that has been a success, for imitators are not reliable people. At the best the "just as good" kinds are only trashy imitations, so decline them with thanks every time.





E.W.GILLETT COMPANY LIMITED

WINNIPEG. TORONTO, ONT. MONTREAL.

IT WILL TAKE YOU ONLY A MINUTE

to explain to your customers why a slight increase has been found necessary in the price of

Clark's Pork and Beans

The cost of beans has doubled within a few years, and only the best being used in CLARK'S the increase was imperative. Buyers will understand that a ***cheap*** article is not a ***good*** article, and is not what they want.

William Clark

MONTREAL

Manufacturer of

HIGH-GRADE FOOD SPECIALTIES

REMEMBER

BOVRIL

is invaluable in the kitchen in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. ***Bovril*** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

ably be taken as typical of the state of the crop throughout the entire bean-producing territory. Continuous pleasant surprises was experienced at the forward state of all the crops. The farmers are in the midst of a record haying season, an extra heavy crop being harvested; the wheat is nicely headed out and just beginning to change its bright green for a beautiful yellow; while hundreds upon hundreds of acres of beans in all stages of forwardness are to be seen.

A much larger area than usual has been planted this year, owing to the lateness of the season, consequent on late heavy spring rains, beans being sown on many acres intended for other crops. The high prices ruling on the stiff bull market formed no small item, either, in inducing the farmers to plant a much larger acreage this year than usual. Every acre put in in good time presents as handsome a prospect for a bumper crop as was ever noted at this season of the year. Those not in early, however, do not look as prosperous; in fact, the heat necessary for the corn crop tells heavily upon these late beans. Copious showers and many of them are really essential to the development of the small plants just nicely started on their way.

The fine loam lands of South Harwich make the best showing of any section in the district. In that section bean-growing has developed into a well understood science, from 20 to 40, 50 and even 100 acres being grown by some individual farmers. The clay and gravel north of this section and along the Ridge show the effect of the heat on all their hoe crops. A few more rains within a week or two will change all doubt to a certainty, making even the poorest outlook in the section a glowing assurance of a big crop.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

This is an age of progress and enterprise and the successful manufacturer must be ever on the alert to offer "something worth while." Realizing this, White Swan Spices & Cereals, Limited, have recently added to their list several new lines. The latest is a very attractive package of 100 per cent. perfumed-powdered lye, put up under their well-known "White Swan" brand, in double rotating top tins with a movable cap, which makes it a sifting top and does entirely away with the use of a can-opener to reach the contents. It has a great advantage over the ordinary tin of being closed again by a mere hand turn. These goods are being offered to the trade at a price which gives the grocer a much larger profit than has been usual.

C. W. Gregory, sales manager for W. D. McLaren, Ltd., Montreal, is on a business trip to Quebec this week, in the interests of Cooks' Friend Baking Powder.

The British Tea Co., represented in Canada for years by the late James Somers, 135 Mansfield Street, Montreal, will be continued by his son, H. T. Somers. Mr. Somers, Jr., will devote his whole time to building up the business. The British Tea Co. are a large Old Country house, and they have conducted their business along conservative lines with marked success.

J. M. Brayley, Montreal, has just been appointed agent for a line of Holland Rusks. These goods are sold freely where known, and are a popular food particularly for the breakfast table. The rusks are described as a "crisp, twice-baked biscuit, with a rich, nutty flavor, eaten for centuries in old Holland."

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas

Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S OOOOA

This is the season to push SUCHARD'S CO. COA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactued at

82 Beaudry Street MONTREAL

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURERS

MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

Why Tie Up Your Cash?

We want the Grocers of Canada to fully realize that Christie Fancy Biscuits —La Fete, Orange Wafers, Coffee Wafers, Philopenas, Dominoes, Acorns, et cetera, et cetera,—are far superior to any fancy lines manufactured on this continent, and equal in *Purity*, *Nutriment* and *Quality* to the highest grades manufactured in the British Isles. The point is this :—Why tie up your cash when you can buy

CHRISTIE BISCUITS

fresh and pure and in small quantities when you want them. Remember---we're not saying one word against the high and unvarying standard of English fancy lines; but we do maintain, and reasonably, that *Christie fancy lines are the equal of the best produced anywhere.* As a practical Grocer you know that a sea voyage never adds anything to the flavor of food stuffs. The moral is plain. Stock Christie fancy biscuits when you want *the best* fancy lines with *the right* flavor. Don't tie up your cash!

N.B.—Our "Madeira Mixed" and "Cherry Rings" are superior fancy lines.

Christie, Brown & Co., Limited

TORONTO



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, L. T. Mewburn & Co., Ltd. The Standard Brokerage Co., Ltd.,	Montreal and Toronto, Winnipeg, Vancouver, B.C.,	Eastern Provinces Port Arthur to Alberta Province of Alberta British Columbia
T. A. MacNab & Co.,	St. John's,	Newfoundland



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.

If you are not quite satisfied with the receipts from your candy counters, put in a line of

Cowan's

MAPLE BUDS, CREAM BARS, AND CHOCOLATE CONFECTIONS.

Nut Milk Chocolate, Chocolate Croquettes, Milk Chocolate Sticks and the rest, and note the improvement.

Pure—wholesome—Cowan's please almost everybody.

The Cowan Co., Ltd.
Toronto

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO
H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GEATLINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Excellent Wheat Crop Prospects Produce Easier Tone to the Market—Price of Oats Lower and Cereal Goods are Not Quite so Firm, Although They are Yet High—Millers Expect Lower Flour Prices.

The American wheat market is steady with the feeling a shade firmer. Manitoba wheat is holding its own, and dealers are keenly watching the coming crop. So far, the prospects are excellent, which has a lowering effect on the market. Ontario fall wheat, the acreage of which however is small, will be a great yield, but oats, barley, and the spring crops in general, on account of the dry spell will be rather light. The recent rains will aid them to some extent, but they came too late to do much good. While the visible stock of wheat in Canada is only about half of what it was last year, there is in sight a much greater crop than ever before, and therefore there is no cause for alarm. Manitoba oats have dropped from 2 to 3c during the last few days, and as oats had been, to some extent cornered, the market will have to settle down to genuine value, before business will assume its normal condition.

MONTREAL.

FLOUR—Fair business is being done at old prices, but on the whole, things are dull.

Winter wheat patents, bbl	6 80	6 85
Straight rollers, bb	6 50	6 60
Extra, bbl	6 00	6 10
Royal Household, bbl	....	6 30
Glenora, bbl	....	5 80
Manitoba spring wheat patents, bbl	....	6 30
" strong bakers, bbl	....	5 80
Five Roses, bbl	....	6 30
Harvest Queen, bbl	....	5 80

FEED—Orders are neither large nor frequent, trade being rather quiet, as is usual at this season.

Ontario bran, per ton	....	22 00
Manitoba shorts, per ton	....	24 00
" bran, per ton	....	23 00
Mouillie, milled, per ton	....	28 00
" straight grained, per ton	....	32 00
Feed flour, 98-lb. bag	1 55	1 85

ROLLED OATS—Quietness still prevails in rolled oats, with prices unlikely to change in the near future.

Fine oatmeal, bags	....	3 15
Standard oatmeal, bags	....	3 15
Granulated " "	....	3 15
Golddust cornmeal, 98-lb. bags	....	2 10
Bolted cornmeal, 100-bags	....	1 85
White cornmeal	2 00	2 05
Rolled oats, bags	....	2 90
" " "	....	6 05

TORONTO.

FLOUR—The flour market is rather inactive with a weak feeling. Some millers are even offering to sell their holdings of wheat and make more money than by grinding it into flour. This shows that the flour dealers expect lower prices, and are buying cautiously and as little as possible.

Manitoba Wheat.		
1st Patent	6 20	6 40
2nd Patent	5 90	6 10
Strong bakers	5 70	5 90
Winter Wheat.		
Straight roller	....	6 20
Patents	....	6 40
Blended	....	6 00

CEREAL—Cereals are still at the highest point and are not likely to change in price for some time. Both wheat and oats are too high to suit the manufacturers and they claim that the raw material must drop considerably before they can afford to sell at lower figures.

Rolled wheat, car load	3 50
" oats "	2 75
Oatmeal, car load	3 00
Rolled wheat in barrels, 100 lbs	3 70
" oats in bags, per bag 90 lbs	2 90
Oatmeal, standard and granulated, in bags 98 lbs	3 20

AFFECTING CANNED GOODS.

Regulations Inaugurated by The Japanese Government To Protect Citizens' Health.

Sanitary regulations governing the sale of canned goods in Japan are strict and an analysis of them is interesting and of importance to packers who cater to the Japanese trade.

Law No. 15, promulgated in February, 1900, has for its object the prevention of danger to the public health, and deals with beverages and foodstuffs in general, and the receptacles in which they are contained, saccharine and similar substances, aerated waters milk, ice, and injurious coloring matter. According to Article 1 of this law the authorities are empowered to prohibit or restrict the manufacture, sale, etc., of beverages and foodstuffs, the receptacles in which they are contained, or cooking utensils, if any danger to the public health is apprehended. The owners of the goods may be compelled to destroy them, or the authorities may destroy them, or take such action as they deem proper.

Article 2 empowers the officials to take, free of charge, as much as is necessary for the purpose of analysis so that an examination of the goods in question can be made.

Article 3 states that persons who, having received instructions from the proper official fail to carry out the provisions of the law within the specified time shall be liable to a fine not exceeding 20 yen ($9.96), while persons who hinder an official in the execution of his duty shall be liable to imprisonment for a period not exceeding one month and a fine not exceeding 10 yen ($4.98). Penalties are provided for persons who do not carry out their duties, and also in connection with bribery.

The following are the principal points in the regulations concerning receptacles for beverages and foods.

Receptacles for beverages or foods must not contain lead or an alloy containing more than 10 per cent of lead.

No alloy must be used which contains more than 20 per cent. of lead for that part of the solder which touches the contents of the tins, nor may the receptacle tents of the tins, nor may the receptacles be lined with an alloy which contains more than 5 per cent. of lead.



Good Enough for Anybody

That's why they have, combined with quality, purity, taste and smoothness, such a large sale. We not only sell them to the Grocer but we sell them for him by our well directed, thorough and persistent advertising methods.

Are you carrying these Goods?

The Mooney Biscuit & Candy Co.

STRATFORD, ONT.



COX'S INSTANT POWDERED GELATINE

A Pure Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs. Cox under the control of their scientific staff.

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH.

In soldering the outer portions of tins which contain, or are intended to contain, beverages or foods, persons engaged in this business may not use an alloy which contains more than 50 per cent of lead.

The manufacture or repair of enameled receptacles from which arsenic or lead will come out if water containing 4 per cent. of acetic acid is boiled in them for half an hour is prohibited.

The manufacture of children's feeding bottles from rubber containing lead or zinc is prohibited.

Receptacles containing beverages or foods, or intending to contain them, which have been manufactured or repaired in contravention of the provisions of article 2 and article 5, may neither be sold, nor stored, nor exhibited for the purposes of sale, nor used for the purposes of business.

Receptacles for beverages and foods in which the part coming in contact with the contents is made of or repaired with copper or an alloy of copper the plating of which has worn off or which has lost its inherent brightness may not be used in this business.

Persons violating these provisions are liable to a fine not exceeding 25 yen ($12.45).

INTERESTING COFFEE FIGURES.

A mathematician has compiled the following figures: I have been married thirty-two years, during which time I have received from the hands of my wife three cups of coffee each day, two in the morning and one at night, making about 35,040 cups of half a pint each, or nearly seventy barrels of 30 gallons each, weighing 17,250 pounds, or nearly nine tons. Yet from that period I have scarcely varied myself in weight from 160 pounds. It will, therefore, be seen that I have drunk in coffee alone 218 times my own weight. All taken together, I conclude that I have consumed in thirty-two years about the weight of 1,100 men of 160 pounds each.

MORE THAN ONE.

The American Grocer adds a new story to the stock of those told about the returning of flour, says the American Miller. A woman sent back a barrel of flour without having opened it, but with the statement that she could not use that kind of flour. When asked for her reason she said, "The barrel had round hoops on it and green letters on the head; and flour in that sort of a barrel is no good." That sort of a story seems the limit, but we will wager a red apple that every miller and grocer can tell one off the same piece.





THERE IS ONLY ONE

FLY PAD

THAT'S

WILSON'S

BEWARE OF UNSATISFACTORY IMITATIONS!

Have You Entered the Orange Meat Contest?

If not, you are missing an excellent opportunity to win some large cash prizes.

$700.00

Cash is the First Prize

Get your customers to save the bottoms of Orange Meat boxes for you.

Send your name and address to Orange Meat, Kingston.

Read postcard in package.

Contest closes November 30th, 1909.

WHITE DOVE BRAND



Almond Paste



Cocoanut

SATISFIES EVERYBODY

W. P. DOWNEY

MONTREAL

Insure Your Re-Orders

IT'S re-orders that make the wheels go 'round. It's the *man or article* that can repeat that is the great demand of to-day.

The truly wise dealer realizes that the great business enterprises of our times have been built up to a *permanent* basis by selling *honest* goods which can be guaranteed conscientiously.

For the ideal salesman is not he who sells the *most* goods, but the man who while making the most sales *at his own price* is not dazzled by the glare of Immediate Profit and in *each* transaction lays the germ of a *re-order.*

When a woman comes to *your* store for the first time, even though she merely asks for "flour"—*good* flour, without specifying any particular brand—there is before you the golden opportunity of laying the *solid* foundation then and there of a *permanent family trade,* for where there's a woman 'tis a safe bet there's a family.

Maybe the *only* chance she'll give you to capture her lasting goodwill. Are you going to be dazzled by Mr. Immediate Profit? Your salesmanship is at stake —the re-orders—the first link in that endless chain. You must give *better* service than the "other fellow" —price, perhaps; but price—*plus!*

FIVE ROSES FLOUR

If your greater Immediate Profit sells her "under class" flour, who's going to defend *your* store methods when she is alone in her kitchen, face to face with the bitter disappointment of a gigantic baking failure? Will Low Price atone for bargain counter quality? And at the sewing circle, won't she give *you* one beautiful testimonial?

Remember this, the *trade worth having* rarely comes back to register a kick. Rather pocket their disappointment, charge it to experience and console themselves with—"Never, never again."

FIVE ROSES, our purest Manitoba fancy patent, is not made to compete on a *price* basis; but for general service the housewives call it peerless. Cheap flours do *not* give the service required to insure the re-orders *you* are looking for, nor can they, because they are not made on honor. FIVE ROSES quality has *no limitations,* the instructions of our millers are like their ambitions—to make a flour as good as they know how, not to meet any man's price.

That FIVE ROSES order you will give us some day is *an insurance policy on re-orders.* 'Twill make *you* a better salesman, give better service, and the praises of each pleased housewife will supply you with *new selling points.* Which flour are YOU going to build on—"just as good," or "has made good"? Are YOU going to be flour wise or otherwise?

Lake of the Woods Milling Co. Ltd.

MONTREAL, TORONTO, OTTAWA, LONDON, ST. JOHN, KEEWATIN, WINNIPEG, VANCOUVER.

The Grocer's Encyclopedia From Week to Week

How the Cocoanut is Cultivated and Gathered — Tree Blossoms Every Month for a Hundred Years—Uses of Shredded Cocoanut to the House-wife—A Nutritious Food.

COCOANUT.—An article which has a fairly good sale all the year round, is shredded cocoanut, and just at the present time it is in demand in view of the picnic and church social season, being at hand. No woman who prides herself on her ability to cook a tasty "jelly-cake" will be found without cocoanut in her pantry. The house-wife also uses shredded cocoanut extensively for giving a better flavor to rice, tapioca, etc. Then a cocoanut itself as pulled from the tree is something of a delicacy, and relished by many. The Grocer should therefore know something about this article.

The cocoanut tree, which is a beautiful and picturesque palm, grows to a height of from 60 to 100 feet. The leaves are exceedingly large, extending from 16 to 25 feet in length and yet they are thin, and as light as feathers. These leaves are often used for thatching roofs, making fans, etc.

The husk of the nut furnishes fibre for rope, matting and brushes, while the shell of the nut takes a beautiful polish and is made into drinking cups and ornaments.

The milk of the cocoanut is a refreshing and nourishing drink, while the meat, ivory white in color, is a delicious food, one which is used in many delightful ways by the natives, as well as in various ways by cooks in America and other civilized parts of the world. The nut also yields a valuable oil for cooking, lighting and medicinal purposes.

The nut usually grows wild, but when cultivated, its beginning is in a nursery, protected from the sun, where it is well attended and watered liberally. After four months, the young sprouts or trees are transplanted in rows 25 to 30 feet apart.

Blossoms for a Hundred Years.

The tree first blossoms in its third year, and the nuts are borne in the fourth, if the tree is cultivated. If not cultivated, it may take ten years, this varying according to soil and other conditions. The cultivated trees attain their maximum yield at eight to fifteen years. The trees then blossom every month for 100 or more years, and the nuts follow all the year round, regardless of the seasons that control most domestic plant life.

It will thus be seen that every phase of growth may be found on one tree, the bud, the blossom, the forming and the ripened fruit, as well as the tender first sprout. Although each tree is commonly believed to produce a blossom for each day of the year, only about 75 merchantable nuts yearly come to maturity, at which time they fall from the tree or are hand-picked by natives, who can run up a tree with ease.

The outer covering or husk of the nut, which is about two inches thick, is difficult to the unskilled person to remove.

The shell must first be taken off without breaking the nut. The brown cover is then pared off and the nut is opened to let out the milk, and finally, after washing and sterilizing, it is evaporated to dryness.

An analysis of the nut made by a German chemist, showed about 46 per cent. water, 8 per cent. sugar, 35 per cent. crude oil, and the rest made up of other substances.

Source of Supplies.

Ceylon is represented as the largest cocoanut producing country in the world, with an annual production estimated at between five and six million nuts, over 400,000 of which are used for manufacturing oil used principally for soap making.

Cocoanuts for the Canadian trade come mainly from Jamaica, Cuba, and other West India islands. When shipped by steamer, they are placed in bags. As they cannot be held long, they can be imported economically only in large quantities.

There are a variety of uses for shredded cocoanut and if the value of cocoanuts as a food and the ease with which the shredded product may be prepared for the table was fully understood by the public generally, the sale of this product, extensive as it now is, would probably be still larger.

Cocoanut croquettes, cocoanut pudding, cocoanut macaroons and cocoanut balls are four of the table foods which may be prepared by the aid of this product, in all of which the other ingredients called for are simply milks, one or more eggs, and other articles of everyday use.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

Every Progressive Grocer handles
PICHET TEA BISCUITS
as well as every First Class Hotel and Leading Tobacconist handles the Famous Imported
Germinal and
La Perla Del Oriente
Manilla Cheroots at 10c.
No equal value on the market for the money.
JOS. COTE, Importer, Sole Agent,
186-188 St. Paul St. Branch—179 St. Joseph St
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacoo.
Already a Big Seller
Sold by all the Wholesale Trade





A LIBERAL AND PROGRESSIVE COMMISSION OFFER FOR PUSHFUL PEOPLE

That young man who seizes every opportunity to turn an honest penny during his spare time is likely to soon develop from *clerk* into *proprietor.*

That's the kind of young men we are looking for—men who are willing to use some of their spare time in pushing a profitable business proposition.

We want some *really pushful local agents* for the MacLean Trade Papers, The Busy Man's Magazine and The Financial Post. For those who will push there's *good money* to be made everywhere in Canada.

The commissions we are offering are *extremely liberal.* Moreover, they are *progressive*; *i.e.*, the more subscriptions secured the higher the rate of commission paid.

Hadn't you better get the facts of our plan? Just sit down and write us for full particulars.

THE MacLEAN PUBLISHING CO., Ltd.
Circulation Department
10 FRONT ST. EAST, - TORONTO, ONT.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

RASPBERRIES

are now on the market. Next week should see quantities arriving.

STRAWBERRIES will soon be over

CHERRIES continue in large supply.

CANADIAN CUCUMBERS, TOMATOES and **BEANS** now arriving.

GOOSEBERRIES, RED CURRANTS.

Place your orders with the largest receivers

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

Full Lines Cal fornia Fruits

ORANGES, LEMONS, WATERMELONS, CANTELOUPES

PACKED BY
Franc Tracuzzi
MESSINA
ITALY

No Doubt

St. Nicholas Home Guard

VERDELLIS
are the best on the market to-day.

AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Blueberries on the Montreal Market — Declines in California Apricots, Plums and Pears—Canadian Cherries Take the Lead From Strawberries—Home Grown Tomatoes Putting in an Appearance—Old Potatoes Firm.

MONTREAL.

GREEN FRUITS. — Blueberries are now quoted, $1.10 being asked for 6 quart boxes. This price is rather high for good trading, but lower figures will rule as the supply increases. A few raspberries are being sold, but dealers are not quoting any prices yet. Strawberries are selling quite freely at low figures. Cantaloupes are arriving much more freely and quotations are lower. Lemons continue firm, but no startling advances have occurred. Oranges are good sellers this hot weather. California fruits are attracting as much attention as ever. Declines have occurred in apricots, plums and pears. Cherries are still on sale, but they are nearly finished.

Apricots, California, per crate		1 75
Apples, Spies, XXX, bbl	7 00	7 50
" Ben Davis, XXX, bbl		6 50
Bananas crated, bunch	1 25	1 90
Blueberries, 6-qt. box		1 10
Cherries, California, black, per box	2 00	2 50
" " white, "		2 00
Cantaloupes, Georgia, crate		4 50
" California, crate of 45	4 50	5 00
Cranberries, per crate		5 00
Cocoanuts, bag		4 00
Grape fruit, per box	4 00	6 00
Lemons, box	2 75	4 50
Limes, per box		1 00
Oranges, California navels	3 00	4 00
" " bloods		4 25
" " late Valencias		3 75
" Valencias	4 50	5 00
" Cubans	2 25	2 50
" Mexican		3 00
" Sorrento		2 50
" Messina Ovals, half boxes		1 75
Peaches, California, box		1 25
" Georgia, per crate		4 00
Pineapples, Florida, crate	3 00	3 50
Plums, California, per crate		1 75
Pears, California, (Bartlett) per box	3 25	3 75
Strawberries, Canadian, per basket	0 05	0 10
Watermelons, each	0 40	0 50

VEGETABLES.—Local cucumbers are now on the market in quantity, and there has been a considerable slump in prices, as will be noticed. The best cucumbers are now obtainable at 30c a dozen, though some dealers are asking more than this. Local tomatoes will be quoted next week, those of hot house growth being offered in limited quanity at 20c lb. this week. Of course, the arrival of local cucumbers has brought a stop to importing in this line, and the same thing will happen in the case of tomatoes, when they begin to arrive from the surrounding country. All vegetables are selling satisfactorily. Potatoes are slightly firmer this week.

Beets, old, bag		1 25
Carrots, new, dozen bunches	0 40	0 75
" old, bag		2 00
Cabbage, new, crate	2 00	2 25
Celery, dozen	1 25	1 50
Cauliflowers, dozen	2 00	4 00
Cucumbers, dozen		0 30
Corn, imported, crate		4 00
Green peppers, crate		3 00
Horse radish, lb	0 15	0 20
Lettuce, dozen	0 15	0 50
Leeks, dozen	1 50	2 00
Mushrooms, lb	0 50	0 75
Onions, large, lb		0 03
" Egyptian, 112-lb. bag, lb	0 03	0 03½
Potatoes, new, bbl		3 50
" Montreal, bag		1 20
" New Brunswick, bag		1 25
" P.E.I., bag		1 20
Parsley, dozen		0 50
Peas, Canadian, 20-lb. bag		0 75
Parsnips, bag		1 25
Sage, dozen		0 60
Savory, dozen		0 50
pinach, Canadian, box	0 40	0 50
String beans, basket	2 00	2 25
Shallots, dozen bunches	0 05	0 10
Sweet potatoes, bbl		6 00
" " basket		3 50
Tomatoes, Illinois, small flats		1 25
Turnips, bag	0 60	0 70
Watercress, dozen large bunches		0 75

FISH.—A decline in Gaspe salmon this week is noticeable, receipts having increased perceptibly. Demand for this line has been quite satisfactory. Whitefish, which are in good supply, are asked for in all sections. Trout is scarce, and the price is firm. Warm weather has resulted in a scarcity of brook trout, which are consequently higher. Mackerel is a little easier. Perch is no longer quoted and will not again be offered for sale until September. Halibut is still a strong seller. Cod, as well as haddock are arriving freely, but, owing to the presence of dogfish on some of the banks, will soon be scarce. Meantime quotations have not been changed. Canadian lobster season is now closed, and these fish are not quoted. Smoked and prepared fish are quiet.

FRESH

Haddock, shore, per lb	0 04
Steak cod, per lb	0 05
Grass pike, round	0 07
Halibut, per lb	0 09
Dore	0 12
Mackerel	0 08
Sea trout	0 10
Lake trout	0 10
Whitefish	0 09
Gaspe Salmon	0 16
Brook trout	0 22
Flounders	0 10

SMOKED

Haddies, 15 lb. bxs., per lb	0 08
Kippered herring, per box	1 10
Smoked herring, small boxes	0 18
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Choice bulk oysters, per gal	1 50
"Sealshipt" oysters, per gal	1 90

FROZEN

Steak cod, lb	0 04
Halibut, per lb	0 08
B.C. salmon, red, per lb	0 10
Qualla salmon, per lb	0 09
Fall salmon, per lb	0 08
Dore, round, winter caught, per lb	0 10
Large whitefish, per lb	0 08
Small " "	0 06

SALTED AND PICKLED

Labrador herring, half barrel	2 80
B.C. salmon, half bbls	9 00
No. 1 mackerel pails	2 00
No. 1 " half bbls	8 00
Labrador sea trout, bbls	12 50
" " half bbls	6 50
Skinless cod, 100 lb. cases	5 25
Salt sardines, 20 lb. pails	1 00

Boneless cod, in blocks, 5½, 6, 8, 9 and 10 cents per lb.

TORONTO.

GREEN FRUITS.—The fruit market this week is a swarm of close buyers, and impatient sellers, with fruit and vegetables in abundance. The opposite extremes of buyer and seller are at no place more apparent than at a hustling fruit market. Each buyer wants to buy a little lower than his competitor, and in some instances he may be led to believe that he does, and he goes away pleased.

Cherries this week have the floor. The enormous crop of strawberries, which has been satisfactory in every respect, is drawing to a close. Those coming in now are inferior in quality. Raspberries have made their appearance, and it will remain to be seen what they will do in another week or ten days. It is supposed that they, too, will make a great showing this year. The cherry crop, which is now in full swing, is expected to be the largest we have had for years, and the quality also is very fine. We still have imported California pears, plums and peaches, but all these will soon be crowded out by Canadian productions.

Apples, Spies		8 00
Oranges, Cal. Valencia	3 25	3 50
" Cal. navels	3 00	3 50
" Mexican	2 00	2 50
Lemons, Verdelli		5 50
" California	6 00	7 00
Bananas	1 75	2 25
Cherries, Canadian, per basket	0 60	0 85
" per half basket		0 50
Currants, red, can		0 75
Strawberries	0 04	0 07
Peaches, Cal	1 50	1 75
Apricots, Cal	1 25	1 50
Plums, Cal	1 50	2 00

VEGETABLES. — Although large quantities of tomatoes are still imported, Canadian grown are beginning to take a strong stand, and will soon be master of the situation. Old potatoes are firm and will command good prices until the new crop entirely monopolizes the market. There is no surplus on hand and they will be all cleaned up to make room for the new.

Cucumbers in fruit baskets take a bold position alongside of the American in hampers, and the former are picked up preferably. Several baskets of ripe onions grown in Burlington, quite unexpectedly surprised the Bermuda and the Texas which before had full possession of the market, and did not expect to be disturbed for some time.

Potatoes, Ontario, per bag	0 90	1 00
" Tennessee, per barrel		3 50
" Canadian, per basket		0 75

California Fruit

Peaches Plums Pears
Apricots Watermelons
Cantaloupes.

Fresh Canadian Strawberries and Cherries.
Fancy Lemons and Oranges.
Full Lines for the Hot Weather Trade.

WHITE & CO., Limited
TORONTO and HAMILTON



1,000,000 Lemons

MY BRAND
arriving for Ontario this week. Be sure to get some. Lemonade is the finest summer drink. In order to have the best you must use only fine lemons.
THE NAME IS
"BUSTER BROWN"
FOLLINA BROS., Packers W. B. STRINGER, Agent

RASPBERRIES
CHERRIES
ENGLISH
BLACK
MONTMORENCY
SOURS
CANADIAN VEGETABLES
NOW READY
BEANS
CUCUMBERS
CABBAGE
TOMATOES
PEAS
NEW POTATOES
Stevens & Solomon
Shippers of Canadian Fruits, etc.
Hamilton, - Ontario
Phones 2700 and 690

New Crop Lemons
EXTRA FANCY
California "Squirrel" brand 270s and 300s
Verdelli "Marconi" brand 300s and 360s
EXTRA FANCY
California Late Valencia Oranges, "Golden Orange" brand, *the Best Orange Grown in the world*
GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits
SEND US YOUR ORDERS
HUGH WALKER & SON
GUELPH, ONTARIO

Onions, Canadian, dried, per basket	0 50	0 60
" Bermuda, per case	....	1 00
" Egyptian, per sack of 112 lbs	3 50	3 75
Tomatoes, Tennessee, per crate of 4 baskets	1 00	1 10
" Canadian, per basket	....	1 25
Carrots, per bag	....	1 00
" new, per bunch	0 30	0 35
Cabbage, Florida, new	1 50	1 75
Turnips	0 50	0 60
Radishes, per dozen	0 20	0 25
Lettuce, per dozen	0 20	0 30
Spinach, per bushel	....	0 50
Green peppers, per basket	....	0 75
Cucumbers, per hamper	1 00	1 25
" per basket	....	0 75
Asparagus, per basket	1 25	1 50
Green onions, per basket	....	0 50
Rhubarb	0 25	0 30
Beans, green	....	1 25
" wax	0 75	1 00
" Canadian, per basket	....	0 60
Peas, per basket	0 40	0 50
Corn, per dozen	....	0 30
Cress, per basket	....	0 75
Water melons	0 35	0 40
Cantaloupes, per case	....	5 50
Egg plant, per basket	....	2 00

FISH.—The fish men have no kick to make. Their business is all they are looking for. Fish are coming in in good shape and enough to supply the demand. There is nothing new, prices being unchanged and business satisfactory.

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish, fresh caught	....	0 11
Trout, fresh caught	....	0 10
Cod, fresh caught	....	0 08
Halibut, fresh caught	....	0 10
Haddock, fresh caught	....	0 07
Pike	....	0 06
Perch	....	0 07
Carp	....	0 03
Yellow pickerel	....	0 09
Sea salmon	....	0 17
Mackerel, each	....	0 20
Eels, per lb	....	0 08
Finnan haddie	....	0 08

FRUIT CROPS PROMISE WELL.

Government Issues Report Covering Prospects of the Dominion.

The Fruit Division of the Dominion Department of Agriculture has issued the second fruit crop report of the season.

It states that the weather of the past month has been favorable for fruit setting, though complaints of dryness are heard from some quarters.

The present prospects are for a large crop of apples in the counties along the north shore of Lake Ontario and in Prince Edward County where both fall and winter varieties show for a medium to full crop generally. Conditions point to a heavy crop of apples in the Annapolis Valley. Early and fall varieties are reported medium to full, and winter varieties a full crop. The Gravensteins are not as heavily laden, on the whole, as last year. Trees, generally, that bore heavily last year, are not heavily loaded this year. The Bellflowers (Bishop Pippin), Ribstons, Blenheim, Tolman Sweet and Stark are reported full crop. Ben Davis, Spy, Baldwin, Greening, King and Russets (Golden and Nonpariel) nearly full crop.

The crop in Prince Edward Island will be large. Nearly all varieties promise a full crop. Baldwins and Kings, however, are irregularly 'set.' Some trees are well loaded; others which bore heavily last season are light.

The apple prospects in British Columbia will hardly reach the average. The apple trees on the whole, came through the severe winter very well, but instances are noted where young trees and trees not in full vigor were injured severely by winter frosts.

In the commercial pear sections of Ontario there is a prospect of a medium crop of pears, though they did not 'set' so well in some localities as was expected.

In British Columbia the pear yield will be much below normal.

Plum prospects in the Niagara District are not as good as last month, particularly Japan varieties. Abundance and Burbank are reported light to medium. Lombards are showing for nearly a full crop, while Reine Claude, Gueii, Golden Drop and Grand Duke are medium to full crop. Plums everywhere are showing for at least an average crop except in British Columbia, where the crop is very irregular and will on the whole, be light. The Italian Prune makes the best showing.

The Peach Outlook.

"The peach prospects in southern Ontario vary from fair to good," says the report. "The majority of correspondents report early varieties generally to be a medium to full crop, and fall varieties medium. An average crop of peaches will likely be harvested in spite of the 'curl leaf,' though it is so prevalent in the Niagara District that it may alter the prospects if a heavy drop should result. The Elbertas, particularly, have suffered severely from the attack of the leaf curl fungus and give promise only of a light to medium crop. The Triumphs and nearly all other varieties are also affected where the trees were not sprayed with lime and sulphur, or in some cases where the spraying was delayed or where it was not thoroughly done.

"In the vicinity of Leamington in Essex, and of Queenston in Lincoln, the leaf curl is not quite so prevalent, and a full crop of peaches generally, is looked for.

"The crop of peaches in British Columbia will be practically a failure. The small peach orchards along the shores of Kootenay Lake were not seriously injured, except where the wood was not well ripened last fall."

FINE CANADIAN EXHIBIT.

Fruit From Canada Displayed at Seattle Exhibition Surpasses That from Other Places.

Writing from Germantown, Cal., W. H. Millman, commission merchant, who left Toronto some weeks ago on a pleasure trip, tells of his visit to the Seattle Exhibition.

Speaking of the Canadian building, he says that it, "need not take a back seat to any of them, and its contents in my way of thinking surpasses them in all the fruit exhibits. The Northwest wheat fields and animals are very fine and the lime light views and lectures on the Klondike is a great feature."

A GENTLE PROTEST.

Editor, Canadian Grocer—A few days ago, a stranger struck this city with a new scheme. The Grocers' Association, their rights for a "mess of pottage," and tumbled over each other to give their customers something for nothing, and at the same time put $100.00 in the bank to rest. Let us see what this scheme looks like, when it is properly analyzed.

This stranger made arrangements with the authorities of a park to bring them a certain crowd of people for a certain amount of money. He then got the unaware grocers for the sum of $100.00 in cash, to give away to their customers tickets that would admit them to the park free. In this way many a mother had to go with her children, pay the full car fare and in all probability spend several dollars more before she came out in order to utilize the ticket she received through the kindness of the innocent grocer.

One of the general complaints among grocers all over the city is that people are short of money, but here they have entered into a scheme that robs their customers out of hundreds of dollars without doing any good to the trade. To make a reasonable estimate it would work out something like the following:

To Street Railway	$100.00
" Grocers	100.00
" Promoter	200.00
" Park	400.00
	$800.00

Just that much less to pay for groceries.

A TORONTO GROCER.

A fellow may have more money than brains, but not for long.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

If you have STRAWBERRIES, RASPBERRIES (cultivated or wild) CHERRIES and other fruits to consign let us have them. We can sell them for you.

THE DAWSON COMMISSION CO., TORONTO

SARDINES! SARDINES!

The Brunswick Brand

They help to build up your trade not only in canned fish but in other lines as a result of getting customers into your store to buy the fish.

The sardines from the famous Passamaquoddy Bay have a distinct flavor possessed by no others. They are known everywhere for unexcelled excellence.

Skilled help and modern methods result in placing this product before the public in nearly every town, city and hamlet in Canada. They find their way to you, Mr. Grocer, in the regulation 100-¼ case.

See that you carry a stock.

Ask your wholesaler for them.

They are products on which you can rely.



CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.

Now is the Time
to Order Your Lobsters

Catch this year is much below the average, and this is a good time to place your orders to ensure deliveries and prices that have not advanced.

For the highest satisfaction to yourself and your trade order Canada's leading brands:

Loggie's Golden Crown Lobsters
and
Golden Key Lobsters

Always possess the same consistent high quality.

SPECIAL NOTE
We are also booking orders for 1909 Pack Golden Diamond Brand Canned Blueberries, twos and gallons, for future delivery.

Sole Packers:

W. S. LOGGIE COMPANY, LIMITED
CHATHAM - - - - - - - - - N.B.

The Salmon Doesn't Swim

that's of a better quality
than the old reliable

Quaker Brand Salmon

We have always instructed our packers to secure the best

They have always done so

PRICES FROM

Mathewson's Sons
WHOLESALE GROCERS
202 McGill Street, - Montreal

Mail Order Competition Successfully Met

Grocery Firm Makes Assortments Of Their Own—Advertise Extensively and Exhibit Window Displays—Lot of Odds and Ends Cleared Out—Orders Come So Fast That Delivery Begins Day Before Sale.

The effective solution of how to meet the mail-order competition is of paramount advantage to the retail merchant. The problem must be solved if the inroads into the territory of the country, town and village merchant by the mail-order houses are to be checked.

Merchants as a rule are indifferent regarding this method of purchasing past them and take no interest in discovering what customers do this and why. They are too anxious about what their competitor on the next corner is doing.

The story of how one grocery firm is meeting the mail-order competition is interesting. It knows that the house send out baits in the form of bargains on one or two articles, one of them being sugar, in which there is not a great deal of profit at any time. They meet this competition by making assortments of their own. But they do not limit the customer to these assortments. The success of the first sale under this arrangement was so marked that half the items were sold out entirely the first day and two-thirds of the orders were for the entire assortment.

"We had the special sale for Saturday, but before Wednesday of that week, as a result of our advertisements, we had so many orders that we were compelled to start delivering on Friday, and did not finish until Monday noon," said one of the members of the firm.

The following is a list of the articles included in the assortment, on some of which the firm made a fair profit and secured such liberal patronage:—

10 lbs. granulated sugar	$0.50
3 cans solid pack tomatoes	.25
3 cans sifted or early June peas	.25
3 cans good corn	.25
3 full lb. packages seeded raisins	.25
3 cans Heinz's baked beans	.25
3 cans fancy mince-meat	.25
1 can soft pears in syrup	.15
1 can peaches	.15
4 lbs. prunes	.25
3 lbs. dried peaches	.25
1 package bird seed	.05
8 bars soap	.25
1 pan and 1 cup of onyx ware, 2 pieces	.25
Total	$3.35

One of the secrets of the success of this sale was the publicity given to it. The goods were promently displayed in the windows, and a large, attractive sign was painted to call attention to the window. Much publicity was also given through the local newspapers, a detailed list of the offerings being included in the advertisement.

In describing the arangements for the sale, a member of the firm said: "We selected a list of articles, as will be seen, all of good quality and all of which any family could use at once without over loading. We will not sell our customers a lot of stuff it will take a year to use up.

"Nor did we insist that to secure any one item on the list each customer must buy the entire list. We advertised freely that selections could be made of any items on the list. We made it a point that the public did not need to take anything it did not need.

"One week before the sale we displayed the goods on our tables. To show the quality of the the canned goods we empitied several cans into open dishes where they could be tasted. The package goods we placed on fancy dishes in the windows.

"We really did not expect to begin the sale before Saturday, but the pressure was so strong we consented to take advance orders to be delivered Saturday. Before Wednesday we had so many orders that we had to start delivering on Friday.

"Two-thirds of the orders were for everything on the list, and there was only one order for less than $2.

"During the sale we displayed with the canned goods on the table a lot of goods which had accumulated during the year. So when the customers came in to look at our special-order goods they could not help but see these goods. We sold two-thirds of all the odds and ends we displayed, which was a very good clean-up for one week.

"Then, the following week we held overflow meetings almost every day. A great many who had not been in during the sale heard about the bargains from their friends and came to the store to see if they could not buy an assortment. We had sold out entirely over half of the goods listed on our special order, but these late customers looked around to see what they could find, and during the few days after the special sale on Saturday we had sold practically all our odds and ends.

"We now have special sales on one Saturday of each month, to clean up odds and ends, and the success of this sale will be the best kind of advertising for the next one."

ENVELOPE STAMPING MACHINE.

A little device being placed on the market by the Drummond, Ludlow Co., New York City, weighing but one pound and a half, and about 6½x3 in., takes a roll of five hundred stamps placed in the magazine, and stamps these one by one on envelopes by action of the handle returning from the base plunger through an appurtenance underneath in a small tank containing water, with a wick about the length of a stamp (⅛ of an inch wide). All the operator has to do is to push down the machine on the envelope and a stamp is affixed, the wetting, cutting-off, and affixing being done with one pressure of the hand. This unique appliance saves the inconvenience of having to take off stamps single, and moisten them either by tongue or sponge, and it is claimed that stamps can be placed on mail ten times faster than by hand.

Upon these machines being submitted to the postal authorities, at Washington, the Government immediately authorized the issue of stamps in rolls of five hundred, so that business firms



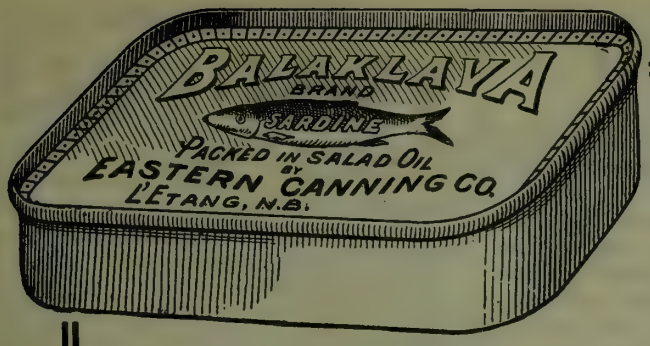
Envelope Stamping Machine.

would be able to make use of the device. Negotiations are now on with the postal authorities at Ottawa, to have them do as the United States Government have done. The advent of this machine will naturally depend upon the Canadian Government putting up their stamps in rolls the same as the United States Government are now doing.

WATCH STOCK CAREFULLY.

It behooves the retail grocer to spare no effort to make every dollar of his play an active part in his business. Every dollar buried in surplus stock or otherwise permitted to be where it is not immediately available for purchasing power certainly does much toward weakening his forces.

Buy small and often, to the end that a given investment may cover the widest possible range of items. Never buy two dozen where one would do. Buy one dozen each of six articles rather than six dozen of one article. By so doing, he will please six times as many customers with the same investment. He may not save the small extra discount on the quantity purchase, but multiplying sales without increasing the investment will more than make up the lost discount.—The Retailers Journal.



NO PICNIC BASKET COMPLETE WITHOUT

BALAKLAVA SARDINES

Choice, firm fish, packed by experts in modern factories of cleanliness. Pure Salad Oil used.

HAVE YOU A STOCK?

The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents; C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton: Boivin & Grenier, Quebec. Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.



By Special royal permission.

The Famous "King Oscar" Brand

Norwegian Sardines have established the **reputation** as the **purest** sweetest, finest and best packed sardines on the market.

That is all, **but** it's **enough** to make them sell.

Stock "King Oscar" Sardines.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON, ONT.



BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.

1909 prices now out for Europe and America.

Fred Magee

PRODUCER

Port Elgin, N.B., and Pictou, N.S. Canada

Satisfaction in Every Package of

SHIRRIFF'S EXTRACTS

They build up trade, please your customers, add to your reputation of selling reliable, uniform, pure and palatable goods, and yield you a good profit.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto, Canada



WALKER PATENTED -BINS-

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue : "Modern Grocery Fixtures"

WALKER PATENTED -BINS-

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Corlstine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with :—

Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

Part II :—

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation Order?
Bulk versus Package Teas.
How to Establish a Tea Trade.
Tea Blending.

275 Pages Price $2.00

Fully Illustrated

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COMMON SENSE SAYS

Use 'em

A man wants credit. If you think he is good give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep Charge him with $10—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass b oks, no charging, no lost time, no errors, no disputes.

ALLISON COUPON BOOKS

Manufactured by
ALLISON COUPON COMPANY, Indianapolis

Order them from your jobber.



They enable you to handle credit customers with scarcely any risk and make disputes and misunderstandings impossible. They cost very little and pay for themselves many times over. Can you afford to do without them?

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500,000
Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished and are available only by reputable wholesale jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

CALGARY, ALTA.
LONDON, ONT.
HALIFAX, N.S.
ST. JOHN, N.B.
OTTAWA, ONT.
WINNIPEG, MAN.
HAMILTON, ONT
MONTREAL, QUE.
QUEBEC, QUE.
TORONTO, ONT.
VANCOUVER, B.C.

—OFFICES IN CANADA—

THOS. C. IRVING, General Manager
Western Canada, Toronto

Shoe Boils, Capped Hock, Bursitis are hard to cure, yet

ABSORBINE



will remove them and leave no blemish. **Does not blister** or remove the hair. Cures any puff or swelling. Horse can be worked. $2.00 per bottle, delivered. Book 6 D free.

ABSORBINE, JR., (mankind, $1.00 bottle.) For Boils, Bruises, Old Sores, Swellings, Goitre, Varicose Veins, Varicosities, Allays Pain.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

TEA LEAD

Best Incorrodible

Buy "PRIDE of the ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4 h and 5th Editions. LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.

Toronto Limited



"Where Did You Put Those Bags?"

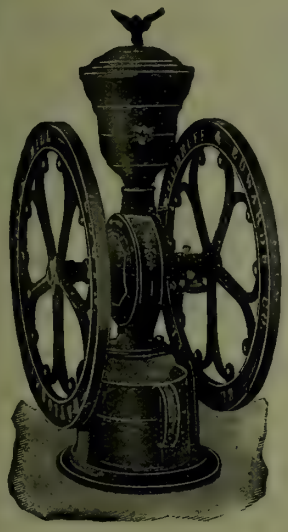
You never hear such a query as that in a grocery store fitted with McGregor's

Patent Bag Holder

"It's there"
Get our prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO



Exclusive

SPECIAL

Adjuster

Elgin National Coffee Mills

can be regulated to grind course or fine when running and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue,

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co' (and branches); Foley Bros., Larson & Co. (and branches)'
VANOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

BLACK JACK

QUICK, CLEAN, HANDY.

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case

Wolverine

Show Case



The best show case made in America for the money.

Price, $4.50 per foot f.o.b. Detroit

W. H. ESCOTT

141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.

This case is finished in golden oak—Beveled plate top —Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

"ENTERPRISE"

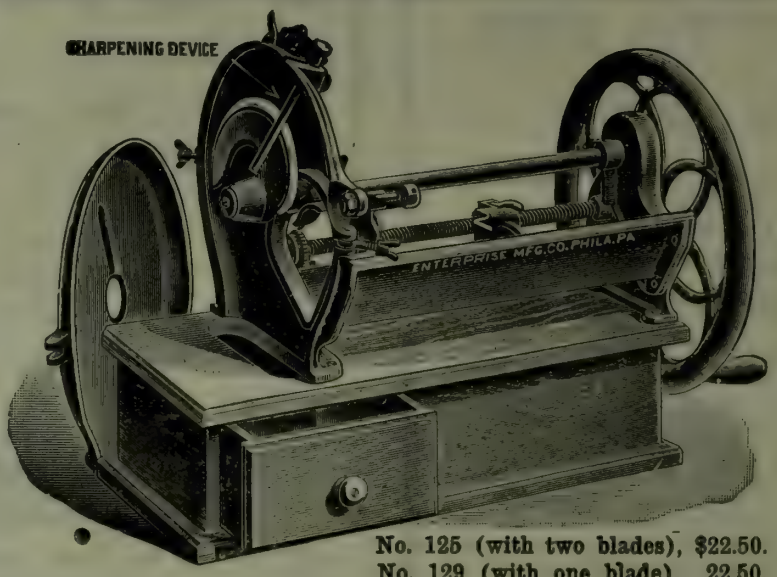
Grocers testify that when they install the

"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), $22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japanned, at $8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co.,
of Pa.
Philadelphia, U.S.A.

New York, 21 Murray Street — San Francisco, 438 Market Street

BUILDS BUSINESS

SALES IN JUNE:

Simcoe Canning Co., Standard Machine.
B. Greening Wire Co., Standard Machine.
Canadian Westinghouse Co., Standard Machine.
P. McIntosh & Co., Toronto, Style C.
Whitman & Barnes Co., St. Catharines, Style C.
Robinson & Co., Edmonton, Standard Machine.



HAMILTON STAMP & STENCIL WORKS
SOLE AGENTS FOR CANADA
HAMILTON, - ONTARIO

TRADE MARK
KEYSTONE
BRAND
REGISTERED

BROOMS

These three lines never fail to please:

KLONDIKE
JUBILEE
STERLING

Manufactured by

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, - ONTARIO, CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
8-doz.	12-oz.	3 40
½-doz.	5lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Cases.	Sizes.	Per Doz.
Royal—	Dime	$ 0 95
"	½ lb.	1 40
"	6 oz.	1 95
"	½ lb.	2 55
"	12 oz.	3 85
"	1 lb.	4 90
"	3 lb.	13 60
"	5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS LTD.

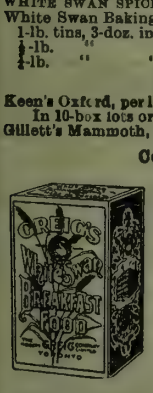
White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Cereals

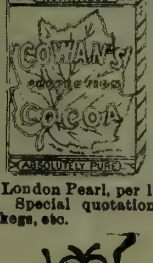


WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00
The King's Food, 2-doz. in case, per case, $4.80
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.00.
White Swan Self-rising Pancake Flour, per doz., $1.00.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—
Perfection, 1-lb. tins, per doz. .. $4 50
Perfection, ½-lb. per doz. 2 40
Perfection, ¼-lb., per doz 1 30
Perfection, 10c size 0 90
" 5-lb. tins per lb. 0 37
Soluble, bulk, No. 1, per lb. 0 20
Soluble, bulk, No. 2, per lb. 0 18

London Pearl, per lb. 0 22

Special quotations or Cocoa in bbls. kegs, etc.



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for 2 50.

5 boxes.... 2 75

Unsweetened Chocolate— Per lb.
Plain Rock, ½'s & ¼'s, cakes 12-lb. bxs 0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen 1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen 0 90

Sweet Chocolate—
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb. $0
Queen's Dessert, 6's, 12-lb. boxes 0 40
Vanilla, ¼-lb., 12-lb. boxes, per lb. 0 35
Parisian, 8's 0 30
Royal Navy, ½'s, ¼'s, boxes, per lb. 0 30
Diamond, 7's, 12-lb. boxes, per lb. 0 24
" ½'s " " " 0 25
" 8's " " " 0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ¼-lb. pkgs., 2-doz. in box, per dozen 0 90

Confections— Per lb.
Milk chocolate wafers, 5-lb. boxes 0 36
Maple buds, 5-lb. boxes 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, " 0 25
Nonpareil wafers No. 1, " 0 30
Nonpare l wafers, No. 2, " 0 25
Chocolate ginger, 5-lb. boxes 0 30
Milk chocolate, 5c bundles, per box 1 35
Milk chocolate, 5c cakes, per box 1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case.....per doz.	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz 0
Prepared cocoa, ½'s 0 28
Prepared ½'s 0 28



Mott's breakfast cocoa, 10c. size 90 per dz.
" breakfast cocoa, ½'s 0 38
" " " ¼'s 0 38
" No. 1 chocolate, ½'s 0 32
" Navy " ½'s 0 29
" Vanilla sticks, per gross 1 00
" Diamond chocolate, ½'s 0 24
" Plain choice chocolate liquors 0 32
" Sweet Chocolate Coatings 0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails Pails.	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, fine shred	0 16	0 17	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 26

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45

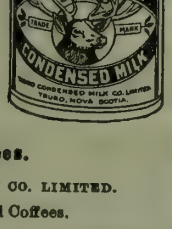




TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 00
Reindeer" brand per case (4 doz.) 5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON

	retail	wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins $0 33
"Gilt Edge" in 2 lb. tins 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese.—Imperial

Large size jars, per doz.	$5 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box,	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 [illegible]
" " groats ½-lb. tins	[illegible]
" " " 1 lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts

SHIRRIFF'S

½ oz. (all flavors),	doz.	1	60
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Ross & Lafiamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. LIPTON & CO.

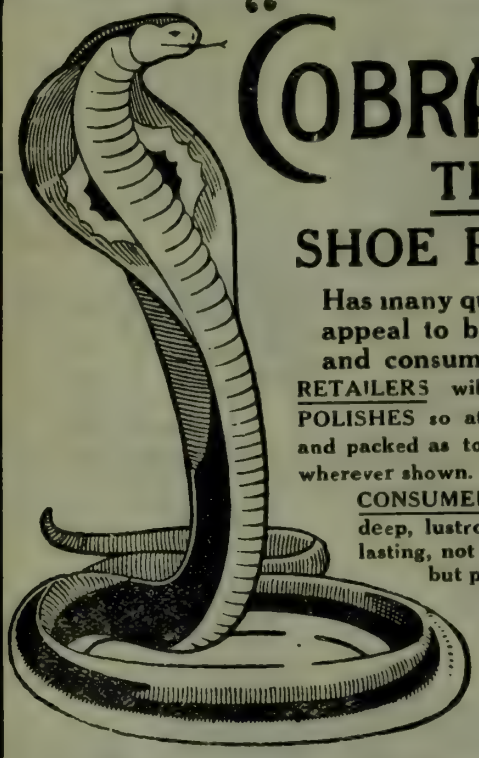
Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	07½
7 wood pails, 6 pails in crate, per lb	0 07

Friends—Not Growlers



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always made up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.



"COBRA" THE SHOE POLISH

Has many qualities that appeal to both retailer and consumer.

RETAILERS will find COBRA POLISHES so attractively boxed and packed as to invite attention wherever shown.

CONSUMERS will find them deep, lustrous, brilliant and lasting, not greasy or waxy, but preserving leather in healthy state, supple and comfortable.

TEST THEM

COBRA POLISHES, Black or Brown, in tins.
COBRA CREAMS, Large and small, in bottles.

Stocked by C. PARSONS & SON,
79 FRONT STREET EAST, TORONTO

Ninety per cent of the Grocers of Canada sell

2-in-1



Are you content to be in a hopeless minority?

There is wisdom in the multitude and there is

POLISH

that is quick, bright, lasting and waterproof in every tin of the famous 2-in-1 blacking.

— It begets Trade —
— It sells on its name and merit. —

The F. F. Dalley CO., Limited
Hamilton, Canada. Buffalo, N. Y.

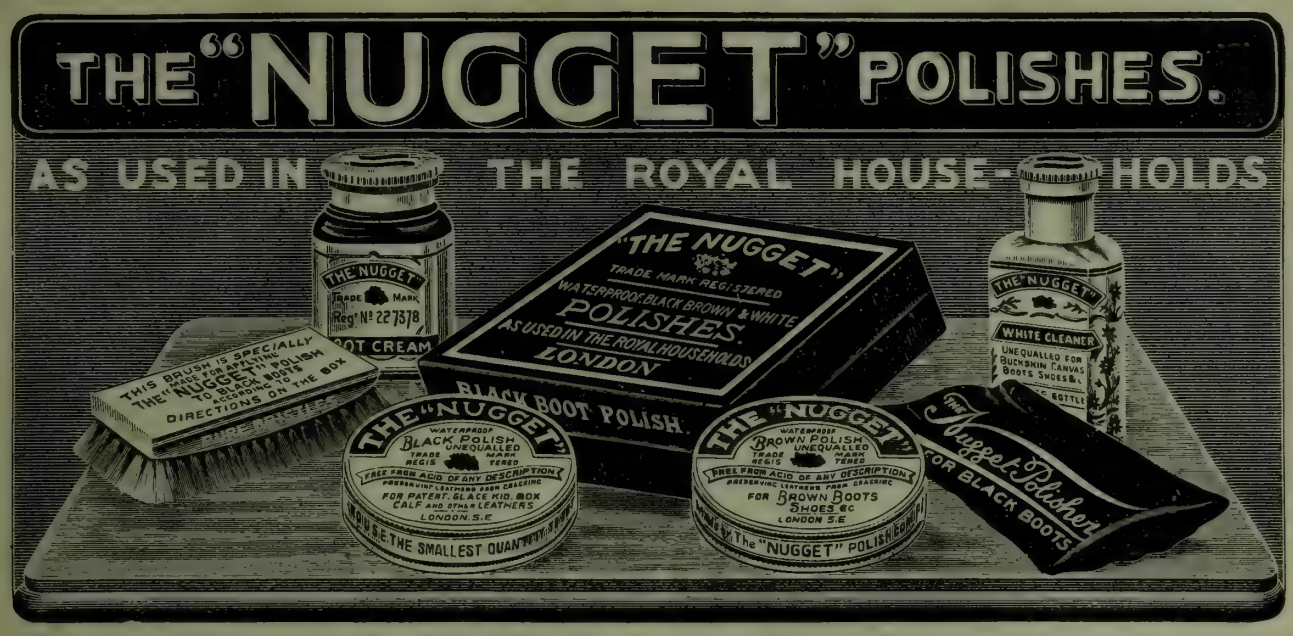
STILL TO THE FRONT

BLACK LEAD, THE OLD RELIABLE FORM OF STOVE POLISH

"JAMES DOME"

the best brand on the market. An article of real merit. All Lead.
No Dirt or Dust. Gives a lasting, brilliant, easy shine.

W. G. A. LAMBE & CO., Canadian Agents



THE FIRST POLISHES AND OUTFITS ON THE MARKET——STILL THE MOST POPULAR

They give a Brilliant, Lasting, Waterproof Polish. Are free from all injurious substances. Do not come off in wet weather, soil the dress, or clog the brush.
GOOD FOR ALL LEATHERS IN ALL CLIMATES

CANADIAN HEAD OFFICE: 67 ADELAIDE ST. EAST, TORONTO, ONT.

CHIEF OFFICES AND FACTORIES:—LONDON, ENGLAND **AUSTRALIAN FACTORY:—WILLIAMSTOWN, NEAR MELBOURNE**

BRANCHES:—Christchurch, New Zealand; Cape Town, South Africa; New York, U.S.A.; Brussels, Belgium; Amsterdam, Holland; Berlin, Germany.
AGENTS:—Christiania, Norway; Genoa, Italy; Madrid, Spain; Vienna, Austria; Alexandria, Egypt; Valparaiso, Chili; Lima, Peru; Buenos Ayres, Argentine; India and Far East, Bombay, Calcutta, Singapore, Hong Kong; West India Islands.

	Per lb.
20-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

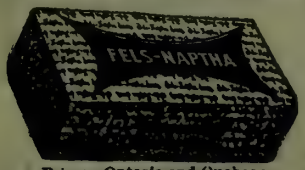


Assorted Case,	Contains 4 doz	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

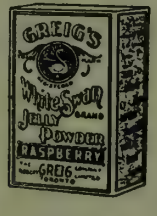
Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 00
Five cases, or more	4 95



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price "Shirriff's" (all flavors), per doz. 0

Discounts on application.

Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 60 lbs.	0 11
30-lb. Pails.	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.



Tierces	0 10
Tubs	0 10½
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. "	0 10½
5-lb. "	0 10½
3-lb. "	0 11

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (25 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy boxes 60) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 50 5-lb cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulo large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 25
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25



THOMAS J. LIPTON
Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross net	$12 00
" per case of 4 doz. net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ½-lb. tins	per doz.	$ 1 40
" ¼-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D ½-lb. tins	per doz.	0 85
" ¼-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Magpole soap, colors	per gross	10
" " black	"	15
Oriole soap	"	10
Alericla soap	"	13
Arrow hat polish	"	19



3 doz. to box $3 45
6 doz. to box $6 90
30 days.



1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	per lb.
Laundry Starches—	
No. 1 White or blue, 6-lb. carton	$0 07
No. 1 " " 6-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 7½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 07½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

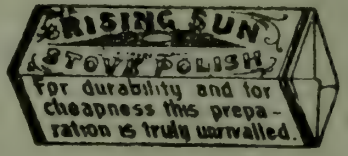
DUNN FORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 45 lb	0 06½
Barrels, 200 lb	0 07½
Kegs, 100 lb	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 20

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

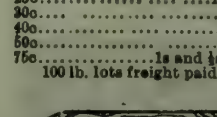
Teas



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	0 21	0 26
Orange Label, 1's and ½'s	0 32	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 35
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 50
" " ½s	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. ½s.	0 30	0 40
" " ½s	0 32	0 40
" " ½s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c	$0	20
" " ½-lb. " "	0	21
Blue Label, retail at 30c	0	23
Green Label. " 40c	0	30
Red Label, " 50c	0	35
Orange Label, " 60c	0	42
Gold Label. " 80c	0	55

BIDGWAYS.

London, Vancouver Winnipeg and Ceylon



	Wholesale.	Retail.
Oriental Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 32	0 40
5 o'clock, 1's and ½'s	0 43	0 55
H.M.S. 1's and ½'s	0 65	0 75
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		1 00



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 50
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	36
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s, plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	70
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-8	0 65
" 1-9	0 55
Cote's Choice Mixture, 1-lb tins	0 75
" " ½-lb "	0 75
" " ¼-lb "	0 85

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$15 00
Absorbine Jr., per dozen	9 00

Yeast

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's compressed yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S BAKING SODA

It isn't only that

"COW BRAND" BAKING SODA

is stronger and purer than any other package or bulk soda but that it is always uniform and thoroughly reliable.

The housekeeper's guarantee lies in the reputation of the manufacturers.

Your guarantee for profit lies in "COW BRAND" Baking Soda's popularity with the housekeeper.

Ask your jobber for same

Church & Dwight

MANUFACTURERS

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

EVERYBODY
uses
SALT
Hence the necessity
for keeping
a full stock of it.
How is your stock?

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits
The quality of
WETHEY'S
LAUREL
BRAND
speaks for itself.
Do not buy without consulting us.
Get our prices.
J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand

Fruit Jars
Spices
Berry Sugar
Lime Juice
Lime Juice Cordial
Tea
New Season's Empire
Japan in 40 and 20
lb. Boxes.
Parchment Papers

We have these and many other
seasonable lines.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - ONTARIO

OUR 4 FREE
PHONES ARE
CATCHING ON
50% more people used them in May and June than in same months last year.
If you are not one of them
TRY IT!

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JULY 23, 1909 NO. 30.



When Laundry Blue is Wanted

the thoughtful housewife thinks of the world-famous

Keen's Oxford Blue

Experience has taught her that of all laundry blues Keen's Oxford Blue is the most reliable. To encourage this means money for you.

EVERY JOBBER SELLS IT
ASK YOURS FOR IT

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, **Montreal**

During the summer months housekeepers use

Benson's "Prepared" Corn

for Puddings, Blanc Manges and Desserts. Over Fifty years' use by Canadian housekeepers has convinced them of its superiority over all other Corn Starches. Just now is the time for you to suggest the use of Benson's "Prepared" Corn. It will be a profitable suggestion for you.

Demand **"Benson's"** from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal, P.Q.

UPTON'S

Jams, Jellies and Orange Marmalade

are made by Canadians for Canadians

Canadian fruit is second to none, no matter in what part of the world it is grown. Sugar refined in Canada from the raw cane has a higher standard of purity than any other.



U P T O N' S



U P T O N' S



Our name on the label is the grocer's safeguard. During all the years we have been in business we have stood behind every bottle of our products—we are doing so to-day—and will ever do so.

YOU ARE PROTECTED

when you handle our lines. YOU get value—your customers get honest value for their money. YOUR profit is good and sure, because the goods SELL. What is more, you get satisfaction; because UPTON'S appeal to your customers as no other preserve will, and as a Canadian you build up your trade in Canadian lines.

When you ask your jobber for Upton's Jams, Jellies or Marmalade be wary of the "just as good," insist and you can get the real thing.

The T. Upton Company, Limited, Hamilton, Canada

The Best Only — Always the Best

Griffin & Skelley's DRIED FRUITS

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes.

Taylor's

Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

QUALITY COUNTS

"Thistle"

The Brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, Wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

"STOWER'S" Lime Juice Cordial

is sweetened to suit the most fastidious palates. No hunting for sugar. Add water and you have the best and most wholesome summer drink.

Palatable — Profitable
Has no musty flavor

"QUALITY IS REMEMBERED LONG AFTER PRICE IS FORGOTTEN"

Remember this one sure fact,
every time you try to sell inferior quality, and what it really means to your success.

THE BEST DEALERS SELL

Arthur P. Tippet & Co.



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

FACE TO FACE BUSINESS
I am on the job all the time. Why not give me a trial?
Grocery and Confectionery Brokerage my Specialty
G. WALLACE WEESE
Manufacturers' Representative 30-32 Main East
Let's get close and talk it over—Now HAMILTON

If you are looking for trade with Irish merchants there is one paper that can put you into touch with buyers, and that is
The Irish Grocer, Drug, Provision and General Trades' Journal.
10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

STORAGE IN OTTAWA
We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways —tracks to the door. Centrally located.
Secure Our Low Rates.
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. STAMPER
Wholesale Grocery, Fruit and Confectionary Broker. Manufacturers' Agent
Sales agent for Stewart & Young's Pure Whole Fruit Jams, Jellies, Marmalades and Confectionery; Cooper Cooper & Co.'s Delicious Tea Plant Blend of Teas. Laid-down prices quoted any point in Saskatchewan or Alberta.
Grocers, it will pay you to write for quotations.
Warehouse: City Spur Track. Office: Temple Bldg., Main St.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
SASKATOON,
Western Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines.

W. H. Millman & Sons
GROCERY BROKERS
Toronto

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A,B,C, 5th edition, and private.

Importer, Wholesale Broker and Commission Merchant.
Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties.
Can handle more Good Lines.
G. C. WARREN
P.O. Box 1036. REGINA, SASK.
Established 12 Years.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ON SPOT
Finest Whole Halves and Broken
SHELLED WALNUTS
also
2, 3 and 4 Crown
SHELLED ALMONDS
LIND BROKERAGE CO.
23 Scott Street Toronto

Merchants, Manufacturers and Shippers
We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.
Good track storage.
Advances made on consignments.
J. D. Brack & Co.
Wholesale Brokers
WINNIPEG

WINNIPEG STORAGE
TRACK WAREHOUSE
Consignments solicited, stored and reshipped to order
K. J. JOHNSTON
Wholesale Commission Broker.
Box 122 Winnipeg. Reference, Bank of Commerce

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

H. B. BORBRIDGE
Manufacturers' Agent and Broker
OTTAWA
Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

Try a business card in The Canadian Grocer.

J. F. Eby,
President

Hugh Blain,
Vice-President

We are quoting especially interesting prices on

New Season's Pack

"OLD HOMESTEAD"

Canned Fruits and Vegetables

It will pay you to book your orders NOW

EBY-BLAIN, LIMITED

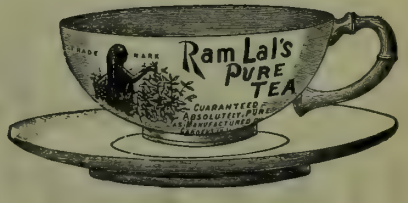
Wholesale Grocers

TORONTO

A PHENOMENAL SELLING LINE







40c.	Grade	costs you	30c.	per lb.	in lead packages.
50c.	"	"	35c.	"	" "
50c.	"	"	35c.	"	in 5lb and 3lb fancy tins.
50c.	"	"	36c.	"	1lb and ½lb " "
60c.	"	"	42c.	"	in lead packages
75c.	"	"	50c.	"	" "
1.00	"	"	70c.	in ½lb	fancy tins
1.00	"	"	72c.	" ¼lb	"

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St., MONTREAL

"CANADA'S PRIDE"

Canned Goods Still Leads

We would advise that we are now running heavy on Peas, packing a finer quality than we have ever turned out because of the excellent condition of the raw material, which with our careful handling, fine equipment and unequalled sanitary factory, enables us to far excel in quality any previous year.

These same conditions will apply to the full line of fruits and vegetables which we pack.

Don't be deceived by Brands and Trade Marks similar to ours which some packers are using, trying to place on the market inferior goods on our well-earned reputation.

CANADA'S PRIDE stands for CLEANLINESS and HIGH-GRADE QUALITY

One trial will make you a strong friend of "Canada's Pride."

To be had of the following Wholesale Representatives:

Wm. Galbraith & Son, Montreal, Que.; Fenwick, Hendry & Co., Kingston, Ont.; Medland Bros., Toronto, Ont.

PACKED ONLY BY

THE NAPANEE CANNING CO., Ltd.

W. A. CARSON, Manager — NAPANEE, ONTARIO

Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

HAVE COME TO CANADA

With their well-known Brand in Glass Moulds and Tins.

English Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

Excellence of Quality

Guaranteed Pure and all Packed in England

Agents—ROSE & LAFLAMME, Ltd., Montreal

"The Brand of Quality"



Grocers who want the best to be had in Canned Vegetables and Fruits will find the "**ESSEX**" brand nearer perfection than anything thus far introduced. Essex County is one of the most favored agricultural sections, and with new and improved facilities at our disposal, we are able to retain all the fresh garden flavor in packing. Nothing in any sense inferior is allowed to go out under our brand.

THE ESSEX CANNING & PRESERVING COMPANY

LIMITED

ESSEX, ONTARIO

In a Class all by Itself

is the

Farmer Brand Canned Goods

We have facilities and resources such as are possessed by no other factory and our position puts us just that much ahead of our competitors.

We grow our Fruits and Vegetables on 3,000 acres of the finest, most fertile, garden land and we are enabled to raise the choicest products that can be cultivated—unsurpassed anywhere.

WE ARE THE LEADERS; WE INTEND TO KEEP AHEAD

The FARMERS' CANNING Co.

LIMITED

Bloomfield, Ontario

THERE IS NO DANGER

in handling any of our celebrated products. You are not taking any chances or running any risk as to not getting goods up to the highest point in quality, purity and excellence. They are sold on their merit and are the best that can be produced.

OLD HOMESTEAD BRAND
Canned Fruits and Vegetables

are made in one of the largest, best equipped and modern factories in Canada. The greatest care is exercised in selection, processing and packing. Our inspectors are men who inspect – to the smallest detail. They do not connive at little frailties or overlook some minor point. The result is a perfect product in every respect.

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

Picton, - Ontario

Pure *Wholesome* *Delicious*

E.D.S. Brand Jams and Jellies

The up-to-date merchant who values his business standing and the reputation of his store will not sell adulterated and impure products.

The E.D.S. brands represent nature's flavor unimpaired, for their purity is positively guaranteed. They are perfect in every detail, and convert trade into permanent patronage.



All "pure food" grocers sell our products

E. D. Smith's Fruit Farms, Winona, Ont.

Agents

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal;
Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

QUALITY BUILDS TRADE

It is the basis of all merit, worth and reputation. That is why the

RIVERDALE BRAND

of canned fruit and vegetables pleases so many people. They are a line on which the grocer can specialize and concentrate his attention and energy with good results.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, - - - - - ONTARIO

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

BEST

according to Webster's Dictionary means

EXTREME OF GOOD

Applied to **Molasses** it means

GINGERBREAD

In Tins, 2's, 3's, 5's, 10's

ALSO IN BULK

Thereare plenty of Goods nearly as good, but remember there is only one BEST.

It requires very little extra effort to specify Gingerbread when ordering from your wholesaler, but it means a lot to your customers in extra quality.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Crystal Sugars

Retailers throughout Canada handle them.
You deal direct with the factory.
Standard, Fine, Coarse, Berry, Powdered.
Ahe best for PRESERVING.
Tways the same, the best.
Let us send samples with quotations.

Sugars that always satisfy.
Uniform Grain.
Gains customers for you.
A trial convinces.
Remember! It is dollars in your pocket.
Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited

Wallaceburg, Ont.



"It's the merit of the goods that finally wins business."

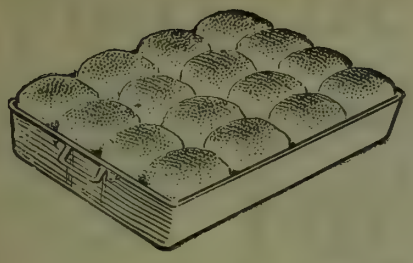


And when you have merit and profit combined what more does a retailer ask?

That's why so many grocers sell

Paterson's Worcester Sauce.

ROSE & LAFLAMME, Limited, Agents,
Montreal and Toronto.



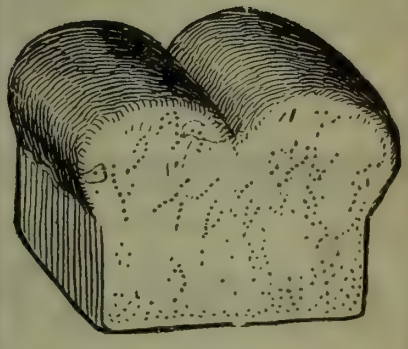


Weed Out Your Flour-Patch, Mr.———!

DON'T CHOKE *THE BIG SELLING BRAND*

Take a look at your flour-patch, Mr. Grocer. Some mighty slow sellers in that patch—lines that have worn out their welcome long ago, yet mighty slow to depart, no matter how hard you push them. It's time to stick the price-pruning knife deeply into them and weed them out at any cost. They're only taking up space and choking out a more worthy line.

MAKE ROOM FOR THE BIG SELLER—



PURITY FLOUR

—the brand that is famous from Coast to Coast—famous for quality—famous for uniformity—famous as the highest grade of flour in the whole wide world.

While the margin of profit on PURITY may not be as large as on brands falling shy on quality, still PURITY earns larger dividends per year on account of the rapidity of the turn-overs. Besides, PURITY earns for you the "good will" of all who use it, while an inferior grade of flour earns very little for you beyond dissatisfaction.

Progressive merchants value "good will" more than margin of profit and therefore put their energy behind PURITY flour.

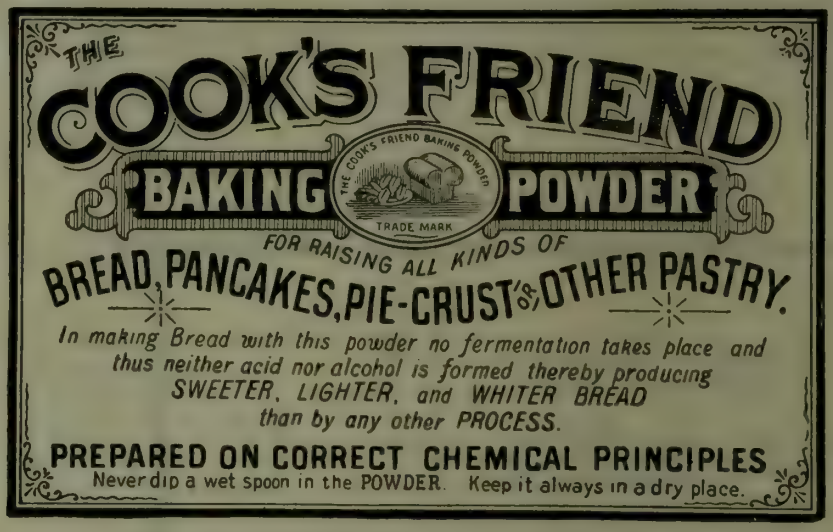
Where do you stand, Mr.———?



Western Canada Flour Mills Co.
Limited

Toronto Montreal St. John Winnipeg Brandon

A Leader for over 50 Years



W. D. McLAREN, Limited

Manufacturers

583-5 ST. PAUL STREET - - - MONTREAL

José Segalerva Malaga Spain

Packer of

Malaga Table Raisins

" Loose Muscatels

Shelled Almonds, Etc.

Superior Quality

The Brand with a reputation for reliability. Always the leader.

Attractively Packed

Your wholesaler can supply you. This Brand is always a seller.

Agents

Rose & Laflamme, Limited

Montreal and Toronto

Your Accounts under your



ALWAYS

with The **McCaskey Credit Register System**



It reduces your expenses.
Stops the Leaks.
Collects the Accounts and Increases your Profits.

Information free for the asking.

The McCASKEY REGISTER CO.

Cor. Hughson & Rebecca Sts.

HAMILTON, CANADA

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E. London, England

The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

The Queen Quality Leads

WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is overlooked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get in them

PURITY, PERFECTION and SATISFACTION

Manufactured by

The BELLEVILLE CANNING COMPANY

BELLEVILLE - - - ONTARIO

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"
"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

To the Trade:

The Tea You Can Sell Quickest is

CEYLON TEA

Because it

Pleases the Palate

Because it

Answers the Needs

Because it

Saves the Money

OF THE CONSUMER

and all good Merchants know that

The Turnover's the Thing

H.P. SAUCE

IS SELLING VERY FREELY

Shows a good profit and the demand is constantly growing.

Wouldn't it be worth your while to stock it?

It brings new and permanent customers.



W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.
Colville, Smith & Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**

A "REPEATER"

Every bag of WINDSOR SALT sells another. That's the way it has been going on for years, till now

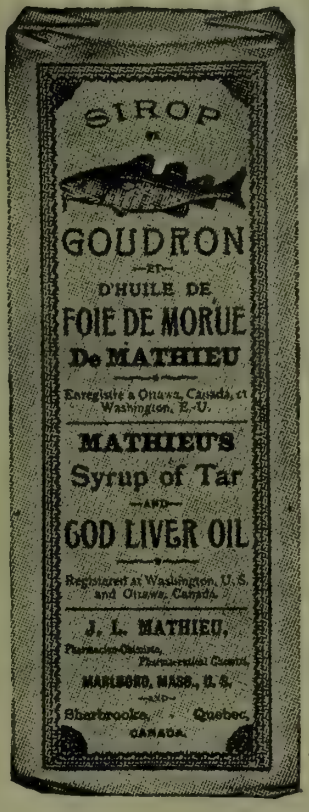
Windsor Salt



is known to nearly every housewife in the land as easi the finest table salt made.

Why not handle it and please your customers?

The Canadian Salt Co., Limited
Windsor, Ont.



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it. Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

RICH, PURE and DELICIOUS

These qualities stand out prominently in every tin of

CANADA FIRST

Evaporated Cream

UNSWEETENED STERILIZED

From the cow to the can it is a story of care, cleanliness and caution.

ORDER FROM YOUR JOBBER.



Manufactured by **AYLMER CONDENSED MILK CO., Limited**
AYLMER, - ONTARIO

ROAST CHICKEN

1-lb. CANS. EXCELLENT QUALITY

You will find it a splendid seller at this season

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

ST. LAWRENCE

GRANULATED

and

GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The Canada Sugar Refining Company, Limited
MONTREAL, QUE.

TO BOOST SUMMER SALES—

No better article on the market than **COLD SPRING LEMONADE POWDER.** These are the days to sell it.
Margin of profit large. Sales numerous and quick.
Lemonade easily made add only cold water.

8 oz. and 4 oz. packages. **You sell them at 20c. and 10c.**

SEND IN YOUR ORDER TO-DAY.

S. H. EWING & SONS, Montreal and Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST

VINEGAR



LONDON, ENGLAND — MADE FROM THE FINEST MALT

COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co , South Wharf, St. John, N.B.
Green & Co., 25 Front Street East, Toronto
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*



THIS TIN CONTAINS

100%

PERFUMED - POWDERED

LYE

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU ?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS — TAKE IT TO-DAY

WHITE SWAN SPICES & CEREALS LIMITED
TORONTO

NEW SEASON

Strawberry Jam

Now Ready

We have put up the largest packet of any single factory in Canada—still we are short. Book your orders quickly.

WAGSTAFFE, Ltd.

Pure Fruit Preserves

Hamilton, - - Ont.

JAPAN TEAS

We have now an excellent assortment of First Crop teas on hand. The Second Crop picking is in full swing. We shall be pleased to hear from our Wholesale Friends re spot teas or imports.

S. T. NISHIMURA & CO.
MONTREAL and JAPAN





Put these lines out where everyone who goes into your store will see them. It will help your trade.

Borden's Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Banner and Princess Brands Condensed Milk.

¶ Just you try them in your own home, and then you'll take a real pleasure in recommending them to your most particular customers.

WRITE FOR PARTICULARS.

John Malcolm & Son,

ST. GEORGE, - ONT.



DO YOU STOCK IT!

It's the brand that the housewives are using more and more every day. You will find it a paying proposition.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

I Offer New Crop

Fine Filiatra Currants

Barrels, Half Cases and Cartons

August, September or October Shipment

Import Lots Only

ANDREW WATSON, Importer

91 Youville Square, Montreal



Sell The Best
It's Just as Easy
It Pays Better

The Canadian Cocoanut Company
Montreal

THIS IS



About 3-ft. Long.

"IT"

Half Actual Size.

THE FLYCATCHER THAT EVERYBODY IS TALKING ABOUT NOW!

OF ALL JOBBERS OR FROM

T. A. MacNab & Co., St. John's, N.F.

W. S. Clawson & Co., St. John, N.B.

MacLaren Imperial Cheese Co., Toronto.

Wingate Chemical Co., Notre Dame St. W., Montreal.

G. C. Warren, Regina, Saskatchewan.

Standard Brokerage Co., Vancouver, B.C.



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in the world.

42 St. Vincent St., Montreal

Tel. Bell, Main 1310



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.

RELIABLE MARMALADE

Sell that variety. It costs no more and it is infinitely more satisfactory to the housewife, and, in the long run, to you.

JOHN GRAY & CO., GLASGOW (Scotland)

have a reputation for reliability. Send yourself for a sample of their marmalade.

SNOWDON & BORLAND, Agents

34 GUARDIAN BUILDING - - MONTREAL



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

BUY FROM YOUR WHOLESALER
or

The Harnett-Ridout Company

Manufacturers TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - Montreal



The Flavor Tells

The best test of a pudding is the eating thereof and the best test of

SHIRRIFF'S EXTRACTS

is the taste they impart. They have strength, purity and uniformity as well. That's the reason they always sell so readily.

ARE YOU STOCKING THEM?

IMPERIAL EXTRACT CO., 18-22 CHURCH STREET TORONTO : CANADA

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,			1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto. Ont. The largest publishers of trade newspapers in the British Empire.

LIVE AGENT WANTED for each of the following places—Toronto, Hamilton, London and Brantford, Ontario, to sell Swiss Frey Milk Chocolate Specialities and Sultan Brand Turkish Delight to the trade. Excellent opportunity to the right men. Must have best of references and good connection with the confectioners, grocers and druggists. Apply SULTAN, care CANADIAN GROCER, Toronto. (30)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

HUMAN NATURE IN SELLING GOODS, by James H. Collins. Perhaps the most interesting volume on the human side of salesmanship that has ever been written. Intensely interesting, not only to those engaged in some form or other of salesmanship, but also to people whose occupations have little to do with selling goods. Mr. Collins is a writer of the first rank and in "Human Nature in Selling Goods" he is at his best. Cloth Binding. Price, postpaid, 50 cents. MacLean Publishing Company (Technical Book Dept.), 10 Front St. East, Toronto.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

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FOR SALE—An up-to-date grocery business in one of the best Western Ontario towns. Address Box 315, CANADIAN GROCER, Toronto. (31p)

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Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donble." Codes "A B C," fifth edition, Riverside and Adams.

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Established 1878. 10 North John St.

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Splendid connections and references. Try us with a shipment of CANNED GOODS.

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No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

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BUSINESS IS GOOD

you will say and we will save you money in discounts and freight if you stock our full line of—



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Quick Naptha Soap

Snow Flake Soap Chips

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100% Pure Lye

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"White Dove" Cocoanut —AND— Almond Paste



Are Made to Suit the MOST FASTIDIOUS TASTE



Made at the factory of

W. P. DOWNEY

MONTREAL



It dries them up **Common Sense**

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

P. & F.

VINCENTELLI

& CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF

CANDIED PEELS

Specialities

CITRON, LEMON, ORANGE

Drained, Cut and Candied

Prices and Samples on Application

The

Condensed Ads.

on page 18

will interest you

OLIVES !!!

Packed in Canada. QUALITY ALWAYS UNIFORM.

Our new price list is now ready. See it before placing your orders.

Gorman, Eckert & Co., Limited

LONDON — The Largest Packers of Olives in the British Empire — WINNIPEG

These sweltering summer days you'll find a large call for

Lytle's
Lime Fruit Juice and
Raspberry Vinegar

Make a good showing in window and on counter, and you'll have a line that'll move rapidly, helping to keep trade lively.

Order from your jobber or direct from manufacturer.

The T. A. Lytle Co., Ltd.
Sterling Road, Toronto, Can.

O·K

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GEO. MASON & CO., LTD.
Sole Manufacturers, London, Eng.

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MONTREAL

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A. MAHIQUES PARIS
DENIA
For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.
"It gives us great pleasure to say that "the A. Mahiques Paris Brand Fine "Selected Raisins purchased from you "this year have turned out exceedingly "fine in quality. We have compared "them with what we considered other "first-class brands, and in our opinion "they are superior to any Fine Selected "we have examined this year."

Thos. Bell, Sons & Co.
AGENTS
MONTREAL

Canadian National Exhibition
TORONTO

Aug. 28th—1909—Sept. 13th

Admiral Lord Charles Beresford will open this year's Exhibition.

Industries in the process of manufacture a feature.

$100,000 in Premiums and Special Attractions.

FOR ALL INFORMATION, WRITE

GEO. H. GOODERHAM, M.P.P., President
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A Few Specials for Epicures

Wagstaffe's New Pack Pure Jams, Jellies and Marmalade
" Cherry Jam is delicious
Camembert Cheese—the Genuine in tins—made in Germany
Imperial Vinegar
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HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

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DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 20 for yearly rates

REAL JELLY—VERY QUICK

That is the mission always accomplished by every package of

Shirriff's Jelly Powders

They are invariably uniform. You cannot sell anything better



IMPERIAL EXTRACT CO., 18-22 Church Street TORONO, CAN.



Merchant's Side

NO SPRINGS

The "TOLEDO"

Automatic Weighing System

NO SPRINGS

HONEST WEIGHT GUARANTEED



Customer's Side

NO SPRINGS

PLEASES CUSTOMERS—BRINGS NEW TRADE—THE GREAT MONEY-SAVER AND MONEY-MAKER

102 STYLES AND SIZES

"MADE IN CANADA"

Suited to All Kinds of Stores

GROCERY, MEAT, TEA AND COFFEE, DELICATESSEN, CONFECTIONERY

The T. Eaton Co. Ltd., Toronto, using 25 Toledo Scales, says:

"Regarding the Toledo Scales which we have, we wish to say that they are perfectly satisfactory in every respect. They are not affected by heat or cold, and are certainly money-savers on overweight."

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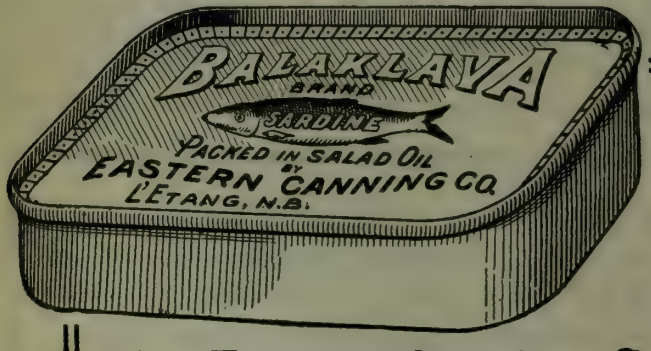


Merchant's Side

NO SPRINGS



Customer's Side



Call the attention of a particular customer to

BALAKLAVA SARDINES

Have her try a tin. Then she will use no other brand.

SEND FOR SAMPLE YOURSELF

The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 28 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; H. D. Marshall, 145 Centre St., Ottawa; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

Ever-Increasing Business

Last week we sold 20,189 lbs. MORE

"SALADA"

than we did the same week of last year and this in the face of taking the 25 cent Tea off the market. It all goes to show how willing the consumer is to pay a fair price for a good article and how he hates a poor one.

SALADA, TORONTO and MONTREAL

INDEX TO ADVERTISERS

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 66
American Tobacco Co. 60
Aylmer Condensed Milk Co. 13

B

Balfour, Smye & Co. 21
Bell, Thos., & Son. 20
Belleville Canning Co. 22
Benedict, F. L. 54
Berry, Wm. 50
Blue Ribbon Tea Co. 3
Bor ridge, H. B. 2
Borden Condensed Milk Co. 16
Bovril, Ltd. 51
Bowser, S. F. & Co. 66
Brack & Co. 2
Bradstreet's. 54
Bristol, Geo. & Co. outside back cover
Brown Mfg Co. 17

C

Canada Sugar Refining Co. 14
Canadian Canners. 36, 37
Canadian Cocoanut Co. 17
Canadian Condensing Co. 16
Canadian Salt Co. 13
Capstan Manufacturing Co. 17
Cargill, H. 52
Carveth & Co. 56
Ceylon Tea Ass'n. 12
Champion & Slee. 15
Christie, Brown & Co. 55
Clare & Little. 2
Clark, W. 53
Clawson & Co. 2
"Cobra" Polishes. 70
Collings, H. & Co. 54
Common Sense Mfg. Co. 19
Connors Bros. 65
Constant, H. 54
Cooper, Cooper & Co. 11
Cote, Joseph. 60
Cowan Co. 56
Cox, J. & G. 57

D

Dalley, The F. F., Co., Limited. 70
Davidson & Hay. 14
Dawson Commission Co. 64
Dignard, Ltd. 55
Dominion Molasses Co. 8
Dominion Wafer Co. 17
Dominion Warehousing Co. 2
Downey, W. P. 19
Eastern Canning Co. 22

E

Eby-Blain Limited. 3
Edwardsburg Starch. outside front cover
Epps, Jas. & Co. 54
Escott, W. H. 52
Essex Canning Co. 5
Estabrooks, T. H.
Ewing, S. H., & Sons. 14

F

Farmers' Canning Co. 5
Fearman, F. W., Co. 50
Fisher, A. D., & Co. 67

G

Gibb, W. A. Co. 64
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 53
Goodwillie & Co. 71
Gordon, McDonald Co. 18
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 19
Grant, W. J. 60
Gray, Young & Sparling. 54
Gunns Ltd. 50

H

Hillock, John & Co. 67
Holbrooks, Ltd. 21
H. P. Sauce. 13
Hough Litho Co. 20

I

Imperial Extract Co. 17, 21
Imperial Tobacco Co. 60
Irish Grocer. 2
Island Lead Mills Co. 67

J

Johnson, J. K. 2

K

Kilgour Bros. 67

L

Lake of the Woods Milling Co. 59
Lakeside Canning Co. 7
Lambe, G. W. A.
Laporte, Martin & Co. 26
Lear, Sidney. 52
Lind Brokerage Co. 70
Lucerna Anglo-Swiss Milk Choc. Co. 55
Lytle, T. A. Co. 20

Mc

MacLaren Imperial Cheese Co. inside front cover
MacNab, T. A., & Co. 2
McCabe, J. J. 62
McCaskey Register Co. 11
McDonald, Gordon & Co. 18
McDougall, D., & Co. 60
McLaren, N. D. 10
McWilliam & Everist. 62

M

Magor, Frank. outside front cover
Malcolm, Jno, & Son. 16
Mason, Geo. & Co. 20
Mathewson's Sons. 63
Mathieu, J. L., Co. 13
Midland Vinegar Co. 13
Millman, W. H., & Son. 2
Mollin's Food Co. 19
Montreal Biscuit Co. 58
Mooney Biscuit and Candy Co. 57
Morse Bros. 70
Mott, John P. & Co. 56

N

Napanee Canning Co. 4
National Licorice Co. 55
Nelson, Dale & Co. 56
Nicholson & Bain. 49
Nishimura, S. T. & Co. 15

O

Oakville Basket Co. 52
Oakey, John & Sons. inside back cover
Old Homestead Canning Co. 6

P

Paradis, C. A. 54
Paterson's Sauce. 8
Patrick, W. G. & Co. 2
Pickford & Black. inside back cover
Poulton & Noel. 4

R

Richards Pure Soap. 19
Ridgways' Tea. 19
Rose & Laflamme, Ltd. 71
Royal Polishes, Ltd. 49
Ryan, Wm. Co. 50

S

St. Lawrence Sugar Refining Co. 14
"Salada" Tea Co. 23
Sanitary Can Co. outside back cover
Schram Automatic Scale Co. 53
Scott, David, & Co. 18
Segalerva. 10
Sherbrooke Cigar Co. 61
Smith, E. D. 7
Smith & Schipper. 54
Snap Co., Ltd. 70
Snowdon & Borland. 17
Sprague Canning Co. 50
Sprague Canning Machinery Co. 52
Spratts Limited. inside back cover
Stamper, D. 2
Stevens & Solomon. 63
Stewart, I. C. 66
Stringer, W. B. 63

T

Thurston & Braidich. 49
Tippet, Arthur P., & Co. 1
Toledo Scale Co. 22
Toronto National Exhibition. 20
Toronto Salt Works. 52
Truro Condensed Milk Co., Ltd. 50
Tuckett, Geo. E., & Son Co. 61

U

United Soap Co. 61

V

Verret, Stewart Co. outside back cover
Vincentelli, P. & F. 19

W

Wagstaffe, Limited. 15
Walker Bin and Store Fixture Co. 66
Walker, Hugh, & Son. 63
Wallaceburg Sugar Co. 8
Warren, G. C. 2
Watson, Andrew. 16
Watson & Truesdale. 2
Weese, G. Wallace. 2
Western Canada Flour Mills Co. 9
Wethey, J. H. outside back cover
White, Cottell & Co. 65
White & Co. 63
White Swan Spice & Cereals, Ltd. 15
Wilson, Archdale. 58
Windsor, J. W. 64
Wiseman, R. B. & Co. 49
Wood, Thomas, & Co. 72
Woodruff & Edwards. 67
Woods, Walter, & Co. 11

Y

Young, W. F. 66

How to Follow the Progress of Business in the Store

The "Score-Book" and How it Shows the Sales and Payments That Keep the Proprietor Posted on the Conditions of Trade—A Perpetual Index to the Trade Relations With Every Customer—"Trouble-Book" to Guard Against Bad Accounts.

(By John T. Wolff.)

The next time you go to a baseball game, draw your attention away from the players and the contest for a moment and run your eyes over the men on the benches and in the stands. One, you will find, is indulging in the pure enjoyment of the game, applauding each sensational play, urging on to victory the team that claims his favor. Another, not so demonstrative possibly, in his enthusiasm, is watching the game with enjoyment too, but he is following each play graphically on a card before him. Every move a player makes finds record there, every hit that lands safe, every base gained, every run counted.

Which of these men follows the game more closely, which man knows best the significance of each play, which man knows the elements that contributed to victory or defeat? It is the man who keeps score.

And in the game of business as in the game on the diamond, it is the man who keeps score on the results, who follows most closely the progress and the profits of his work.

In business the salesman and the customers are the players — sales are the winning points. It is with these that the business man is most vitally concerned. And of co-ordinate importance are the payments made on purchases. Every moment of the business game the business man wants to know how these two elements stand. Of course, he can secure sum-total figures from his ledgers, merchandise accounts and records of profit and loss, but they do not show the personal factors that make up a business. Ordinary accounting books do not tell from day to day, how the business game is progressing. This is accomplished only through a customers' list—a record which gives an insight into the human phases of trade.

One of the most important records in our business is our "score book"—we call it that, for every man in the office recognizes its signficance. It stands as a perpetual index to our trade relation with every customer.

In size it resembles an ordinary trial balance book, but is provided with special rulings, each customer having one-third of the vertical space of a page devoted exclusively to his purchases and payments.

How the Score Book is Used.

Beneath the names and addresses are cross-ruled spaces for the twelve months of the year, and the totals at the bottom of each section. The year and months are printed on the left side of the sheets, the cross-rulings extending into the two sections to the right so that the printed months suffice for the three sections. To the right of the months are drawn two vertical lines, extending the length of the page and respectively headed "purchases" and "payments."

Each month, as statements are sent out the totals for each customer are entered with black ink in the purchase column opposite the month in which the purchase is made. As payments are received they are posted in red ink in the next column in the same manner.

White, for example, buys $175 worth of goods during the month of May. This amount is posted in the May section of the purchase column. Later in the month White pays $136 on account, and this amount is entered in red ink in the May division of the payment column directly opposite the entry of his purchase. Thus at a glance we note that in May, White has bought goods amounting to $175, upon which he has paid $136, leaving a balance due of $39.

In June White may buy $180 worth of goods and make a payment of $150. Both items are entered as in the preceding month. Still a glance at the book shows that White is $39 back on the May bill and $30 on the June bill, a total of $69. Knowing this, the house follows him up until the deficit is paid.

This score book serves both as a customers' list and a ready reference ledger. Duplicate copies of it go to heads of departments, who use it in watching the individual accounts, comparing sales, and in judging the work of men on the road.

To the sales manager, the score book is particularly important, for by running through its pages, he learns exactly how the month's sales and payments stand for each customer. If, by glancing down the column, he finds that White has not bought anything in the month of April, he writes the agent or traveling salesman in that locality to learn the reason why. Or, if he thinks White is buying too heavily, he has White's credit investigated. By comparing the record with the score book of the previous year, he is able to determine where sales are falling off and to learn the cause; to ginger up salesmen, whose records show a decline and likewise to give credit to those whose sales have increased.

The "Trouble Book" for Slow Pays.

When a customer has given trouble in his settlements, his name is entered in the "trouble book." This is an alphabetical list of names of such customers as have been slow in paying, with cross rulings to show the ratings, terms, credits and other information affecting them. The "trouble book" is protective in a way—it guards against selling to a man who is giving trouble.

Every order which comes into the office is carefully scrutinized. If the buyers name does not appear in the score book, his rating is looked up and, if satisfactory, he is sold. If his name is in the "trouble book" the order is watched closely.

While the store and trouble books were designed to fit the peculiar conditions of our own business, they may be readily used and adapted in any other. The score book, as a customers' list continually affords a perspective of your business, it enables you to watch carefully and intelligently the progress of the game.

BUSINESS IN A MINING TOWN.

Credit System A Great Hindrance Says A British Columbia Merchant.

By J. A. Schubert.

I am glad to have the opportunity of letting the readers of The Canadian Grocer know something about the mining town of Hedley, B.C., and business methods of some of the merchants.

Hedley is called after a mining engineer who was prominent in the opening up of Camp Hedley which is situated about five thousand feet above Hedley. The only direct means of reaching the mines is by gravity train lines and electrical train which are owned by the famous Nickel Plate Mining Co. The above company have a large boarding house for their men and a store to supply them with necessaries at the mines. If I have occasion to write you again I will give more details respecting this famous mine which in the short period of four years with a forty stamp concentrating mill has paid about two millions of dollars in dividends to the owners.

The stores in Hedley town, are nearly all "general" stores which means that you can buy in them, a complete outfit, for a home, or a mine.

We carry groceries, hardware, dry goods, crockery, furniture, boots and shoes and in fact everything one needs, to eat or wear. The freight charges are very high and to carry such a stock as is required it takes considerable capital. We find that we have many disadvantages that stores in larger places have not. The credit system is a great draw back, as many people here send their cash to Toronto department stores and owe grocery bills at home.

Toronto Grocers Forsake the Counter for Niagara

Throw Their Cares and Worries to the Winds and Voyage Over the Billows of Lake Ontario for a Day's Free Fellowship With One Another—Their Hospitality Weighed in the Balance and Not Found Wanting—Something Doing Every Minute of a Day of Pleasure—Contests Galore and Exciting Sports.

, Staff Correspondence.

Toronto, July 20.—"The best yet!" This was the unanimous opinion expressed by all who went with the Toronto Retail Grocers' Association on their 24th annual excursion on Wednesday of last week, July 14. The picnic and games were held in Queen Victoria Park, Niagara Falls, and there was amusement



TOM CLARK, Pres., of the T. R. G. Assn., who got his friends out of the clutches of the police.

in plenty for the 1,500 grocers and admirers who were there.

The day was an ideal one, and the trip across the lake was just right. There was some fine sprinting done to catch the 7.30 boat, which had it been done later in the day would have won prizes; but Charley Kimpton got there with his cards just as the gang plank was pulled in.

The card sharks got busy right away, and hardly had the good ship "Cayuga" left Yonge Street dock before tables were being arranged in every corner of the lower deck, while the upper decks were given over to the ladies and children. By the time the fog horn at the Eastern Gap was passed some half dozen games were won and lost. Such classy players (to hear themselves tell it) as Jerry Burns, Jim Wright and Bob Stewart were sadly outclassed, and even Kimpton, with his own "marked" pack, was able to win but one game. There is this consolation for the losers, however; the winners later in the day paid a visit to Fort Erie, where they dropped everything that could be converted into cash, and they had nothing to crow about on the way home.

On the upper decks the officers of the association were making themselves busy distributing souvenirs donated by manufacturers and wholesalers. Tom Clark, Dan McLean and Bailey Snow had all they could do; but the palm must be awarded to Jack Beaumont, the energetic secretary, for his work in making the day and event such a success.

The Canadian Grocer representative was spotted talking with Herb. Moore, and in a minute he was labelled with tags, ribbons and pins, like a prize horse at the exhibition. Herb. was the happiest man on board. He has lately returned from a visit to the Old Land, and it was a real "comfort" to hear him relate his experiences. (Get him to talk about Blarney Castle when next you see him.)

A number of diversions in the shape of guessing contests were indulged in on board, and nearly every person made some kind of an estimate on the bag, soap and seed contests.

A few minutes' stop was made at Niagara-on-the-Lake, where S. E. Qua gave an exhibition of how quickly he could get ten boxes of orangeade off the boat onto the train and then himself get back on board without falling into the river. It was splendid work, Sam, and you deserve a medal.

A David and a Goliath.

Arrived at Queenston the picnickers found all the available electric cars of the International Railway waiting to take them to the Falls, but the "power was off," and it was some little time before the last car got away. It was done, however, with the help of Billy Redford, the Goliath policeman at King and Yonge, and Dave Bell. Dave kept out of sight on the way across the lake. Someone was cruel enough to suggest that he was seasick, but he livened up things on the way up being helped out by Sam. McGiffin.

Shortly before noon the last member of the party arrived at the park, which by the way, never looked prettier, and shortly thereafter family groups with picnic baskets dotted the sward.

A little after one o'clock the games began. There were races for boys and girls; old and young; married and single; heavy and light; and there were special events, such as three-legged races, potato races and egg races. Wholesalers, travelers and members entered the consolation events—they could not win any other way—but excitement ran high in the race for grocers' clerks and drivers. In fact all the events brought forth much excitement and plenty of fun.

Some of the Conquerors.

A partial list of the winners is here given. After receiving their winning stubs a number of successful competitors were swallowed up in the crowd before their names could be attained.

Boys under 14.—T. Adams, S. Dallimore; boys under 18.—J. Thornton, D. Fraser, O. Flett; girls under 12.—Misses Dalton and McLean; girls under 18.—B. Dalton, J. McLean; ladies' race.—Misses Miller, Banks and Morton; married ladies' race.—Mrs. Graham, Mrs. Thomson and Mrs. Morton; heavy men's race.—Fred. Thorn, Wm. Millan, W. J. Dean; travelers' race.—J. Wilkinson, J. Dean, A. King; wholesale merchants.—G. Smith; members' race—F. Thorn, B. Panter; three-legged race.—Thorn and Coniam, Panter and Davies, Bell and Clark; open race. — F. Thornton, J. Thornton, A King; clerks and drivers.—M. Loken, F. Thornton, J. Thornton; girls under seven.—Elsie Brown, A. Black; aged men's race.—B. Panter.



DAN. McLEAN, Vive-Pres., the only man who did not win a prize.

Tom Clark, Dave Clark; potato race.—Mrs. Morton; boys under 10.—W. Dallimore, B. Murphy, H. Smith. A consolation race for members who had not won a prize awarded presents to W. C. Miller and Dave Bell; and a still further consolation prize was awarded to Dan McLean, who was the only man left on the

grounds, who hadn't previously gotten anything.

The afternoon's programme was brought to a conclusion by an indoor baseball game played outside by picked teams chosen from among the grocers and travelers present. This proved to be the event of the day. Needless to say the grocers won, the score being 27 to 3, but, of course, this is the grocers' version only. It really looked like a game of cricket, and in fact some of the play-



The Only Charley Kimpton, the Boy Singer, who always makes everybody happy.

ers thought they were playing lacrosse, while others could not figure out exactly what it was. The members of the winning team were J. Hunter, Ralph Miller, Tom Clark, Fred Thorn, J. Kennedy, B. Panter, A. J. Coniam and Bob Davies and Herb Johnson, who formed the battery. The losers were Tudhope, Maxwell, Blackburn Sam. McGiffin, Frank Crowley, Wilson and Bone, with Jack Wright and Billy Graham in the points. The umpire was N. W. Bryson, and the travelers are still looking for him.

Giving Adulterated Prizes.

Those who returned on the early boat report seeing a crowd of grocers, who looked like Indians, standing outside a building at the upper bridge in charge of two officers. The building was labelled "POL—C—STA—I—ON." The charitable ones said the crowd was trying to supply the missing letters, but evidently from the song they were singing ("We're here because we're here") they could not get away. On closer investigation it was found that they could not get inside because the cells were already full. Tom Clark arranged their release in time to catch the late boat.

On the way home the "celestial choir" took possession of the hurricane deck and led by Tom Vance, sang such classical numbers as, "There's a Hole in the Bottom of the Sea," and "There are no Flies on Me," winding up with "The Mapul Eaf For Rever." By this time everybody but the singers were frightened away, and even some of the latter were left snoring on deck and did not get home before the next day. Charley Kimpton, the boy wonder, took the solos, and he was ably assisted by "Alick" Boyd and Alex. Hutchinson.

An interesting feature of the day's outing was the visit made to the Shredded Wheat Co.'s plant on the United States side of the river. In the absence of the president of the company, who was enjoying a holiday in the Eastern States, Clarence Wheeler, superintendent looked after the guests.

The officers and executive committee who looked after the welfare of their guests and made the affair such a success, were:—Dan McLean, chairman; Tom Clark, pres., R. B. Snow, treas.; J. C. Beaumont, sec.; and F. Sansom, Sam Gibbons, Dave Radcliffe, D. W. Clark, R. Davies, Dave Bell, Ben Panter, Dick Van Loan A. J. Coniam, Fred Thorn, Frank Johnson, W. C. Miller and N. White.

Souvenir Hand-Outs.

The yellow and black badges advertising "Fonner's Orangeade," were much sought after and worn "on all sides."

Lipton's tea-leaf lapel pins made neat little souvenirs.

E. W. Gillette Co., Ltd., gave magic fish to the children, cook books to the ladies, and canvas caps to the ball players.

The Cowan Co.'s, white caps proved an attraction for the boys and the horns were much sought after by the youngsters.

MacLarens Imperial Cheese Co. used cheese jar shaped cards for wearing in the hat, and Dalton's lemonade powder was advertised by button-hole hangers in the shape of a drinking glass. F. F. Dalley had a novel folded slip advertising "2 in 1" shoe polish.

A great many traveling salesmen took in the excursion and helped on the fun. Those noticed on the early boat included:—Alex Hutchinson, (Taylor's Soap Co.); Herb. Moore, (Comfort Soap Co.); Jack Wright, (MacLaren's Imp. Cheese Co.); "Alick" Boyd and N. W. Williams, (Red Rose Tea); J. Howitt, (P. McIntosh & Co.); T. Holman, Hy. Scully and Jas. Mortimer, (Christie, Brown & Co.); Bennie Cope, (Gunns Ltd.); E. B. Nettlefield, (Dalton Bros.); S. E. Qua, Chas. Newman and Robt. C. Blackburn, (Davidson & Hay); F. Anderson, (T. Kinnear & Co.); H. W. Cormack, (T. A. Lytle & Co.); Billy Spittle, (Pure Gold Co.); J. P. Balfour, (F. A. Shirriff & Son.); Jack Thom and V. E. Webber (E. W. Gillett Co., Ltd.); E. Raymond, (Sunlight Soap); C. Mitchell, (Tohunter, Mitchell & Co.); Chas. Rupert, (Taylor, Scott & Co.); Jas. Taylor, (Eby, Blain Ltd.); A. G. Hill and Geo. L. Scott, (H. P. Eckardt & Co.); F. Rupert and A. Richardson.

Among the fruitman noticed were Tom Vance, Chas. Kimpton, Sam. McGiffin, (McWilliam & Everist), and Harry Dawson.

Sprays From the Falls.

A. E. Knight, president of Lever Bros., Canadian company, was a distinguished guest aboard the "Cayuga." He spent the day at the Park and enjoyed the sports.

Sam. Gibbons moved about the boat as if he had lost something. What was wrong, Sam?

A greater number of grocers closed their stores all day than was the case in the past.

Dave Bell amused himself with the trolley gongs on the way up to the Falls.

The only event called off for lack of entries, was the race for grocers' wives. Wonder why? Aren't the grocers married, or did they leave their wives at home?

Red Rose Tea showed enterprize in getting out printed blotters announcing the result of their contest. These were distributed on the way back. The winners were Mrs. Morton, Mrs. Brown Mrs. Barret and Mrs. McGrath.

Alex Hutchinson looked after Taylor's borax soap weight contest. The winners were: Beatrice Dalton, Art. Davies, and John Marshall.

Brock's bird seed contest proved a keen one. Guesses were made all the way from 1873 grain in the package to



FRED. THORN, ex-president, is by no means a has-been, when it comes to sprinting.

999,999. The winner was Mrs. Shinnick, who guessed 84,739, the number of seeds being 84,000.

A. J. Coniam remarked the large number of Hebrew grocers who attended the picnic. "I did not think there were so many Hebrews in business in Toronto," said he.

The bag holder contest was won by W. Dallimore, Mrs. Barrett and J. R. Riddell.

N. W. Bryson has invented a bag holder, which was exhibited on the boat cross the lake. It is intended for counter use

and has four compartments for different sizes of bags. Mr. Bryson has formed a company for manufacturing this holder, and it is known as the Eureka Automatic Bag Holder Co. The present office of the company is 355 College Street, Toronto.

The prizes awarded for the races and in the various contests were valuable and useful. They included: two fancy vests, 2 boxes of cigars, traveling companion, bird and cage, tool kit, lantern, cases of tomatoes, corn and peas, chatelaine, parasol, scissors, 35 packages of tea, kodak, pearl brooch, gold locket, 100 lbs. flour, 20 lbs. sugar, a case of crystal sugar, leather hand bag, case of shredded wheat, coffee, case of loaf sugar, case of orangeade, 3 cases of starch, silver cup, case of condensed milk, chocolates, gold watch, baking powder, fountain pen, blacking outfits, case of Swiss Food, bag rolled oats, case of soap and umbrellas to the winners of the baseball game, including a gold-mounted one for the umpire, who sacrificed himself and was said to have cheated for the Grocers' gain.

Alex Hutchinson is walking lame these days as a result of the contest, bar of borax soap falling on his big toe.

Too bad those sample bottles of "Orangeade" did not turn up. Sam Qua went to a lot of bother to get them to the Falls, but they could not be located when the excursionists got to the park.

Silver Jubilee picnic next year. Begin now to get ready.

Everybody missed W. H. Seyler, who up to this year was a regular attendant.

Tom Vance cut quite a dash with his 12th of July suit minus the plug hat, but strange to say his costume did not help him in the 100-yard dash, he finishing a very bad second to Charley Kimpton, who came in 50 yards in the lead.

Harry Dawson covered himself with glory finishing third and beating out a young man whose "fust" name is Alfred.

When Dave Radcliffe and Charley Kimpton meet "Alick" Boyd and W. Williams, the Red Rose Tea team, again at cards there promises to be lively "doins."

Ask Bailey Snow, Tom Vance, Alex Hutchinson, Bob Blackburn and W. Miller about that ride over the bridge to the American side. They will have a wonderful story to relate.

The wholesale fruitmen are to hold a big excursion and picnic to Beaverton, on August 2, and Charley Kimpton is already looking for a euchre partner. Up to date he has had 23 refusals. It looks like 23 for Charley.

Did you see the fat men's race when H. G. McDonald, who should have finish-second fell and rolled in third. His wife blushed with disgust at his performance.

Bailey Snow disgusted his brother Charles when he finisher third in the three-legged race, coming in like one of those old-fashioned sugar hogsheads.

Bailey Snow was the ladies' man.

Dick Van Loan lost his ticket and had to "come again."

D. McLean helped catch the winners in the ladies' race.

D. W. Clark was an important entry in the 180-pound class.

Coniam and Thorne ran as one in the three-legged race and won.

"The 'Maid of the Mist'
Is on the 'black list.'"

(Poem by W. C. Miller.)

Tome Vance wore a new "2-piece" and made a "hit" at the "Tremont."

Frank Johnstone, the big chief and master of ceremonies, was left at the post in the fat men's race.

Herb Johnstone and W. C. Miller in the three-legged race made a good team, but were amongst the "also rans."

Dave Bell copped three prizes. Pretty good for an old man.

The "Cayuga" has a few cosy corners.

"A few went over the line
And managed just back in time,
A few bites to snatch,
The last boat to catch
To finish the picnic of 1909."

(Dropped from Tom Vance's note-book.)

(Heard on the hurricane deck—Time, 9.30 p.m.)

Little Boy—Mama are all the grocers' wives with them to-day?

Mother—Don't know, dear, why?

L.B.—'Cause I see Mr. —— hugging a lady over there.

Mother.—Nonsense.

A BUSINESS PRESIDENT.

Guelph Wholesale Grocer Takes Firm Hold of the Board of Trade Helm.

Guelph, July 21.—Ex-Alderman Robert Simpson, member of R. and J. H. Simpson, wholesale grocers, Guelph, is president of the Guelph Board of Trade.

Mr. Simpson in his important position as head of this body is infusing into it intelligent foresight and untiring energy. Until he was promoted to the president's chair the Board of Trade in Guelph was a sort of negative institution. Certainly it did no harm but at the same time many of the citizens were inclined to think that little good was accomplished by it. But the change which followed his promotion was indeed noticeable. He got out and worked himself, where other presidents, his predecessors, had depended upon fellow members to do it. He made a personal canvas of the business part of the city on more than one occasion and kept at the business men, merchants, and manufacturers, until they did turn out to the meetings, and then when he succeeded in getting them out he saw to it that it was made worth their while to be there. In order to do this he arranged with various influential business and professional men—all experts along their own lines—to give short interesting talks on subjects of vital interest to all the business interests of Guelph and to the citizens generally. The effect of this work on the part of the new president was that at the last meeting of the Board there was not a vacant seat in the council chamber. The room was packed to it's doors and among the addresses delivered was one by W. J. Bell which he had spent weeks in preparing and which has been quoted in part editorily in papers all over Canada, all of which was a very good advertisement for the city. The Board are having this address printed in pamphlet form. But this is by no means the enterprising president's biggest idea in connection with advertising his city. The scheme which he is taking up at the present time, and which is meeting with the hearty approval of most of the city's business men and has been taken up actively by the local dailies, is to have a special train from Guelph make a



ROBERT SIMPSON,
of the Board of Trade.
Wholesale Grocer, Guelph, and President

tour of the Canadian West, the entire train load to be comprised of Guelph business men and manufacturers who, getting off for a half day or so at any towns or cities of importance along their route to the Coast, would drum up business for their own concerns and advertise the city at the same time. There would, in all probability, be an official or two from the C. P. R. along with the excursion and a Publicity Commissioner to advertise it as they went along. The scheme is considered one of the brightest ideas in the way of an advertising scheme ever considered by the Board of Trade of any city, and that it will be carried out successfully is most likely, judging from the enthusiasm that is being evidenced by the Board and the general approval with which it is meeting.

Mr. Simpson is ever taking the initiative in any work that promises to further the interests of the city.

Keys Turn in Kingston Stores While Grocers Picnic

Annual Outing of the Associat ion in the Limestone City a Marked Success—All Kinds of Races on the Calendar Run—Baseball Game and a Marathon.

Kingston, July 20.—The men of the Limestone City, who hand out the necessities of life from behind the counter, proved themselves to be adepts when, it comes to entertaining a crowd.

The Retail Grocers' Association held their picnic on Wednesday, July 14, at the Fair Grounds, and the event was entirely successful. Providence smiled on the dispensers of the tea and the sugar in the matter of weather, and some 1,400 people congregated at the Grounds to enjoy the grocers' hospitality.

In order that all of those employed in the grocery trade would fully enjoy the fun all the stores closed at one o'clock, and everybody for m the proprietor of the store, down to the office boy, and including the cash lady, took a holiday and attended the gathering.

It was a regular bargain day as far as sports went. There were contests of every description for all tastes and all were satisfied that the grocers gave the full measure. There was no light weight. William Dalby, the secretary of the Grocers' Association, was kept busy handing out prizes on the spot as soon as they were won and incidentally he gave out free lunches of biscuits, ginger snaps, and wafers. The lacrosse match between Brockville and Kingston did not materialize on account of the Island City team defaulting.

There was an interesting baseball game between the clerks in the stores in the city north of Princess Street and those in the stores south of Princess Street. The men from the north side of the town trimmed their brethern from the south from the drop of the hat. "Old Bill" Dehaney was the umpire. The score was 35 runs to 15. The players were:—North Side—Saunders, p.; Haffner, c.; Cornelius, 1st b.; Vallier 2nd b.; Sheltz 3rd b.; Bennett, r.f.; Dick, c.f.; Pound l.f., and McCormack, s.s. South Side—Milne, c.; Buck, p.; Henderson, 1st b.; Marshall, 2nd b.; Baker, 3rd; Holland, s.s.; Dumphy, r.f.; Pickering, l.f., and Purdy, c.f.

Horse Race Events.

For the horse races M. Corkey was the starter, C. Litton, L. W. Murphy and Mayor Couper, judges, and C. Horne, timer.

The half mile running race for delivery horses was a lively contest. Suddard's horse and Redden's grey had a hot contest for first place. Joyce's horse was pocketed and before coming into the stretch Conway Bermingham, its rider, took to the grass and the horse fell, throwing the jockey violently, injuring him. The finish was: 1st, Suddard's bay; 2nd, Redden's grey.

The Farmers' Trot.

There were three entries in the farmers' half mile trot. There was some dispute about allowing John Theobald to drive his mare, "Miss Theobald" in the event, but "by a close shave," he was allowed in. Frank Trousdale and W. J. Reid thought that the barber looked much like farmers as they did. The other entries were "Sir Jim," owned by Frank Trousdale and "Blondie" by W. J. Reid, Blondie finished first; Sir Jim second, and Miss Theobald, third. Time, 1.27.

The driver of J. Redden's delivery horse showed that he had "considerable sand," by putting his horse in the half mile delivery horses' trot after contesting the delivery horses' run. Albert Glover finished easily ahead with Jas. Purdy's horse second, Jas. Redden's third; John Gilbert's horse which finished third was put fourth for running under the wire.

The half-mile farmers' run went to Doyle's horse first; Joyce's second and Kenny, third.

There were three horses in the three-minute class., 1-2 mile heats, which resulted as follows:—

"Kenneth E," J. Eves	1	1
"D.J.," Don Hayes	2	2
"Perfecto," J. Lalond	3	3

Time 1.20 and 1.18.

The 5-mile Marathon.

The Marathon race, over a course of five miles, was one of the best features of the afternoon sports, for the runners could be seen at all times Physical Director Thompson, of the Y.M.C.A., took charge of the event. The entries were: G. Woodrow, Y.M.C.A., O'Brien, Nelson and Clemmings, of Gananoque; Joe Steele, Parham; Halligan, Stinson, Nicholson and Hansen, Jackson and Somerville, Kingston; W. E. Cole, Deseronto. O'Brien, of Gananoque, was looked upon as the favorite, with Joe Steele, or Cole, second. In the tenth lap Cole sprinted and gained considerably on Steele, and won handily in 29 minutes, 45½ seconds; Joe Steele, was 2nd; Stinson 3rd; Neilson 4th; Jackson 5th; Cummings 6th.

More Exciting Contests.

There was also a half mile bicycle race, which was won as follows: 1st, Knott; 2nd, McIlroy; 3rd, McCullagh; 4th, Johnston; 5th, Stewart; 6th, Saunders. Time, 1.30.

The results of the other races were:

Sack race—1st, J. Gallivan; 2nd, W. Turcotte; 3rd, H. Quirt.

Ladies' Comfort Soap race—1st, F. Mullen; 2nd, Mrs. Hart; 3rd, D. Foden; 4th, Mrs. Green.

Half mile open race—1st, S. Sharp; 2nd, H. Nicholson; 3rd, Leo Linagh.

Taylor's Borax Soap race, contestants to have all the soap they picked up—1st, Mrs. Carey; 2nd, Mrs. Thornley; 3rd, Mrs. Green; 4th, Mrs. Cooling.

Red Rose Tea race, contestants to have all the packages of tea they picked up—1st, Mrs. Green; 2nd, Mrs. Hart; 3rd, Miss Muller.

Quarter mile employers' race—1st, A. Haffner; 2nd, C. Pickering; 3rd, — Smith.

One mile foot race—H. Nicholson, G. Woodrow, Stanley Shirk.

Taylor's Infant Delight races—boys, 4 and under—Walter Gallivan, — Lennox, E. Campbell, W. Clay, J. Pelow, J. Joyner.

12 and under—Robt. Ferguson, Fred Gallivan, Donald Douglas, Stuart Toland, Joseph Scanlin.

Girls—Six and under—Bertha Pelow, M. Blakeley, Eva Ada, May Baird, Daisy Compbell, Stella Hunter.

12 and under—Bertha Shaw, Ernestine Turcotte, B. Shane, Pearl Arniel, Margery Newall, P. Haffner.

In the race open to policemen, firemen and postmen, the police refused to run, because they contended that Callman H. Graham was not a regular fireman. The race was left to Chief Armstrong's boys and the men of letters. H. Graham won easily, with W. Roberts and M. Donnelly second and third almost in a dead heat.

A race for the police was arranged and was won by P. C. F.Davies; 2nd, P. C. Taylor; 3rd, P. C. Driscol; 4th P. C. Armstrong.

Fun for the Boys.

The bun-eating contest was greatly intrefered with by boys crowding the track. M. Nolan was first; Stewart 2nd; Gallivan 3rd. Ald. Robertson, who was one of the judges in the contest, was the centre of attraction of about 20 youngsters, all cal'ing that they were first. His grey suit was in danger of being smeared with molasses.

Soda biscuit contest—1st, Isabel Cooling; 2nd, Margarette Mitchell; 3rd, Mabel Holland.

Committee men's race, 50 yards forward and 50 yards back—1st, Bert Robertson; 2nd, A. McLean; 3rd, Phillip Haffner; 4th, W. Hopkinson.

During the afternoon the members of the 14th Band dispensed music of the highest order, which was greatly enjoyed.

The chief executive officers of the picnic were: W. H. Dyde, president; L. W. Murphy, vice-president; E. W. Mullen, 2nd vice-president; Mayor Couper, J. Gilbert, C. Litton, W. H. Dalby, secretary. In addition to these gentlemen, practically all the retail grocers in the city, by their united efforts, helped to make the affair the success it was.

Business Methods of Two Winnipeg Merchants

How W. H. Stone Built up a Splendid Retail Trade—Paid $40,000 for Store Property — Not Troubled With Bad Debts.

Winnipeg, July 19.—As early as 1885 the name of W. H. Stone was prominent on Main Street in Winnipeg. To-day, as a monument to the long business career of one who has experienced the ups and downs of the general business conditions of Winnipeg, there stands a handsome three-storey brick store with the old name, "The W. H. Stone Co., Grocers," carved indelibly on massive stone at the entrance. Associated with Mr. Stone in the early days, was the late John Bryson, of Bryson, Graham Co., Ottawa. Young Stone and Bryson clerked in the same store in this city, and at the ages of 21 and 20, respectively, they opened a retail store on Main Street. The partnership was of short duration, however, for Mr. Bryson withdrew from the business three years later and moved to Ottawa, where he was instrumental in building up the noted department store of Bryson & Graham.

Mr. Stone continued the business in the famous old Empire block, of this city, until two years ago when the present store was built. Mr. Stone paid $40,000 for the property he now occupies, and an additional $40,000 was paid for the building. It would have been impossible for Mr. Stone to have undertaken such larger expenditure had it not been for the success of the grocery business of previous years. Mr. Stone believes in his business, he believed in his customers, and he also believed that his location could not be improved. So through concentration of energy, he faced the succeeding fruitful years, with a heavy debt, but with facilities unexcelled in the city, and with a future ever growing brighter. Sufficient it is to say that Mr. Stone is not bothered with debts to-day, but he is bothered with orders for goods from a heavy custom among railway employes. Being near the C.P.R. line, the railway trade figures very large in the present business.

The store is 120 x 33 feet in dimensions, and consists of three storeys and a basement. The second storey is rented for office purposes, and the third is finely equipped with residental suites.

"Mr. P., how is it you have not called on me for my account?"

"Oh, I never asked a gentleman for money."

"Indeed! How, then, do you get on if he doesn't pay?"

"Why, after a certain time I conclude he is not a gentleman, and then I ask him."—Tit-Bits.

The Collins Grocery Sells For Cash—Neither Collector nor Book-keeper Necessary—Pays Cash to Wholesaler.

Winnipeg July 19.—One grocery store in St. Boniface a suburb of Winnipeg, has had a sign exposed to the public gaze since last March, which reads, "Collins C.O.D. store." Mr. Collins has been in the grocery business for 28 years in St. Boniface, and it was not without thorough knowledge of the trade that he took his stand for a cash trade. There was a time in the history of his business when such a step would have been impossible, and there are places in this Western country to-day where a cash trade could not be sustained, simply because people must have the supplies, nothwithstanding their impecunious circumstances. The fact is that the public have been educated to the point where credit for grocery goods is naturally expected. And it is not always the fault of the customer. Dealers have through course of time developed a laxity in this regard, which is taken advantage of by the only-to-willing consumer. It is therefore creditable for Mr. Collins to break away from precedent and face his wide-spread custom with the cold "C.O.D." affirmation.

It will be interesting to note how the trade in this particular store has been affected by the change in business methods. As Mr. Collins remarked, he has dispensed with a book-keeper and collector since the change has been made and this in itself decreases the expense account considerably. He is also in a position to meet the wholesale house on the same ground as the public meet him, and every retailer knows the value of being able to pay cash for goods.

The great benefit of the cash business is the simplicity of business operation, which is made possible. The chronic credit merchant is burdened with complications in his business which are quite unnecessary and should he become convinced that for his own progress and for the good of the custom generally, he should raise the sign "C.O.D."

It is true that the customer will be better satisfied with the cash business before a year's trade is completed. This is verified by remarks made to Mr. Collins almost daily, referring to the satisfaction of the cash system. Mr. Collins has developed a strong business since March last and 25 per cent. more regular customers deal with him at present than one year ago. He has little sympathy for the dealer who fears to lose a customer, if he greets him with the cash proposition.

WRITS CHARGE LIBEL.

The Retail Merchants' Association, Toronto, has renewed its fight against the Toronto Wholesale Fruit, Produce and Provision Association by causing to be issued several writs for libel against members of the latter. H. H. Dewart has been retained as counsel for the Merchants. The cases are all similar. The association is charged with having a blacklist upon which the names of retailers are placed who do not make settlements once every week. This list, it is charged, is circulated among the members of the Wholesalers' Association, and herein consists the libel. E. M. Trowern, secretary of the Retailers' Association, said that action had been taken against the following firms. Gunns, Limited, J. A. McLean Produce Company Morley Ewing, McWilliam & Everist, Rutherford, Marshall & Company, Ryan & Company, Stronach & Sons, White & Company, Willard & Company.

SPECIAL CALLS DEALT WITH.

How a Merchant Protects Himself In Stocking New Goods Asked For.

Often merchants are considerably annoyed with customers who call for goods which are not in stock and then refuse to take them when they do arrive. One grocer has devised an effective plan to overcome this and so as to be protected in stocking up new goods. He has secured a large blank book which he keeps on the counter. When goods which he does not keep in stock are called for he asks the customer to write her name in the book, together with the goods desired. At the top of each page is the following printed inscription: "It is understood that anyone registering their name on this page agrees to take a trial order of the goods opposite their name, should we have the goods in stock one week from the date the name was registered." He has found that the plan works well.

A WINNING DELIVERY WAGGON.

The delivery wagon of Geo. Maben, grocer, Elora, Ont., captured first prize in the Traders' procession on Dominion Day. It was dressed in gay attire. The canopy was constructed of bunting and flags attached to a temporary frame. Oranges three row deep were piled on the inside railing at the top while in the interior looking out were four negro boys looking very much at home with "big chunks of watermelon." Tissue-paper stars hung from the sides and the spokes of the wheels were decorated with the same material. The Grover regrets that the back-ground on which photographs were taken, was too light; otherwise a picture would have been reproduced.

NEW COMPANY FORMED.

The Larue et Cloutier, Limited, is a new company formed in Montreal, to do business as wholesale grocery and liquor merchants. The capital stock is $295,000.

The Canadian Grocer

Established - - 1886

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THIS YEAR'S SALMON PACK.

Canners on the Pacific coast are still awaiting the incoming of the salmon. It is a peculiar fact that the runs each year are taking place later, and while the big run of four years ago started on the 6th or 7th, there are as yet only minor signs of the fish this year. The salmon has many peculiarities, and this is the latest to occupy the attention of the authorities.

Preparations this year are being made for a pack of 790,000 cases, which is 50,000 cases less than in 1905, when the last big run took place. The reason for this is that the Dominion Government has made the close season 42 hours, and has halved the length of the nets and reduced their depth from 90 to 60-mesh. The fish are hatched in Canadian institutions, and every care is taken on the Canadian side of the line to preserve and propagate them, and the "Americans" get the benefit. The close season over there is only 36 hours, and even without that they get first chance at the salmon. The pack by Americans is from 25 to 30 per cent. greater than by Canadians.

R. N. Venning, acting Deputy Minister of Marine and Fisheries, is on the coast looking into matters pertaining to the industry, and these facts will be brought to his attention. Objection has already been sent to the Dominion Government, and when Hon. Wm. Templeman came through on his way home to Victoria he was personally apprised of the situation.

The price decided upon by the association is 12½ cents per fish during July, and 10 cents in August, but the fishermen are agitating for 15 cents for July and 12½ cents for August. Complaint has also been made by the canners operating in Skeena river waters, where the fishing ground has been much curtailed, with considerable trouble following as a consequence.

BETTER FRUIT JARS.

Last year The Canadian Grocer strongly protested against the poor quality of fruit jars being sold by the retail trade. This has evidently borne fruit. Correspondents say that both grocers and customers have observed a marked improvement in quality. Breakages are less frequent, probably due in part to the fact that the jars are much better packed than in other years. Not only this, but complaints in regard to the fitting of the covers are fewer. Housewives found in the past few years that after some jars had been used a short time it was practically impossible to screw them on tightly. This seems to have been remedied.

Manufacturers are, therefore, turning out a better jar than formerly, and this will be appreciated, not only by consumers, but by the retail trade, who are the people who have had to bear the brunt of all complaints.

A BAD PRACTICE.

Cutting prices in order to secure customers is not business building. It is business destroying. To think that by this method a strong and healthy business can be built is about as wise as to cut a length from the top of a blanket and add it to the bottom with the hope of making it longer.

To build up a strong business, strong methods must be employed. The details of the business must be mastered, the goods handled must have merit, the price at which they are sold must yield a fair profit, window displays and advertising must receive attention, and to cap it all, the business man must have personality. And personality is founded on character.

Honesty towards one's self is important, as well as honesty towards one's customer. He who cuts prices in order to build up a business is not honest towards himself.

AN ANNUAL PICNIC.

The season of the year has arrived when grocers' picnics are prevalent. These, however, appear to be confined to the large centres where associations exist. While such outings have a wonderful effect on the relations among the members, they would affect even a greater change among competitors in a village or town where there are no associations.

If, therefore, the grocers in smaller places could only arrange for a picnic or some sort of an outing once a year where they could mingle freely with each other and forget their antagonisms, the trade would soon be placed on a higher plane. Associations have done and are now doing splendid work to induce members to become more friendly with each other. Their picnics even do more than their associations in this respect and their examples might with profit be followed by grocers in other places. This would tend to create a better feeling, which in many cases is needed.

A joint educational trip to some commercial centre is another way to promote more congenial relations.

JAVA FROM ASSAM SEED.

Java tea has never been a serious contender in the world's tea trade. It has recently, however, been given new life due to the fact that it is now being grown from the Assam seed. This is the seed from which grows the tea in the Assam district, the original home of the tea trade of 1700 B. C. or thereabouts.

Up to one or two years ago Java tea was of a rather poor quality, but since it has been discovered that the Assam seed produces a good tea in Java, tea dealers have noticed a better demand. The plant begings to produce extensively at the age of three years.

NIGHT WINDOW DISPLAYS.

It is a good policy to keep the name of your store before the public as much as possible. While very often this may not result in any direct advantage, it all goes to produce a good-will for the business, the value of which may be unlimited

Some grocers are doing this through consistent advertising and store window displays. Among the latter are night displays, which are being utilized successfully by a few merchants. A more attractive window can be shown at night than in the day, because color effect can be better produced through artificial lights.

Everybody, too, has noticed what reflections do to many windows during the day. Unless a person gets his face close to the glass he cannot see the details of the display, whereas as night lights may be so arranged that the whole scheme may be taken in at a glance even from a distance. If a display is neatly arranged and shows any originality it cannot fail but attract attention, and there's where the merchant once again makes his name and business known to the consumers.

The night display aids his business while he sleeps.

SMALL EXPORT EGG TRADE.

The decline in the quantity of eggs exported from Canada to Great Britain since the season of 1901 has been remarkable. During the navigation season of 1908 only 18,400 cases were shipped, which shows a decrease of 213,134 cases in comparison with the season 1901. The cause of this has evidently been the increase in home consumption and to the fact that values have been high in Canada as compared with those existing in England. Better storage facilities has had a great deal to do with these conditions. No doubt there has also been a falling off in production.

The "Grocer," of London, England, in referring to the prices existing there says: The dearness of eggs which has been a characteristic feature of the present year, still continues, although in a modified degree as compared with the prices ruling a few months ago. Imports into the United Kingdom show a heavy deficiency compared with last year, comprising 5,376,121 great hundreds for the first five months of 1909 against 6,629,056 great hundreds in the corresponding period of 1908, and 6,304,498 great hundreds in 1907. The remarkably high prices which ruled for eggs during last winter are in a large measure responsible for the prevailing scarcity and dearness. Most buyers then were abnormally short of stock, and, being afraid of a repetition of that experience, are preparing themselves against possible contingencies in the coming winter. It is believed that contracts have been freely made to provide for future supplies, and for which buyers in this country are widely committed. Pickles have been freely contracted for, while large quantities of eggs have been sold and placed in cold store to be drawn upon next autumn and winter. The quantity in cold stores will have further increased before then. There is thus a certain speculative element introduced into the situation, which may ultimately be fraught with rather serious consequences. Last year it was generally thought that butter was to be very dear in the winter, and very large quantities were put away for emergencies. The slump which took place last fall, and the consequent very severe losses which subsequently ensued, are too recent to need recapitulation. The question, however, which arises is, will prices of eggs next autumn and winter keep up or collapse as did those of butter?

"On the continent buying has been active for some time past, and with large quantities placed aside the available supply has been below the normal. Prices have consequently been dearer than usual, and being driven too high, leave little or no profit to the importer. This week business has undergone a distinct change for the worse, there being more disinclination to buy than for some time past, while arrivals are much in excess of present requirements. Cheap fish and strawberries also interfere with the sale of eggs, which cannot easily be sold at a profit at present rates. The quality of Russian eggs has never been finer than this season, but recently there have been complaints where quality in some instances have been inferior. These complaints, however, are not general. Buyers will have to exercise caution in making purchases, as apart from Russians it is known that certain other descriptions have been below standard, but not more than is usual at this period of the year. During the next few weeks not much alteration is anticipated in quotations, but the market will be irregular with arrivals in excess of requirements, which are likely to be on a reduced scale. If importers continue to lose money a falling off in imports is probable."

HALF HOLIDAYS AND TRAVELERS.

Much inconvenience is caused among the traveling fraternity on account of the half holiday system in vogue in many towns aod cities. The merchants no doubt do the proper thing when they give themselves and employes an occasional half day off in hot weather, but they should not forget the men on the road as well as the wholesale houses, both of whom are part and parcel of their business.

Where a weekly half holiday is given it is only right and proper that houses who go to the expense of sending out travelers should know about it. It would be an act of courtesy on the part of the retailers which would certainly be appreciated by both travelers and wholesalers.

Failure to know about half holidays causes many enforced lay-overs, thereby incurring much additional expense. As far as possible, therefore, they should be made known to those who call frequently on the trade in any town or city, and the only way to do this seems to be through the retailers.

INSURANCE AGAINST FIRE.

Merchants in placing insurance on their building and stock must remember that they require protection from the outside as well as the inside. A fire may start in the store insured, a lamp may be used down cellar although it would cost little to run a gas pipe or electric light wire down. Or a fire may develop on the inside of the store for any one of a dozen reasons, but the danger too often overlooked is from the outside.

It is always advisable to protect the store by some simple fire equipment, a dry powder extinguisher, hand grenade or a portable reel and hose. The expense of equipment of this kind is small in comparison to the loss resulting from the interruption to business even though the stock is well insured and the insurance collected in full.

Keep the stock and building well insured but don't stop there. Have the premises as fire proof as possible and have equipment ready at hand to fight fires which develop in neighboring stores.

CULTIVATE THE TOURIST TRADE.

According to the figures given the total production of all the silver, copper and nickel mines in Ontario, including the Cobalt and Sudbury districts, was about $12,000,000. For this railways have been built and every effort made to develop the industry.

An even greater source of wealth, however, is the tourist trade, and a few thousand dollars spent by the government, coupled with some enterprise on the part of merchants, Boards of Trade, municipal councils and railway companies, should result in much greater gains to Ontario than secured from our rich mineral resources.

If the fish and game of Maine, for instance, cause tourists to spend $15,000,000 in that State annually, what could not Ontario do along similar lines if a comprehensive policy were adopted and persevered in? In the case of our mines wealth is taken and our natural resources are lessened to the extent that mineral is extracted. On the other hand the tourist trade results in no robbery of our natural heritage. Rather does it encourage a conservation of existing resources and a replacement of the fish and game which have been allowed to become scarce through poor management.

When a tourist brings $50 or $500 to spend on a vacation or hunting trip on the inland lakes or in the backwoods, they are after sport and they are willing to pay for it. It is fun, rather than food, they want, game fish, rather than ordinary fish. He is satisfied if he takes away a sunburned face and some fish stories and he doesn't much care what it cost him for his sporting equipment or his grub so long as he has smelled the pine trees, breathed the pure air and sampled the rushing waters of the forest streams.

Merchants should see to it that every encouragement is given the development of the tourist trade as, if he goes after it, he can secure much of the money spent by the city men from the United States who want to get next to nature in the backwoods of the various Canadian provinces.

The Ontario Government have acted wisely in appointing a commission to investigate the fish and game resources of Ontario, and Mr. Kelly Evans, the commissioner, should receive the cooperation of the receive.

Some Interesting Ontario Grocery Correspondence

London Merchants' Picnic Largely attended — Bitter Competition Declining in Toronto—Chatham Merchants Place the Ban on Christmas Cards and Calendars—Grocer Declares Against Canvassing Wholesalers for Prizes—Bracebridge has Good June Business.

LONDON.

July 21.—Wholesalers report an improvement in country trade, with payments good. Refined sugar is selling freely just now. Raws are firm, with an advancing tendency and an advance of one to two cents in Ceylon and India teas is reported. First crop Japans are pretty well sold out at high figures. There will be no quotations for medium and low-priced grades until about the end of the month. Coffees of all kinds are firm and high. Rice is advancing. Canned goods are very slow of sale, and there is sure to be a large quantity of last season's tomatoes left over. Canners' prices for new goods are out, and although they are lower, wholesalers are holding off.

Bread is now selling in London at five cents per pound—the highest price ever known—although flour has been dearer than it is to-day. There is a good deal of grumbling in consequence.

The dry weather is injuring the raspberry crop, which promised to be large. The berries sold at 15c per small box, on Saturday

The grocers' baseball team won their first game of the season in the Merchants' League on Wednesday afternoon, when they defeated the butchers by a score of 5 to 2. The feature was the three-base hit, when the bases were filled, of Harry Langford, of Scandrtt Bros., which won the game.

A. J. Denny, grocer, and his wife have returned from a trip to the coast. Mrs. Denny's many friends will regret to learn that her health is but little improved, as a result of the trip.

Charles Mountjoy, wholesale fruit dealer, is enjoying two weeks' holidays with his family at Grand Bend.

The picnic of the East End Merchants Association, which includes many grocers, in Queen's Park on Wednesday, was most enjoyable and successful. The crowd in attendance was estimated at ten thousand. The proceedings were opened by the Mayor with a short address, and a programme of forty events, including running races, jumping, a baby competition, etc., was carried out most satisfactorily.

TORONTO.

July 21.—W. E. Best who took over the Morgan Supply Co. after an experience of 13 years in the business, is making rapid strides towards prosperity.

If grocers would visit each others stores they could often pick up some ideas which would be well to follow. They would also see how carelessly and unbusiness like some keep their stock and could profit thereby. We can often see others' faults where we cannot see our own.

It shows a lack of business judgment to have the windows all plastered over with tea and other advertisements, and not have a sign showing the owner's name. No fault can be found with the tea men they know the value of advertising, but the merchant must be blind to his own interests if he does not try to bring his name prominently before the public.

Spence & Kelland, 887 Queen St., East, are building up their business, not by trying to undersell others, but by giving their customers the best goods, and the best service. This is the up-to-date idea of doing business.

J. W. Island, 262 Dundas St., who bought out Snyder, is making things lively. His business has increased so rapidly that he has had to employ more help. He has now three clerks who are all hustlers, and always on the jump for more business. They meet everybody with that smile which makes them feel at home immediately and that they are in good hands.

Mrs. N. Childs, 176 Bellwoods Ave., after a trial of 3 months is perfectly satisfied with her trade. She is building up a paying business.

W. J. Hosken, 87 Arthur St., is another of the young grocers who is bound to win. Merchants on Arthur St. are badly handicapped and are very much dissatisfied with the slow progress of the road work.

In some stores are still to be seen boxes partly full with prunes, apricots, raisins, etc., that look anything but attractive. As these are out of season and selling slowly, they should not be exposed to dust and flies. All these things should be put out of sight and kept free from dirt. Neatly arranged samples could be kept in show cases, from which customers could select what they want.

The old fashioned grocer is gradually but surely disappearing from his field of battle in Toronto. Instead of meeting grumblers who were dissatisfied with everybody in the trade, you now meet men cheerful and happy in their efforts to do their business on higher levels. The fight between competitors, in trying to put one another out of business is looked upon as foolish and unprofitable. Instead of boasting how they can undersell others they are now ashamed to be regarded as price cutters. Good service is the watch word.

The monthly meeting of the Toronto Retail Grocers' Association was held on the evening of July 19, in the Temple building. President Tom Clark was in the chair. Purely routine business was transacted. The committees having charge of the picnic at Scarboro Beach on July 7, and the excursion to the Falls on July 14, reported progress. Final reports are expected at the August meeting.

CHATHAM.

July 21.—Thursday, August 26 has been selected as the date for the Second Annual Merchants' Picnic, the preliminary arrangements for which were completed at the association meeting held on Tuesday evening. Strong though not overcrowded committees were selected to handle the various details. Cars will be run every half hour during the day, and an united effort will be made to have all the stores close at 12 o'clock sharp. Eddie Dore, of Hamilton, is taking a keen interest in the affair. Grocers are prominent on all the committees, the list comprising Wm. Potter on ways and means; Harry Northwood, music; W. E. Parrott, printing; Wm. Anderson, games and amusements; John McCorvie and Harry Andrew, prizes. A strong declaration in opposition to the canvassing of wholesalers for prizes was voiced by President A. D. Westman. "I don't think it is altogether in harmony with the spirit of the association," he remarked. "Prizes from the wholesalers, if they come, should come voluntarily." This, he added, was his personal opinion; but he thought that the prizes should be furnished by association members. Arrangements for co-operation between the Chatham and Wallaceburg collection departments were suggested, and Secretary Powers was authorized to communicate with Secretary Askunas, of Wallaceburg. Quite a number of former Chatham debtors reside in Wallaceburg, while, in return, Chatham has received a good many from the Sugar City. The local collection department has now some 780 accounts listed, ranging from 15c to $250. The committee appointed in reference to country collections submitted a draft letter, the first of a series designed to be sent to debtors outside the city. The initial letter will be sent by the individual merchant; this will be followed up by dunners from the association.

Christmas cards and calendars have been added to the association's black list upon which ticket purchasing and programme advertising also figure. This move follows a strong plea voiced at a recent meeting by Wm. Anderson, grocer, and last year's association presi-

A WELCOME VISITOR

Elora, Ont., July 14, 1909

. . . I am a reader of the Canadian Grocer and think my money could not be invested better. When my time expires don't cut me off. It has saved me many dollars and is a welcome visitor in our home. GEO. MABEN.

dent. Henceforth, no member of the association will give calendars, Christmas cards or Christmas presents of any kind. Members who have already ordered their calendars will, it is understood, be free to use them, if they so desire.

The entire future of the raspberry crop in this section depends upon whether or not there is rain within the next day or two. Raspberries have been coming in very nicely, and are now retailing at 2 boxes for 25c, the wholesale price being $2.50 a crate. Growers state, however, that the dry weather of the last few days has already had a marked effect, and that two or three day more of this dry spell will fairly cut the season in two.

E. C. Gammage, the Queen St. grocer, left on Sunday for a visit to his son in Chicago.

J. D. Stark, grocer, St. Clair St., visited last week in Woodstock, Brantford and Paris.

E. W. Henneker, who recently resigned from the staff of E. J. Spackman's grocery at Blenheim, has resumed his old position under the new proprietors, Logan & Walker.

Arleigh Lee has taken a position in the grocery department of the J. S. Richardson store, Tilbury.

V. Carron, for the past five years in Ridgetown, has left for Port Arthur, where he will embark in business.

Paul Morand, manager of the Tecumseh and Stoney Point canning factories, states that this year's tomato crop will not be as large as last year's.

Miss Grace Seeley, daughter of C. H. Seeley, the Gray St. grocer, was last Tuesday united in marriage to Arthur Coleman, of Huff's dairy.

Attractive new black and gilt window signs now indicate the recent change whereby C. G. Moore acquired Major H. G. Reed's grocery on King St. The new proprietor is giving considerable attention to window dressing, with attractive results.

T. A. Smith, assignee of Jas. A. Thompson, fruit and confectionery dealer, advertises the stock for sale by auction on July 28.

BRACEBRIDGE.

July 21.—On Saturday in town homegrown strawberries, large and sound, were offered by numerous farmers and readily sold at 10c a box, which shows that even in Muskoka this queen of the early fruits can be grown at a profit equal to the fruit imported from the south and only a few weeks later.

Cherries are coming in freely, selling for $1.25 per basket. Red are bringing $1 to $1.15..

The first load of huckleberries arrived on Saturday from the marsh just east of the town. The sample was good and there is every indication of a large crop. This fruit is ahead of time this year, owing, no doubt, to the extreme hot weather.

The Ingersoll merchants are to be congratulated on the stand taken in refusing to be pestered with the ticket-selling nuisance. Why should not every town take up the same cry and learn to say no?

Eggs on Saturday advanced again, merchants selling the strictly fresh at 24c per dozen. Butter also advanced to 20c per pound. Tourists in this district are after the fresh eggs and good butter at all times, so the good article is always eagerly sought.

Home-grown tomatoes will make their appearance in Bracebridge soon in large quantities for the first time. This is no doubt due to the dry, hot weather, the non-appearance of frost and the hardy plant that was put on the market in May. One farmer states that he has over 1,200 plants out, with some of the green tomatoes already turning.

The early apple in Muskoka is always plentiful, although with the exception of one orchard, winter varieties are not grown here. This year we will see the usual good crop, with the Duchess variety greater than ever.

Merchants say that trade during June was far in advance of last year, and expect July, now in full swing, to be the banner month so far.

Peter Hutchison, of Hutchison Bros., spent Monday and Tuesday up the lakes inspecting the newly constructed telephone line. Mr. Hutchison is secretary of the company.

George Teem, fruit merchant, of this town, is doing business under difficulties, on account of the tearing up of the old sidewalk and the laying of the cement walk. But it's worth the trouble, and George will benefit in the end.

Andrew Gillespie, of Armstrong & Gillespie, grocers, is the new secretary of the Retail Merchants' Association. Andy is a hustler and the grocers did a wise thing to choose him.

There is some talk in town among the clerks of organizing a baseball team. They should not, however, get after the Toronto ball team and give it a trimming. That would not be fair.

OTTAWA.

July 21.—Bradstreet's Ottawa report says that conditions have changed but little during this week. Good rains have helped some crops, but they came too late to do much good to hay. The crop outlook, however, is fairly good, and prospects are for good fall business. Retail trade is moderately active and wholesalers report an excellent business in fall lines. Remittances are coming forward fairly well.

J. Wesley Hand, who dropped dead suddenly in Vancouver, B.C., was formerly in partnership with Alex Phillips, grocer, 802 Somerset Street. He left here for the west about six years ago.

Stephen S. Stratton, a member of the old retail grocery house of C. Stratton, died at his summer home, "Rose Villa," Westboro, July 17, after a lingering illness of five years' duration.

The Ottawa Retail Grocers' Association intends to put up a strong fight to have the authorities demand that all fowl brought to the market be dressed.

F. W. Forde and Mrs. Forde returned Saturday from their honeymoon spent in American cities, principally in Portland, Old Orchard and Boston.

P. Lamoureux was quietly married to Miss G. Madure, on July 5th, which makes the second retail grocer married "on the sly" within a week. Mr. Lamoureux spent his honeymoon along the St. Lawrence and when seen in Brockville by Chas. E. Bucklee, of Park Blackwell & Co., Toronto, was wearing a smile of bliss.

A bulletin has been issued by the Inland Revenue Department, Ottawa, showing the analysis of 225 samples of cream of tartar collected throughout Canada. Of this quantity 80 per cent. was genuine, 18.22 adulterated and 1.78 doubtful.

The Women's Christian Temperance Union will shortly submit to the city authorities a resolution requesting that they raise the civic license fee to sell cigarettes from $1 to at least $25, if not $50.

The Ottawa Retail Grocers' Association have decided not to hold any picnic or excursion this summer but in all probability about 25 or 30 retailers will visit New York in a body in the autumn.

The business of Sugarman & Cohen, grocers, on York street, has been closed down for non-payment of rent. The goods will be sold by W. A. Cole by auction.

BRANTFORD.

July 21.—Delemere D. Butler, who has been connected with the Cash Bargain grocery for a couple of years, has resigned to go on the road for Red Rose Tea. He reported on Monday and is making his initial trip this week. His territory has not been definitely assigned yet. He has been interested in various circles in this city and his absence on the road will be regretted. For some time he has been local correspondent of The Canadian Grocer.

Following the usual custom, the grocers and butchers of the city are closing their places of business on Wedensday afternoons during July and August. This system has now been in practice in this city for a number of years and has given the most satisfactory results.

The Canadian Automatic Machine Telephone Company, which has been installing a system in this city for the past two years, is now ready for operations and canvassers are out for orders. The business men are inclined to hold back their subscriptions until the company gets a specified number of householders. This the company claims it will do and then the grocers and butchers may have to install automatic phones and put up with a dual system, as practically all are already using the Bell system.

The local co-operative store is still doing business at the old stand and frequently there are rumors of an extension of the lines that will be handled. Once a month or so the association issues a pamphlet which gives general and local

information concerning the co-operative movement.

William Grierson, the wholesale and retail confectioner, has landed a good idea in the ice cream business, which, so far as Brantford is concerned, is distinctly original. He has secured a number of small carts, neatly fitted up and painted yellow, and just large enough to hold a large ice cream freezer, a box of ice cream cones and a lad to do the driving. The cart is pulled by a small pony. These vehicles cover the entire city, both afternoons and evenings, the driver proceeding slowly along the streets and tooting a horn. Ice cream cones are sold at 5 cents each. The outfits are so neat and attractive and the ice cream of so superior a quality that the idea has caught on to stay and a rushing business is being carried on.

GUELPH.

July 21.—The first raspberries of the season made their appearance on Saturday and sold well at 15 to 18c per box. The prospects for a good crop of this favorite fruit are excellent providing weather conditions remain favorable.

The strawberry still lingers in limited quantity, but for the end of the season several of the stores had some of excellent quality last week, the product of local growers.

Cherries are coming along slowly and the price remains firm at 90c to $1.00 per basket, and the old story, "I'll wait till they get a little cheaper," is heard repeatedly.

This is the time of year when the weary clerk and the employer as well looks forward to a short release from the daily grind and summer holidays are the order of the day.

Miss Dougherty, of the J. A. McCrea & Son office staff, is spending a couple of weeks at Fenelon Falls and A. J. Groom, the upper Wyndham St. grocer, with his family, is spending a quiet holiday at Puslinch lake.

Earnie Hicks, of the Paisley St. grocery, met with a nasty accident last week, by being knocked down by a bicyclist coasting down the pavement. The annoying part of it was that the offender was not gentleman enough to stop and see what damage he had done.

The annual picnic of the Salesmen's and Clerks' association will be held on Thursday afternoon to Hamilton. Tickets are having a good sale and all the boys and girls are looking forward to the best yet.

J. A. McCrea & Son are advertising a July crockery sale which from the reputation this firm has for doing things will be a success.

KINGSTON.

July 21.—Kingston grocers are unfortunate in not having a half-holiday each week during July and August, for the berry season makes a lot of work just at a time when one would like an outing. We must have it next year.

The grocers are all selling pure coffee, all grades, now, and if a customer wants chicory he must buy it separate. The city is full of spice men just now and each man claims to have the best goods.

Mr. Lowes is rusticating here with friends and enjoys Kingston's pure air and water.

Grant Pyke expects to have strawberries for ten days yet.

Travelers are more than anxious this year to sell canned goods ahead. Tomatoes, 75c; corn and peas, 70c; strawberries, $1.25; salmon, 90c to $1.70. Better let them keep the stock and buy as you go and save discounting notes.

Carelessness in credit still continues. A family can run credit from one store to another for years and not be found out. What we need is some one to go around and get a list of D.B.'s and put them in an index book and charge a small sum per year for protecting merchants. This is better than collecting. Prevention is better than cure.

PETERBORO.

July 21.—The grocers are running smoothly along into the busiest part of the preserving season, and are experiencing larger sales daily in the line of sugar preserving jars and other household equipment necessary to this important duty of the average woman's endless list. Cherries are still in season, and raspberries have made their first appearance during the past week. Sugar is generally quoted at 20 lbs. for a dollar. Cherries have been selling at from $1.00 to $1.40 a basket, and raspberries at from 15 to 18 cents a box.

Among the new vegetables that have been offered by the grocers, new potatoes have been disposed of at 50 cents a peck, with a fair demand at this price. Canadian grown tomatoes are from 10 to 12½ cents a pound.

H. A. Sisson is doing a good business since moving from Rubidge Street into the centre of the city. He is now on Charlotte Street, and is keeping up the standard of the stock which he opened with. He is up to the minute in the lines of fruit and vegetables, and is enjoying a fair share of business in a location which has never been used as a grocery store. His shop is neat and his goods are arranged in a pleasing manner, which will no doubt increase his patronage.

W. S. Cocks, father of J. L. Cocks, grocer, at the corner of George and Edinburgh Streets, died suddenly on Tuesday of heart disease.

R. C. Braund is the only grocer who has given his staff a half holiday this summer. The merchants who close their stores on Thursday afternoons do not include the grocers, but Mr. Braund is inclined to take things less seriously than his fellow grocers at times, and on Thursday of last week closed at one o'clock and invited his staff to spend the afternoon and evening with him at his camp on the Otonabee River. A pleasant time is reported to have been spent by his clerks.

Bottled waters is a specialty which some of the grocers are handling this summer, and apparently to a larger extent than before.

Saturday's market prices last week showed an inclination to steepness. Eggs were up to 22 cents and butter sold at 24.

Notes from the Maritime Provinces and Quebec

Cape Breton Coal Strike Hurts Eastern Business—Meeting at Woodstock to Discuss Development of West Indian Trade—Early Closing By-law to be Enforced at Montreal.

MONTREAL.

July 22.—The city council has decided to enforce the early closing by-law passed three years ago, and in consequence, all stores will have to suspend business at 7 o'clock Wednesday and Thursday evenings.

P. P. Hawn, of the Diamond Cleanser Co., Ottawa, was in Montreal on Monday, visiting the firm's agents, Snowdon & Borland.

G. E. Carveth, of Corveth & Co., Montreal, left Tuesday for an extended trip to the west in the interests of the firm. Mr. Carveth will visit the different agents of the company in western centres, and will devote particular attention to the Langley ware business of the house while away.

HALIFAX.

July 17.—The strike in the Cape coal fields has a serious effect on the grocery business in Nova Scotia. In the eastern section of the province there is a marked falling off in trade, and the retail business is practically at a standstill. The wholesale trade is also feeling this stagnation as few good orders are coming in. With several thousand men idle there is not a free circulation of money in the mining towns of Cape Breton and as a result trade suffers to a large extent. The miners as a rule are good buyers, but the strike has very materially changed the conditions during the past two weeks. The wholesale dealers who supply the retailers in the mining districts will be compelled to extend the time of payments and make other concessions. The Cape Breton market is an exceptionally good one and the wholesalers are anxious to hold the trade. Outside of the strike districts trade is very good for the season of the year. Prices on the whole are considered pretty high in most lines. There is no indication of any weakening of the prices of pork, beek, and lard.

Quotations on these are very firm and will probably remain so. Clear pork has advanced one dollar per barrel and is now quoted at $25.00. Clear backs are selling at $26.00, an advance of one dollar. Roll bacon is selling at 14 cents. Sugar prices remain unchanged.

Fruit is in good supply and in good demand. The receipts of strawberries this week were heavy, and a ready sale was found for all the stock that was marketed. The price held firm at ten cents for the choicest fruit. As predicted in The Grocer some weeks ago the crop was short, and as a result there were less berries preserved than in past seasons. Sales of sugar in consequence show a falling off. Commission dealers report the fruit trade to be brisk. The market is well supplied with all seasonable fruit, and the demand is good. Bananas are selling very freely, and the stock now on the market is of excellent quality. They are quoted at $1.75 to $2.25 per bunch. Plums have dropped to $2.25 per crate, and peaches are $1.75 a crate. The first pears on the market are quoted at $4.25 per box. Nova Scotia cherries are now coming in and the first arrivals were in fine condition. They are retailing at ten cents per box. With the increased supply af tomatoes and cucumbers the prices are dropping, both showing a decline of fifty cents per box.

New carrots and beets are now offered for sale. American cabbage is quoted at $2.25 per barrel. The stocks of old potatoes are rapidly being cleaned up. There is only a fair demand so far for the new stock.

The steamer Boston arrived here this week from the West Indies and brought a large stock of sugar, bananas and cocoanuts. The steamer Dahome from the West Indes also landed a lot of sugar, fifteen hundreds bags of which were for shipment to Montreal.

ST. JOHN.

July 21.—The condition of the local markets last week presented little change in quotations. Very little country produce is reaching the city yet, except in the form of early vegetables. Eggs are dearer and butter remains unchanged. Blueberries are commencing to come in, but not in any great quantity. The season for strawberries is about over.

The date for the annual meeting of the Maritime Wholesale Grocers' Exchange is not known definitely yet, but it will probably be held here next week. L. Mortimer Smith, of Halifax, is president, and George E. Barbour, of this city and W. H. Aitken are vice-presidents.

The council of the St. John Board of Trade, at a meeting last week confirmed the appointment of W. F. Hathway, M. P.P., and James Pender, as delegates from the local Board to the seventh congress of Chambers of Commerce of the Empire, to be held in Sydney, Australia, commencing September 14. Mr. Hathway will go via New York and San Francisco, and will make a tour of the world before returning, while Mr. Pender will leave by steamer, sailing from Vancouver.

The question of opening up and developing the Cuban and West Indian market for farmers of New Brunswick, particularly the market for hay and potatoes, will be considered at a meeting to be held in Woodstock on July 22. A committee of the local Government, consisting of the Provincial Secretary, Hon. J. K. Flemming and the Commissioner of Agriculture, Dr. Landry, has been appointed to confer with the dealers and ascertain what steps might be taken to promote this very necessary project. A meeting is to be held later in St. John, when dealers from all parts of the province can gather and the question of transportation, etc., will be gone into thoroughly.

J. E. Walsh, manager of the transportation department of the Canadian Manufacturers' Association, and R. E. Breaduer, manager of the tariff department, were in the city last week and met a number of the local members of the association to discuss matters relating to their departments. They had previously visited Fredericton and before leaving the Maritime Provinces, will visit Windsor, Truro, New Glasgow, Moncton and other central points.

Business Items From the Western Province

Calgary and Regina Correspon dents Report Crops as Being in First-Class Condition—Lemon Prices Advance at the Coast—Want of Cold Storage Facilities Felt at Edmonton—A Deceptive Raspberry Box.

VANCOUVER.

July 20.—Lemons have taken a jump skywards, and while the price a week ago was $3.75 and $4 per crate, it is now $6.50 and $7, and quotations have gone as high as $7.50. Valencia oranges are also high at from $3 to $3.50.

Eastern select eggs are jobbed at 28½ cents and are edging toward 30 cents, locals going at 33 cents and 35 cents, retailing at 40 cents.

Butter is about as low as it will be this year, being 35 cents retail. It is hoped it would get down to 25 cents wholesale, but it is not likely that it will now. Eastern butter jobs at 26c in bricks and 25c solid.

The lowest apricots have got is $1.50 jobbing prices. These are the California article, the high price being the result of the prospect that there will be a shortage of that fruit in Washington and Oregon, because of the frosts last winter. California peaches are worth from $1.50 to $1.75 and plums $1.75 per crate.

A dealer showed The Grocer a raspberry box, which he classified as the limit. It was 5¼ inches square and a bare inch in depth. The ostensible depth was two two inches, but the bottom was run across the middle of the box. Apparently, it looked as if there were two inches deep of berries, but there was a bare three rows. Invariably the consumer complains in cases of this kind, and it is the dealer who has to bear the brunt.

S. W. Simons, of Glasgow, and G. H. Shuttleworth, of Liverpool, have been visiting differet towns in the Okanagan district during the past week, sizing up the fruit situation. They are of the firm of Simons & Shuttleworth, fruit exporters and importers of Glasgow and Liverpool, and this is their first visit out here, it being consequent upon the exhibits of British Columbia fruit sent to Great Britain.

By the steamship Erna this week, a shipment is being made of forty cases of B. C. salmon to Capetown, South Africa, by way of the Tehauntepec railway across Mexico. This is the first shipment over this route, which is thought to be shorter and cheaper than any other.

That wheat is steering this way is further shown by the announcement that A. E. Burnett will erect an elevator 48 feet square and 60 feet high on False Creek, the cost to be $10,000. Considerable interest was aroused in the grain trade by the statement made at the meeting of the Vancouver Board of Trade on Tuesday night by the secretary, that the C.P.R. would have something material to give out during the next week on this momentous question.

Alex. Lyon, of London, England, has returned from the north, where he went to get information to report to the fishermen of Grimsby and Hull on the possibilities of the industry on this coast. He said he was surprised at what he saw and learned, and is quite convinced that there are numerous opportunities for investment. He realizes that apart from the American and Canadian demand, a steady market could be secured for frozen fresh salmon, halibut, herring and cod, as well as the same articles in a cured or pickled state.

EDMONTON.

July 20.—Cold storage is just in its infancy in Edmonton, and the produce trade stands to suffer by it at all seasons of the year. At present the supply of butter is very plentiful, and as immediate demand regulates the price farmers are selling their product at a greatly reduced figure. If there was a cold storage warehouse, where the present surplus supply could be stored, the fluctuations in price would not be so heavy nor would the farmer receive such unequal returns for his labor. By next fall and winter, production will be decreased, and as there will be little or none of the product in cold storage,

prices will again rise to the height at which they were during the past winter. With a good cold storage system local dealers could do much for the dairy farmers of Edmonton district. Prices now are: dairy butter 25 cents and creamery 30 cents.

The egg market presents the reverse side of the situation. During the season when eggs have been plentiful, prices fell and remained low during the period of great production. The supply is now much diminished by reason of the approach of the moulting and hatching season, with the result that egg prices are now at twenty-five cents per dozen and may reach 30 by the end of the week. If there were any competition in cold storage goods a good profit could be made by selling at a much lower price than is now ruling.

Potatoes on the retail market are still selling at one dollar per bushel. A few new potatoes have arrived, but not enough to call for quotations.

Other retail prices are: — Tomatoes, twenty-five cents per pound; plums, 25 per lb.; peaches, 25 per lb.; turnips, lettuce, spinach and carrots, 5 cents per bunch. Strawberries are about off the market, but are still selling at 20 cents per box.

Strawberries from the family garden is something which most people have thought would always be alien to the Edmonton district. The fruit which has been on sale by the Jasper Avenue merchants has been imported from British Columbia and other points and local production of this luscious berry has not been taken into consideration at all. Charles Gowan, on Frazer's flats, has proven to his own satisfaction, and to the envy of all passers-by, that strawberries can be grown successfully in his garden patch. Two years ago he secured 400 plants from the east, but 300 of them died the first year. The 100 or so that lived bore blossoms last year, but they were all plucked to enable the plants to become hardy before bearing fruit. This year the plants are loaded with delicious fruit, which Mr. Gowan says is far better than any of the imported berries that have been shown in this city. The fruit is just commencing to ripen, but Mrs. Gowan picked three quarts last week. By the end of the season the little patch is expected to yield considerably over a bushel of berries. Scarcely one of the berries is less than one inch in diameter, and of a number picked at random, nine placed side by side, measure twelve inches. Mr. Gowan says that people look at his strawberry patch as longingly as cows at a clover field. They would rather be on the inside looking out. It is his intention to plant a much larger patch of strawberries in the month of August as he is satisfied no finer berries can be grown anywhere.

The crops around Edmonton never looked better for this time of the season than they look now. Reports from the Clover Bar district, a rich farming country just east from this city, show that the crops are progressing favorably. The fall wheat fields which were such a pleasing prospect several weeks ago, are now fully headed out, and under continued good growing weather will be ready for the reapers about the first week in August. Barley is also gradually approaching maturity, and will give a good yield. Many of the oat fields were seeded rather late, and still require a liberal period of warm weather to bring them along as the farmers would like. Timothy hay is not the heavy crop that was expected, but when the reaper is turned into the fields within a week or so there will be found plenty to cut. Home farmers will find difficulty in getting their hay off before the grain harvest is at hand.

REGINA.

July 20.—J. Stubbings, of the grocery department of the Glasgow House, returned to his duties on Monday morning, after having spent a pleasant two weeks' holiday. Harry Boyle, also of the Glasgow House grocery department, is leaving for Brandon for a coup'e of weeks' holidays. He is going down to see the fair.

W. C. Reader, of Hanley, is negotiating for the sale of his confectionery establishment and is opening up a first-class general store at Glenside, with a full line of up-to-date goods.

Bennett & Brodie have opened a first-class general store at Rosetown, Sask. Mr. Brodie has for the last year or two been manager and buyer for Chas. Reid, Swift Current, and is thoroughly acquainted with the business, and as they are opening in a practically new part of the country should make things go nicely.

Reid & Haddock have vacated their premises on Eleventh Avenue, and moved into more commodious quarters on Scarth Street, where they handle an up-to-date line of fresh fish, fruit and canned goods.

Cameron & Heap, Ltd., have installed an electric elevator in their warehouse.

The heavy rains of the past week seem to have materially assisted the growing crops. Many people were of the opinion that we were getting too much rain, but from reports coming in from all lines everything seems to be shaping towards a good crop and a prosperous fall business. For the past couple of days we have had dry, hot weather, with a slight breeze blowing, which ought to help things considerably.

CALGARY.

July 20.—The Fair is over and the crowds have left the city. In the country farmers and ranchers are just commencing haying. The crop is an abundant one, and if favored with propitious weather a great deal of hay will be put up this season.

Grocery business is splendid, not a complaint to be heard. B. C. strawberries and raspberries are now in fairly good supply, although the strawberry crop is a light one and now almost over. New California apples are in, selling at 2 lb. for 25c. New potatoes from the Okanagan are now on this market; the retail price is 5c per lb. Old Ontarios and P. E. I. stock are being cleared out at from 90c to $1 per bushel.

A great many of the citizens are holidaying at the various points of interest, the greatest numbers finding Banff the most convenient and most suitable, and all who have been there are enthusiastic in its praise. Being convenient to Calgary the merchants here are in close touch with their customers who are on vacation, and supplies are forwarded by freight or express at intervals as required, notwithstanding the fact that there are several well equipped stores at Banff.

A. W. Ward, who for many years conducted a successful grocery business on Eighth Avenue between Centre and First Street East, has recently sold his property, consisting of 20 feet frontage, for $25,000. It is some three or four years since Mr. Ward relinquished the business and stand, during which time it has been occupied as a jewelery store. The building is a one story frame structure, which, it is expected, will shortly give way to a more pretentious building. Eighth Avenue property is now too high priced to get revenue out of one story buildings.

Crop prospects throughout the provinces are still quite satisfactory. During the past ten days rain has fallen copiously throughout the whole of Alberta and with a continuance of our usual favorable weather the harvest should prove a remunerative one for the farmer, and the result should be a stimulating effect on business generally throughout the whole year.

SASKATOON.

July 20.—Currie Bros. opened their new store on 20th street west. An orchestra was in attendance in the evening and patrons were given the privilege of inspecting the stock and premises.

Clare, Little & Co., recently received a car load shipment of biscuits.

The Saskatoon Milling and Elevator Co. closed their premises on the 17th for ten days' repairs.

Codville & Co., wholesale grocers, of Winnipeg, have purchased the business and premises of the Western Grocers Limited. The deal includes 100 feet frontage on First Ave., with the frame warehouse and premises thereon. The price was about $15,000. Kenneth Sinclair, formerly representative of the company in the west will have charge of the Saskatoon branch, while two or three travelers will be placed on the road.

Success Accompanies the Winnipeg Exhibition

Surpasses Everything Held In The Past In The Western Metropolis—British Columbia and Ontario Fruit Displays—Exhibits and Performances Superior To Those In Other Years.

Staff Correspondence.

Winnipeg, July 19.—Never before in the history of the City has the interest in the Winnipeg industrial exhibition been so keen as this year. The Fair opened on the morning of July 10, and from that day until the close on July 17, it continued to create unsurpassed interest and amusement. It was rather unfortunate that two days of the week were showery, which made it impossible to carry out the daily programmes, yet at the close it was found that in comparison to other years the number of visitors was far in excess, and finances were in a much better condition. This is a matter of great encouragement, since other years the matter of finances was one of considerable annoyance.

For some years past it was considered doubtful whether Winnipeg could compete with other cities in the West in holding exhibitions. The very thought of a weakness in this regard is certainly repulsive to the inhabitants of the Gateway City. It was this jealous feeling that stimulated the local management to do their utmost to put on a fair in 1909 that would far surpass any ever held in Western Canada, if not the Dominion of Canada. It is true that Brandon, Calgary and Edmonton have had more commendable fairs than Winnipeg in past years. And it is an extremely difficult thing to hold an entirely satisfactory fair in Winnipeg. The reason is that it is neither an exclusive agricultural or manufacturing centre. It is a metropolitan city sustaining within itself almost every industry known to Canada, and giving its support to all other industries and occupations which other towns and cities throughout the West claim in an exclusive sense. Of course the main industry of Western Canada is agriculture. Every fair must show dominant signs of this great feature of the West. It is absurd, however, that Winnipeg, which is at the present stage so intensely interested in every industrial pursuit, and through which passes all classes and conditions of people, should limit itself to an exhibition of grain and live stock. The very nature of the city demands something more, and the endeavor of the exhibition promoters to take on a more comprehensive aspect in past years has subjected it to the much-heard-of criticism, and has imperiled its future.

Winnipeg has been ambitious for some time to become known as a manufacturing centre. Consequently the manufacturing exhibits have been a feature of interest to the management. Local manufacturers, however, have been so few in numbers and so weak that they have been able to give but little acceleration to the movement. And not until this year did the manufacturers' exhibits excite any great attention. This is an evidence of the development of manufacturing within the city. The management have occasion to be proud of this fact, and it will undoubtedly ensure the future welfare of the fair generally.

The attempt to make the exhibition as general as possible, and to make each feature appeal to as many as possible has been quite successful. Last year as well as in previous years there were performances and exhibits which were not commendable and this year has shown a gratifying improvement in this regard.

American sportsmen have taken an interest in the exhibition as was evidenced from the number of entries made for race horses from various states of the union. There were also many local track horses entered, and each day race-horse excitement was in the air. Upon the event of a very exciting race between a group of United States trotters, a farmer who knew Winnipeg thirty years ago, was heard to remark, "there was nothing like that in the old days." Doubtless he was thinking of the fair in early times which consisted chiefly of Indian wigwams and ox carts.

Much credit is due to the various exhibitors in the manufacturers' buildings for the beautiful displays. No pains were spared to make the goods appear as attractive as possible. Crude articles were given the necessary setting in the booths in order that they might claim the attention of those who passed by.

Kootenay Exhibit.

The B. C. fruit men took advantage of the opportunity to represent their province which is so congenial to the production of a considerable variety of fruits.

The manager of the display was constantly being approached by visitors inquiring if they might purchase some of the luxlrious berries at the close of the fair. There is little doubt as to the quality being excellent, but the prices were rather discouraging. High banks of apples, cherries and strawberries filled the corner, and the appearance was such as to do great credit to the district from which they came, the exhibit was in charge of the Nelson Board of Trade.

Ontario Fruit.

That Winnipeg is to be an excellent market for Ontario or B. C. fruit or both, is well known to Canadian fruit growers. At present the tendency is to land the Ontario products. To compare the exhibits of B. C. and Ontario fruit, a casual observer would note the larger sized fruit from the western province. The opportunity was not given to compare the flavors of the fruits. But at a distance the fiavor "looked" good in each case. The Ontario apples from Lake Erie district were particularly fine, and the exhibit design was artistic. An excellent quality of tomatoes from Niagara were also displayed. It is possible that in future years more Ontario vegetables will come to the West.

Western Grown Grain.

As it was expected, the grain exhibit was quite extensive. A unique idea in grain display were the glass cases into which the grain was poured and examined through the glass. Not only was there the shelled grain but sheaves and bundles of grain on the straw decorated the walls in a handsome manner.

Fort William Exhibit.

As a manufacturing and shipping point, Fort William is perhaps unsurpassed in Canada, west of Montreal. The Board of Trade of that place, in representing the city in the exhibitors' gallery drew attention to the water front facilities by means of large views six feet long by two feet wide. In addition to the views handsome illustrated circulars were distrbuted among the passers-by.

MANITOBA MARKETS

Corrected by Telegraph.

Winnipeg, July 22, 1909.

Wholesale grocers in this city have learned long ago to be prepared for extra orders during exhibition week. The trade has been all that could be expected and retailers have not been so busy since Easter last. The trade ran heavily in fruit particularly and the general line was in great demand. At the exhibition grounds there were about thirty restaurant stands all doing good business, and all the grocers in the city were in some way affected by this trade alone. There is no change in prices, but next week there undoubtedly will be some exhausts reported.

SUGAR—The market is unchanged. Large quantities are bing used for preserving.

Montreal and B.C. granulated, in bbls	5 90
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 91
" in sacks	4 90
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-20's " "	4 95
" icing	5 60
" bar sugar	5 60
Icing sugar, in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 00
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls	5 90
" " in ½-bbls	6 00
" " in 100-lb. cases	5 90

SYRUPS AND MOLASSES — The heavy sale of syrup during the early spring and summer had the tendency to keep the price up, but the weakness of the market during the past few weeks has caused wholesalers to make a decline in order that old stock might be cleared off.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 00
" " 5-lb. tins, per 1 "	2 45
" " 10-lb. tins, per ½ "	2 20
" " 20-lb. tins, per ¼ "	2 25
" " ½ barrel, per lb.	0 03
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	3 10
" 5 " 1 "	3 60
" 10 " ½ "	3 30
" 20 " ¼ "	3 20
Barbadoes molasses in ½-bbls., per gal.	0 49
Porto Rico molasses in ½-bbls., per gal.	0 60
Gingerbread molasses, ½ bbls., per gal.	0 40
New Orleans molasses, ½ bbls., per gal	0 36

FOREIGN DRIED FRUITS—

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " cleaned, per lb.	0 07
Valencia raisins, f.o.s. per case, 28's	1 65
" " selects " 28's	1 80
" " layers " 28's	1 95
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 06½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb.	0 05
" 4 " " "	0 05½
Prunes, 90-100 per lb.	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 07½
" dry, cleaned, Filiatras, per lb	0 08
" wet, cleaned, per lb	0 03½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08½
Pears, per lb.	0 08½
Peaches, standard, per lb.	0 07½
" choice	0 08
Apricots, standard, per lb.	0 13½
" choice, per lb.	0 14
Pluns, black pitted, per lb.	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 07

MAPLE PRODUCTS—The sugar has in many cases spoiled on the retailers' hands. Syrup has not moved well for some time.

Sugar, per lb.	0 13
Syrup, gallons, ½ doz. to case, per case	6 50
" ½ " 1 doz. to case, "	7 20
" ¼ " 2 doz. to case, "	7 50

POT AND PEARL BARLEY—Price is firmer.

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" per ½ sack	2 05

QUAKER OATS—Trade is good in this line of cereals.

Family size	5 00
Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs.	2 00
Pettijohn breakfast food, 18 pkgs.	2 25
Puffed rice in bbls., per lb.	0 22

ROLLED OATS—

Rolled oats, 80 lb. sacks, per 80 lbs.	2 25
" 40 " " 80	2 30
" 20 " " 80	2 35
" 8 " " 80	2 70

CORNMEAL — Market is showing signs of weakness.

Cornmeal, per sack	2 10
" per ½ sack	1 10
" per bale (10, 10's)	2 40

NUTS—

Shelled Walnuts, in boxes, per lb.	0 23
" " small lots, per lb.	0 24
" Almonds, in boxes, per lb.	0 27
" " small lots, per lb.	0 28

HONEY—Manitoba honey will soon be on the market. The market is dull on all old stock.

Honey, 2½ lb. tins, in case 24	8 85
" 5 " " 12	8 75

BEANS—The price is very firm and goods are scarce.

3-lb. picker, per bushel	2 70
Prime white, per bushel	2 60

FRESH FRUITS AND VEGETABLES—The market is good on all lines. Housewives are preserving the cheaper goods, and watching the prices on the more expensive in order to secure goods by the crate at the most advantageous time.

Celery, Florida, per doz.	1 25
Tomatoes, Florida, per case	3 75
Lettuce, per doz.	0 25
Radishes, per doz.	0 25
Parsley, per doz.	0 30
Oranges, per box	3 00 4 00
Lemons, "	5 50 6 50
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 qts	3 00 4 00
Pineapples, per crate	3 60
Apples, Black Arkansas	3 50
Rhubarb, per box	2 00
Watermelons, per dozen	6 00

CANNED GOODS—We have endeavored to strike the standard prices which prevail on canned goods. The prices have been in a demoralized condition for some time, but gradually wholesalers are returning to the following prices:

Apples, gallons, per case of ½ dozen	1 40
" 3s, per case of 2 dozen	2 34
Apricots, 2½s, Rose brand, per case of 2 dozen	4 15
Blueberries, 2s, Loggie's, per case of 2 dozen	2 00
Cherries, red, 2s, pitted, per case of 2 dozen	4 08
" white, 2s, pitted, per case of 2 dozen	4 28
Per case of 2 dozen	
Gooseberries, 2s	4 48
Lawtonberries, 2s	4 08
Peaches, 2s, yellow	4 08
" 3s, "	6 44
" Pie, 3s	3 24
Pears, 2s, Bartlett, heavy syrup	3 98
" 2s, Flemish Beauty	3 58
Pineapple, 2s, grated	3 80
" 1½s, sliced, case of 4 dozen	
" 2s, " " 2 "	3 20
" 1½, whole, case of 4 dozen	5 00
" 2s, " " 2 "	3 05
Plums, 2s, Damsons	2 00
" 2s, Green Gage	2 98
" 2s, Lombard	2 00
Raspberries, 2s, red	4 08
Strawberries, 2s	3 00

MEATS—

Clark's 1 lb., porkand beans, plain, per case	2 90
" 2 " " " " "	2 48
" 3 " " " "	3 07
" 1 " tomato sauce, per case	2 95
" 2 " " "	2 48
" 3 " " "	3 07
" 1 " Chili " "	2 95
" 2 " " " "	2 48
" 3 " " " "	3 07
Soups, per doz	1 20
Corned beef " 2's per doz.	2 70
" " 1's per doz.	1 50
Roast beef, 1's, per doz.	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz.	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue, 1's, per doz.	3 30
Sliced smoked beef, ½-lb. tins, per doz.	1 55
" " 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's, "	3 15
Geneva sausage, 1's, per dozen	2 00
" " 2's, "	3 65
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's, "	6 60
Paragon ox tongue, 1½'s, per dozen	7 35

Store Kinks Tried Out by Retail Merchants

Special Contests That Show To What Limits Some Go In Their Endeavor To Increase Sales—Western Merchant Offers an Automobile and Team of Horses To Winners In Guessing Competition.

It would appear that the capabilities of the enthusiastic merchant in concocting schemes for the benefit of his business are beyond comprehension. Like "the making of books" the number of original and effective sales ticklers seems "without end." Cairns, of Saskatoon, is entitled to rank among those who are continually introducing some new proposition to focus attention upon their stores. His latest one is a guessing contest. Every purchaser of one dollar's worth of goods between certain fixed dates has the right to guess the number of oats in a mysterious glass box containing about one bushel. The first prize is an automobile, the second a team of heavy draught horses; third, the choice of any costume in the ladies' wear department; fourth, the choice of any suit in the men's wear section; fifth, choice of any ladies' hat in the milinery section; sixth, choice of any pair of men's or ladies' shoes in stock; seventh, lacrosse outfit for a boy; eighth tennis racket and shoes for a girl. The box will be opened at 4 p.m., on August 6th and its contents counted by a disinterested person.

Largest Load of Women.

Here is another form of farmers' prize contest. A merchant in a town surrounded by a fine agricultural community issued the following announcement.

"We will give Three Merchandise Prizes aggregating $22.50 to the farmer hauling the largest four-horse load of women to the front door on Saturday morning, April 3rd, or by 3 p.m., for 1st Largest Load, $10.00 in Merchandise; for second Largest Load, $7.50 in Merchandise; for third Largest Load, $5.00 in Merchandise. The driver must be a farmer and Drive Four Horses. The passengers must be women over 18 years of age and reside in the country. Prizes will be paid in due bills that can be traded out at any time in whole or in part. Each lady passenger riding in one of these wagons—whether a prize winner or not—will be presented with a suitable souvenir of the occasion. We will set up the cigars to every driver whether a prize winner or not. Prize winners will be announced at the store at 3 p.m. Now, Boys! "Gid dap!" You may decorate your wagons if you wish. We will lend you the bunting for that purpose."

Concessions For Suggestions.

A North Dakota merchant gave his customers an opportunity to make bargain suggestions. Here is a paragraph from one of his ads:—"Every woman who brings this ad. to our advertising man with a suggestion of what you want us to put on sale Bargain Friday, will be entitled to a pair of 25-cent stockings for 5 cents. No other time will they be sold at this price. You must bring the ad. with your suggestion. You could not make 20 cents any easier. We do this to find out what you want us to sell at throw-away prices next Friday."

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

Montreal, July 22, 1909.

The situation in canned goods is no clearer this week. In fact it is more complex, if anything. The retailer hardly knows what to do. Strawberries are quoted higher by some houses. Other lines are somewhat lower. New salmon prices are quoted by jobbing houses, but business is not brisk. Sales of sugar continue most satisfactory, while prices are steady with little chance of there being any change in the immediate future.

Molasses is still selling freely. Beans and peas are firm. Peas are especially firm, being exceedingly scarce. Reports state that no more first crop teas are obtainable in Japan. Spot stocks are rapidly being cleaned up. Encouraging advices regarding California prunes are being received. Currants and raisins are unchanged. Some Australian raisins are expected in about two weeks.

Pork prices are unchanged this week.

Demand for this article is reported good, but packers are doing more business in hams and bacon. Butter is firmer, though prices have not changed. Eggs are higher this week.

French pastes, and French cherries are higher. Reports from France state also that peas are in very short supply. Bordeaux and Nantes great growing centres, will contribute nothing to the supply this year.

SUGAR.—Business in sugar continues very satisfactory, orders being frequent and large, with the advancing of the preserving season. The market rules steady with little prospect of a change.

Granulated, bags	4 55
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 45
" " " 50 lbs	5 55
" " " 25 lbs	5 75
Red Seal, boxes	5 35
Crystal diamonds, bbls	5 35
" " 100 lb. boxes	5 45
" " 50 lb. "	5 55
" " 25 lb. "	5 75
" " 5 lb. cartons	5 37½
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bags	4 15

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES.—Molasses is still an interesting item in grocery orders, demand continuing strong. Prices are firm. Corn syrups are selling as well as usual.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 22	0 35½
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03½
" ½-bbls	....	0 03¾
" ¼-bbls	....	0 03⅞
" 38½-lb. pails	....	1 75
" 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
" 5-lb. " 1 doz. "	....	2 75
" 10-lb. " ½ doz. "	....	2 65
" 20-lb. " ¼ doz. "	....	2 60

TEA.—No more first crop teas are now obtainable in Japan, while it is impossible to match certain grades of second growth. Locally, stocks are not by any means large, and are rapidly being cleaned up. The primary market is reported as quite firm, hoped-for weakness not having materialized. Some advices continue to comment upon the rather poorer quality of second crop tea, as compared with 1908 second crop.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE.—A fair business is being transacted at unchanged prices.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS.—California prunes are reported as looking fine. In some sections quantities are dropping from the trees, but, on the whole, the outlook is favorable. The quality is reported as being particularly excellent, while the size is above the average, in some districts the prunes running 20-30 to the pound. Of course, a great deal may happen between now and shipping time, in October. Other California fruits are slightly firmer, if anything. There are no new advices regarding crops. Currants are unchanged while there have been no developments in the Valencia raisin situation.

Currants, fine filiatras, per lb	0 06	0 07
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb	....	0 05
Evaporated Fruits, California—		
Apricots, per lb	0 12	0 15
Peaches, "	0 11	0 13
Pears, "	....	0 13
Prunes—	per lb.	
Prunes, 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 07½	0 08
" " " 90-100s	....	0 07
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
California, choice seeded, 1-lb. pkgs	0 07½	0 08½
" fancy seeded, 1-lb. pkgs	0 08	0 09
" loose muscatels, 3-crown, per lb	0 08	0 09
" " 4-crown, per lb	0 09	0 10
Valencia, fine off stalk, per lb	0 04½	0 05
" select, per lb	0 05	0 05½
" 4-crown layers, per lb	0 05¼	0 06

RICE AND TAPIOCA.—Reports from primary markets state that a firmer feeling prevails, though no actual advances sufficient to influence the local situation have occurred to date. Sales are not numerous. Rice is rather dull at the moment.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 86
" " pockets, 25 pounds	2 96
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

SPICES.—There have not been any special developments in the situation since last week.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS.—Beans continue very strong, with sales not very heavy, but at good figures when made. Peas are no more plentiful than they have been, and are becoming firmer each week.

Austrian beans, bushel	2 25	2 30
Ontario prime pea beans, bushel	2 40	2 50
Peas, boiling, bushel	1 50	1 60

EVAPORATED APPLES.—But few sales are reported for this line these days. Prices remain as quoted a week ago.

Evaporated apples, prime	0 07	0 07½

MAPLE PRODUCTS.—Nominal prices still rule.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL.—Still lower prices are being quoted on canned goods this week by some of the wholesalers, while other jobbers continue to refrain from booking orders at given price. On the whole the situation is even more complex than it has been since 1909 pack was first quoted. The retailer does not know where he stands, nor can he figure out how he should proceed. Following are prices quoted by some jobbers:

Beans, doz	$ .72½	$ .80
Corn, doz	.72½	.80
Peas, doz (according to grade)	.72½	1.40
Tomatoes, doz. (Ontario and Quebec)	.75	.82½
Strawberries, doz	1.32½	1.37½

It will be noticed that strawberries are commanding more money this week. Some of the independent packers are reported as having booked orders direct with the retail trade at figures indentical with those they have asked of the wholesalers, who have bought thousands of cases.

New salmon prices are quoted by jobbers this week as follows:

Humpbacks, doz.	$ .95	$1.00
Cohoes, doz	1.35	1.40
Red Spring, doz.	1.50	1.55
Red Sockeye, doz.	1.55	1.65

A couple of staple brands are not yet quoted, for the reason that the packers have not furnished wholesalers with their lists yet, but it is generally understood that figures will run about 20c dozen less than 1908.

TORONTO.—Canned goods are at a complete standstill. Canners have almost entirely withdrawn from the market, refusing to sell at present prices. Further than this there is nothing special to report. There are, however, very unfavorable reports from British Columbia in reference to canned salmon. The catch so far is very disappointing and far below the expectations. According to this it might be good business for retailers to make some purchases.

FRUITS.

	Per doz. Group 1.	Per doz. Group 2.
Apples, 3's standard	$1.00	$ .95
" 3's preserved	1.45	1.40
" gals, standard	2.55	2.50
" gals, preserved	4.00	3.95
Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals, standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals		6.50
" red, pitted, gals		8.00
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, pavd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.55	7.50
Currants, red, 2's, heavy syrup	195	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard		5.00
" red, gals, solid pack		7.00
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard		5.25
" black, gals, solid pack		8.00
Plums, Damson, 2's, light syrup	1.00	.95
" Damson, 3's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2½'s, heavy syrup	1.80	1.75
" Damson, 3's, heavy syrup	1.90	1.85
" Damson, gals, standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup	1.45	1.40
" Lombard, 2's, heavy syrup	1.20	1.15
" Lombard, 2½'s, heavy syrup	1.85	1.80
" Lombard, 3's, heavy syrup	1.95	1.90
" Lombard, gals, standard	3.05	3.00
" Green Gage, 2's, light syrup	1.40	1.35
" Green Gage, 2's, heavy syrup	1.55	1.50
" Green Gage, 2½'s, hvy. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals, standard	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2½'s, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals, preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.05	7.00
" gals, solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	7.05	7.00
" red, gals, solid pack	9.80	9.75
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	7.05	7.00
" black, gals, solid pack	9.80	9.75
Peaches, yellow, 1½'s, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2½'s	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2½'s	2.55	2.50
" white, 3's	2.80	2.75
" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals.	(add 5 p.c.)	
Pears, 2's, Flemish Beauty	1.70	1.65
" 2½'s, Flemish Beauty	2.00	1.95
" 3's, Flemish Beauty	2.15	2.10
" 2's, Bartletts	1.90	1.85
" 2½'s, Bartletts	2.20	2.15
" 3's, Bartletts	2.35	2.30
" pie, not peeled, 3's	1.30	1.25
" pie, peeled, gals	4.05	4.00
" pie, not peeled, gals	3.55	3.50
" 2's, light syrup, "Globe"		1.25
" 3's, light syrup		1.85
Gooseberries, 2's, heavy syrup	2.15	2.10
" 2's, preserved	2.40	2.35
" gals, standard		6.00
" gals, solid pack		8.00
Pineapple, 2's, sliced	1.95	1.90
" 2's, do. grated	1.95	1.90
" 2½'s, do, whole	2.45	2.40

VEGETABLES.

Corn, 2's	.90	.85
Corn on Cob, gals		4.50
Peas, No. 1 extra fine, sifted, 1's	1.12½	1.07½
" No. 4 standards, 2's	.82½	.77½
" No. 3 Early June, 2's	.87½	.82½
" No. 2 Sweet Wrinkle, 2's	.97½	.92½
" No. 1 extra fine, sifted, 2's	1.42½	1.37½
" No. 4, gals	3.77½	3.72½
Tomatoes, 2's	90	.85
" 3's	1.00	.95
" gals	3.30	3.25
Beans, golden wax, midget, 2's Auto	1.25	
" golden wax, midget, 2's	.90	.85
" golden wax midget, 3's	1.40	1.35
" golden wax, midget, gals	4.05	4.00
" Refugee or Valentine (green)	.90	.85
" " " "	1.40	1.35
" Refugee, midget, "Auto", 2's	1.25	
" Crystal wax, 2's	1.00	.95
" Red Kidney, 2's	1.00	.95
" Lima, 2's	1.30	1.25
Pumpkin, 3's	.85	.80
" gals	2.80	2.75
Table Spinach, 2's	1.30	1.25
" 3's	1.85	1.80
" gals	5.05	5.00
Succotash, 2's	1.20	1.15
Squash, 3's	1.15	1.10
" gals	3.55	3.50
Carrots, 2's	1.00	.95
" 3's	1.10	1.05
Cabbage, 3's	.95	.90
Cauliflower, 2's	1.50	1.45
" 3's	1.90	1.85
Parsnips, 2's	1.00	.95
" 3's	1.10	1.05
Turnips, 3's	1.00	.95
Beets, sliced, br, "Simcoe," 2's		.95
" sliced, br, "Simcoe," 2's		.95
" whole, br, "Simcoe," 2's		.95
" whole, br, "Rosebud," 2's		1.15
" sliced, br, "Simcoe," 3's		1.25
" whole, br, "Simcoe," 3's		1.25
" whole, br, "Rosebud," 3's		1.40

ONTARIO MARKETS

Toronto, July 22, 1909.

The wholesale trade this week is unusually quiet. With the exception of sugar, orders are very light. Retail grocers seem to have picnics and holidays on their minds, and the farmers are too busy on their farms to do much buying. With the splendid reports of the crops all over, the wholesale men look to great things in the fall. "Prospects were never better," one of them remarked, "and everything is lovely." Prices are practically unchanged, though beans are up another 25 cents.

SUGAR—In spite of the enormous demand for sugar to take care of the abundance of our fruit crop, it should be satisfactory to know that prices have remained unshaken so long. The general opinion prevails that prices fluctuate according to the opportunity to sell. Prices continue the same with even a weaker feeling.

St. Lawrence "Crystal Diamonds," barrels	5 45
" " " ½ barrels	5 55
" " " 100 lb. boxes	5 65
" " " 50 lb. boxes	5 75
" " " 25 lb. boxes	5 95
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
" in 25-lb. "	5 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 30
Redpath extra granulated	4 70
Imperial granulated	4 30
Acadia granulated (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence golden, bbls.	4 30
Bright yellow	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—Quotations remain the same this week. Market is very quiet, with little demand, which is usually the case at this season of the year.

Syrups		
Medium, corn	0 30	0 35
Bright, corn	0 40	0 45
		Per case.
2 lb. tins, 2 doz. in case		2 50
5 " " "		2 85
10 " ½ " "		2 75
20 " ¼ " "		2 70
Barrels		0 03½
Half barrels		0 03½
Quarter "		0 03½
Pails, 38½ lbs. each		1 80
" 25 " "		1 30
Maple Syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 00
Molasses		
New Orleans, medium	0 31	0 33
" bbls.	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 62

TEA.—Dealers report business as A1, with good demand and a firm feeling. Even the warm weather has no ill effects on its sale. Speculators, who, in expectation of the American tariff, bought enormous quantities of tea are

beginning to unload, having lost hope of the duty coming their way.

COFFEE—The coffee market is exceptionally quiet. Immense quantities are held by American speculators who are looking, but likely in vain, for the tariff to do something for them.

Rio, roasted	0 13	0 14
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green, roasted	0 11	0 12

DRIED FRUIT—With fresh fruit galore, there is still a good turn over of dried fruit, especially prunes. Dates are half a cent higher. No other changes are noticed this week.

	Per lb.
Prunes—	
30 to 40, in 25-lb. boxes	0 10½
40 to 50 " "	0 09
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06
Same fruit in 50-lb. boxes ¼ cent less.	
Apricots—	
Standard	0 13½
Choice, 25 lb boxes	0 14½
Fancy, " "	0 15

Candied and Drained Peels—
Lemon 0 10 0 11 Citron 0 17 0 20
Orange 0 10½ 0 12

Figs—			
Elemes, per lb	0 08	0 10	
Tapnets, "	0 03½	0 04	
Bag figs	0 03½	0 04	
Dried peaches	0 08	0 08½	
Dried apples		0 07½	
Currants—			
Fine Filiatras	0 06½	0 07	Vostizzas 0 08½ 0 09
Patras	0 08	0 08½	
Uncleaned ½c less.			
Raisins—			
Sultana		0 07½	0 09
" fancy		0 11	0 12½
" extra fancy		0 14	0 15
Valencias		0 05½	0 05½
Seeded, 1 lb packets, fancy			0 08
" 16 oz. packets, choice			0 08
" 12 oz. " "			0 07
Dates—			
Hallowees 0 05½		Fards choicest	0 08
Sairs 0 05		" choice	0 07½

NUTS—There is considerable call for shelled almonds which sell at 35 cents a pound. All other lines are almost neglected, with no other price changes.

Almonds, Formigetta		0 12½
" Tarragona		0 13
" shelled	0 33	0 35
Walnuts, Grenoble		0 14
" Bordeaux		0 11
" Marbots		0 12
" shelled		0 26
Filberts		0 12
Pecans	0 16	0 18
Brazils		0 15
Peanuts	0 10	0 12

SPICES—Orders for spices are beginning to come in, but on the whole business is slow and dull. Pepper is firm with a slight advance.

Peppers, black, pure	0 14	0 20
" white, pure	20	0 25
" whole, black		0 16
" whole, white		0 23
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25

RICE AND TAPIOCA—There is very little doing in these lines, and prices are slightly easier on some lines.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 07½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½

BEANS—Beans are very scarce, and another 25c a bushel higher, being now quoted at $2.50 a bushel.

TOO MUCH AVERAGE MAN.

Did you ever look through a magnifying glass? Things look larger than they really are, don't they? Did you ever come to work in the morning and find work piled around your machine so you didn't know where to start? Or around your desk? You felt like sitting back and letting things take care of themselves, but it you start at one thing finished it and then started at the next and so on, what a difference it makes. The trouble is some people will not start. They are forever gazing at a molehill through a magnifying glass. The man who is above the average is the man who does things. They never acknowledge defeat. They never give up. The quitter is a failure. This is the law of life. The man who lets his work conquor him is a quitter.

There are men who have surprised their employers by a change of method, which is due to putting into practice things they have learned by keeping their eyes open. The merchant, traveler or clerk who gets in a rut will be numbered among the average men. You cannot change your course if you are in a rut; it allows no development or expansion. Progress requires changes occasionally. A "good enough" method isn't "good enough." What everyone wants is the best. You cannot develop a man with one food; neither can a man be a hundred point man by walking in a rut. If something works well, try again. You will find something that will work better. The whole development in the mechanical world has been because men who were above the average worked for something better.

The hundred point man may look like all other men or dress like them, or talk like them, but whatever position they hold they are true to their trust, they keep their word and are true to their company. Do your work and do it well. There are too many self-satisfied average men. Aim to be more than the average; be a one hundred point man.

PRACTICAL ADVICE

If the trade is rather backward
In the store;
Get a move on very sudden;
Ope your door.
If the goods are slow in moving
Shove them out;
Make a noise so all can hear you,
Loudly shout.
Wake the echoes of your section
With your cries!
Wake the sluggard buying public
Advertise!
Merchants who are slow in motion
Must discard that fogy notion
Give to business all devotion—
Advertise!

PERSONAL NOTES.

J. Stanley Cook, secretary of the Dominion Wholesale Grocers' Exchange, has returned from Victoria, where the annual convention was held.

A. B. Bourne, general merchant, Grimsby, Ont., is the successor to A. F. Hawke. Mr. Bourne was formerly in business there. He has now a large store and reports business good and prospects excellent.

A wedding of interest to the wholesale trade was that of James Melville Lobb, representing Carter, Macey & Co.'s teas, in Toronto. He was married on July 14th to Miss Una Anson-Cartwright, eldest daughter of Mr. and Mrs. H. Anson-Cartwright, Toronto. The wedding was solemnized by Rev. Canon Spragge, in St. Peter's church, Cobourg.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

J. W. Falconer, of Poulton & Noel, Ltd., London, Eng., was in Montreal last week in the interests of his firm, and while there appointed Rose & Laflamme, Ltd., agents for the company. The latter will now be able to supply the trade with Poulton & Noel's table delicacies from spot stocks.

Frank O. Creed, representing the F. F. Dalley Co., Ltd., was a recent caller at the London office of The Canadian Grocer. Mr. Creed is the continental representative of the Dalley Co., and had made a hurried trip from Barcelona to London to meet Mr. Dalley. Reports indicate good sales of the Dalley blackings amongst the continental houses.

The McCaskey Register Company was organized in 1903, with a capital stock of $30,000. In June, 1909, it was $1,000,000. In the last twelve months they used nearly 1,900 tons (3,800,000 lbs.) of paper, 60 cars of lumber, 16 cars of refined sheet steel, 23 tons of aluminum castings, and about 25 tons of brass spring wire.

J. W. Lefebvre is now representing in Montreal and the east, Jas. D. McLaurin, New York, manufacturer of "I Bite, I Stick" bull dog sealers. These sealers are used for binding parcels, instead of the regulation twine and are obtainable in all colors and widths. The sealer is considered one of the latest things in modern time-saving and economical devices, and "J. W." says he is selling any quantity.

AGENCY WANTED

TRAVELER, grocery, working Montreal, would treat with good house for side line. Small salary and commission. Box 702, CANADIAN GROCER, Montreal. (29p)

A Traveler's Idea on the Handling of Tea

How Flavor Becomes Lost In The Retail Store—Foreign Odors Deteriorates It—Lead or Tin Lined Canisters Preferable To Wooden Boxes—Careful Attention Increases Sales.

Travelers whose itineraries extend out through country districts are in a position to measure up the values of the various business methods of many retail merchants. They observe the up-to-date methods of the grocer who takes pains with his stock and its arrangement and they see the slovenly ways of others who are indifferent about the situation of their coal-oil tank, their butter, cheese and tea.

In respect to the latter commodity a tea traveller gives some valuable advice on how tea should be cared for in the store.

"Tea is so susceptible to odors that it very often loses its flavor before it reaches the customer," he said, "and every grocer should try to give the best value for the money. I have known tea to taste of coal-oil and to smell of lemon and the cause was simply the carelessness of the merchant.

"Bulk tea should be kept in cannisters lined with lead or tin in order that its flavor may be maintained as long as possible. Unless this is done the fact that it so easily absorbs the odor of a near-by substance, tea will often be allowed to leave the store with a foreign flavor.

"That, I believe, is the reason why customers are so hard to satisfy sometimes. You often hear one say that 'the last I got was not as good as usual,' and this should make the grocer think out the reason why Probably the tea had remained in paper bags so long that it had lost its natural odor and flavor; or it may have been affected by other things in the store.

Better Methods Being Used.

"I would advise grocers who sell tea to be careful how they handle it if they desire to increase their sales. It should not be exposed to the air only when a sale has been made. If a box of tea is left open during a night the quality cannot but deteriorate. The reason why lead or tin lined canisters is preferable is because tea rapidly takes on a woody flavor if left next to a wooden box. When lead or tin is used there is less likelihood of the flavor vanishing. In fact it is maintained that with such lining the flavor can be kept practically perfect for months."

The commercial-man further stated that he had noticed a vast change towards correct methods in recent years. Merchants are now as susceptible to newer and better methods as the tea is to take in other flavors. He finds them willing to learn and he often calls their attention to how, in his opinion, tea should be kept.

The same principles apply to many other articles in the store. Onions and butter do not make a good combination while coal-oil should be kept away from almost every foodstuff. As the traveler points out, a little care in this regard will profit a merchant. Perhaps the profit may not come directly but if the good-will of the store is enhanced it will bring indirect results which may eventually mean much to that merchant.

The Grocer's Encyclopedia From Week to Week

Increase In Canadian Consumption of the Cantaloupe—Where It Originated and where Our Sipply Comes From—How To Make Sure a Cantaloupe or Other Melon Has Ripened On The Vine.

CANTALOUPES.—A variety of melon which is now working its way rapidly onto the market is the cantaloupe. In the early part of the summer season it is imported into Canada from the southern states beginning at California and followed up by the Georgia fruit.

The original home of the cantaloupe is Cantalupo in Italy from which it derives its name. It is described as a small, round variety of muskmelon, globular in shape, and ribbed, of pale green or yellow color. It has a delicate flavor which makes it quite palatable and it is used principally as a breakfast food and for dessert.

The cantaloupe, like other melons, grows on vines practically in the same way as the musk-melon. It is only recently since it first began to enter Canada by the car-load and the quantity coming is increasing steadily from year to year.

Cantaloupes grow in various shades and with a variety of rinds. We have the round and oblong, plain and netted, scarlet and orange; some smooth some warty and others cracked in a net-like manner.

Often the young and delicate fruits are pickled in their rinds by using salt and vinegar or preserved with sugar and spices.

When ripe the fruit is eaten raw often with salt, sugar or pepper and particularly in hot weather.

When A Melon Is Ripe.

Law's Grocer's Manual gives some information on how to tell when a cantaloupe or other melon is ripe. The rinds, when the melons are left on the vines to maturity generally become hard and yellow and the pulp brittle. When, under pressure you can hear the inside crack or give way it may be regarded as a sure sign that it is ripe and has matured well on the vine.

If the melon remains on the ground until properly matured the side on the ground will be found to have changed from a white to a pale yellow and upon close examination numerous small pimples will be noticed on the surface particularly on the outer edge. These pimples never appear on those that are not ripe or have been prematurely pulled.

Sometimes the desirable pale yellow color is produced prematurely by turning this part of the melon to the sun for a day or two, but the yellow thus produced is of a much deeper shade. This in connection with the absence of pimples will readily tell the experienced eye how the color was produced.

If the skin will readily peel leaving a hard shelly appearance it is a good sign that the melon is ripe and also if it has a dull brown appearance. The whole of these signs are not always seen at the same time but the presence of any one is sufficient to indicate the ripeness of a melon.

SALMON RUN DELAYED.

Toronto, July 21.—According to a telegram received from Vancouver the delay in the arrival of the sockeye salmon on the Fraser river is causing anxiety. In four recent days only three or four hundred sockeyes were taken in the traps on the sound. Should another week go by without th sockeyes reaching the river in numbers there will be fears that the expected big pack will not materialize. The members of the British Columbia Canneries Ass'n. held a meeting a week ago, for the purpose of discussing the demand for higher prices for sockeye salmon made by the white and Japanese fishermen, but the decision has not as yet been made public.

When many flies come through the windows, customers leave by the score.



THE OLD RELIABLE

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Absolutely Pure.

No Grocer can afford to be without a full stock of ROYAL BAKING POWDER

THERE IS NO SUBSTITUTE

This is Your Wheel

You can have it free of cost by doing a little easy work for us among your acquaintances in your spare time.

MODEL 88 **IMPERIAL**



It is a first-class wheel made for us by The Canada Cycle and Motor Co., of Toronto, and will give you excellent service. Here is a table showing the regular sizes of the various parts, with the other sizes that may be had instead, if desired:—

	Regular	Option
Frame	22-inch	20, 24 and 26-inch
Finish	Black	
Chain	3-16 inch. Block.	
Gear	77	72, 80, 87.
Handle-bar	No. 20, Adjustable.	

	Regular	Option
Pedals	Rubber 3¾-inch	3¾-inch or 4½-inch Rat Trap.
Cranks	7-inch.	
Saddle	No. 15	No. 14, 11, 17.
Tires	1¾-inch Dunlop	1 5-8-inch Dunlop or Hartford single tube
Wheels	28-inch, with striped rims.	

To Get this Wheel

absolutely free of cost, send us in 32 Paid-in-Advance yearly subscriptions to the **BUSY MAN'S MAGAZINE** (2 six-months or 4 three-months subscriptions count as one yearly subscription). You will find it an easy matter to get these subscriptions with surprisingly little canvassing as the Busy Man's Magazine is very attractive and interesting. Try it!

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This bicycle offer is an excellent opportunity for your boy to acquire some training in the art of salesmanship. Send him out to procure the 32 subscriptions with the bicycle as his reward. He will enjoy the work; it will help rouse his enthusiasm for a business career; and it will put him in possession of a splendid bicycle that will be useful in your business as well as affording the boy a lot of pleasant, healthy exercise.

Fill out this Coupon and Mail it to us To-day.

The Busy Man's Magazine,
10 Front Street East,
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Gentlemen:— I would like to win one of the Imperial Bicyles you offer for 32 new, paid-in-advance subscriptions to Busy Man's. Please send me sample copy and order book, and I will do my best to win. I agree to report progress once a week.

Name .....

Street .....

Place .....

Store Equipment and Business Methods of Grocers

Importance Attached to Up-to-Date Store Fixtures—Good Use of Store Mottoes In London Grocery—Educating Customers to Mid-Week Half-Holiday by Kitchen Signs — Watching the Dead-Beats and Collecting Accounts.

Fernie, B.C., July 19.—Those merchants who recognize the necessity of catering to the aesthetic desires of customers, who appreciate the beautiful, as well as catering to them from the standpoint of service, have the better chance in the retail arena.

There are certain customers who regard cleanliness and attractiveness in the grocery above service and prices. When they enter a store for goods for use in the home, they want to see surroundings in keeping with the character and order of their homes. Where service and attractiveness are combined, that store has something more than a fighting chance.



An Interior View of the Grocery Store of W. J. Blundell, Fernie, B.C.

These are among the sentiments of W. J. Blundell, of Fernie. He looks well to cleanliness, equipment and beauty in the interior of his grocery.

The casual observer cannot fail to be impressed with these conditions and the Blundell store has reason to appreciate them. The bin-fixtures are of modern type; the shelving is finished in handsome style; show-cases are used for displaying bottled goods; china, crockery and glassware are shown in wall racks and the store is well lighted, and always kept clean. That these are valuable assets to any retail store cannot be denied.

BUNGALOW STORE FRONT.

Marmora, Ont., July 21.—Reconstructed on modern principles, since the fire, more than a year ago, the general store of Gladney, McDonnell & Co., has been launched out on a new career. The re-opening took place a few months ago, the men at the helm being. J. A. McDonnell and E. M. Gladney. The former conducted the business alone for 6 years prior to the fire, having bought out the late W. E. Gladney with whom he was a partner.

The store front presents a fine appearance. The plate glass windows are wide and low, in bungalow style. The door is set far back, giving the windows ample depth. The interior is finished in white, which forms a fine background for window display. Above the plate windows, running full across the store, are deep prism lights, which light the whole store splendidly even on darkest days. The main floor, besides being ample in size, is fitted out in convenient style, with low, deep shelving, sanitary counters, silent salesmen, tables and cabinets. Of course, the stock being comparatively new adds further to the handsome appearance of the interior. The office is at the rear and forms a landing at top of the first flight of stairs, yet it is low enough to give a commanding view of the store below.

Another new feature and the first introduction of it in Marmora is the cash carrier system. There are four stations which make it convenient for the whole staff of clerks.

The second floor is also well lighted. It is used for clothing, wall paper, carpets and general surplus stock. For lighting an acetylene plant has been installed. Mr. McDonnell is one of the men of Marmora who has always taken an important part in the general welfare of the town, and his public-spirit has won him many friends.

A LONDON BUSINESS GETTER.

London, Ont., July 20.—Among the younger generation of grocers in the Forest City is Harry Ranahan. He is also one of the progressive members of the trade, and gets business because he gets after it. Besides being treasurer of the Retail Grocers' Association, he is a valued member when there is other work to be done.

The Ranahan store as may be seen by the accompanying cut, is carried on systematically. Among the features are store mottoes that hang on either side. On these may be seen in attractive lettering: "Promptness of Delivery Guaranteed"; "Your Phone Orders have our Constant Care"; "You will Always Find Something Worth Considering in This Store," "If you Don't See What You Want, Ask for it," etc.

The interior equipment includes clean and attractive counters and show-cases while the comfort of customers is looked after by the provision of several chairs.

A great deal of business is done by telephone, and these orders are given the best attention.

PARTICULAR ABOUT TRADE.

St. Catharines, July 21.—"One might better do a smaller business than sell to people who are indifferent about paying," was a statement made to The Grocer by H. E. Cudney, manager of Andrew Foster's grocery store.

"We stick as closely to cash as possible," he said, "and we look carefully after those who pay the first, second and third times and then ask for credit."

By close attention to this phase of the business, the Foster store has lost little in the last six years on account

of poor pays. Farm trade is catered to and a large portion of the business is done with farmers.

The ordinary order book is used in this store, the items being transferred onto the account slip with the balance carried over as well, so that the exact amount owing by any customer can be obtained in a moment. A duplicate is sent out at the proper time—weekly or monthly as the case may be—and when the account is paid the original is discarded.

SIGNS IN CUSTOMERS' KITCHENS.

St. Catharines, July 21. — Strict on closing and early closing at that, is a method of F. Wilson, one of the leading grocers of this city. The key turns in the door during the week at six o'clock sharp; on Saturday night at nine o'clock, and on Wednesday afternoons the store is closed.

"Have I any trouble with my customers? No; I got out a small card, cut out of card-board, and had the sign, "Remember early closing Wednesday afternoon." This I arranged to have tacked up in the kitchen of every customer so that they know exactly where they are at," explained Mr. Wilson. "No, we haven't had a bit of trouble on that account."

A new feature in the Wilson store, not noticed very often in a grocery is the presence of electric fans. These are placed there, not exactly for keeping things cool, but to circulate the air. They are kept going winter and summer.

Mr. Wilson does not believe in canvassing for orders.



Store Mottoes Among the Features in Harry Ranahan's Store, London, Ont.

A THING OF BEAUTY.

Palmerston, Ont., July 19.—As an example of decorative art in the grocery store, the establishment of George Nahrgang, Palmerston stands in the front rank. It is only a few months ago since it was over-hauled and remodelled into one of the finest grocery stores in the province.

A newspaper enthusiast in describing this store wrote the following words:—There is a charm and beauty to the whole establishment which captivates and beguiles the heart. Like the graceful desert mirage the vision breaks with the greatest pleasure upon the mind and heart of the beholder, but unlike the mirage it proves an actual living reality —"a thing of beauty and a joy forever." This store conclusively proves what a clever, capable business head can accomplish and sets the pace for the mercantile interests of the town.

While this in the "early stages" may be somewhat overdone, it has a truthful vein all the way through. The relief work on the cove, moulding and frieze finished in gold, gives the metallic ceiling a fine appearance. The graining throughout the store adds greatly to its attractiveness. Elaborate furnishings—of solid oak—including shelving, glass front display bins glass biscuit cases, combination silent salesmen and display bins, spice cases, with bevelled plate mirrors, are among the features. Meat counters, cash register, computing scales, cheese cutters are also to be found in this store.

Practical experience, fair methods combined with such splendid facilities for doing business is attracting to the Nahrgang store its share of the trade.

THIS GROCER SPREADS OUT.

St. Catharines, July 20.—Among the aggressive business men in this city is Geo. B. Darker. He has a splendid bright grocery on the main street and on the 4th of June last, took over the business formerly carried on by E. Gander, in another part of the business section. He is the only grocer with two stores here, and his progress will be followed with interest. He is also a recruit so far as the grocery business in St. Catharines is concerned, as he has only occupied the former store a few months.

Mr. Darker supervises both businesses, and of course does the buying for both.

WHY NOT FLETCHERIZE.

Once a man with poor digestion
Ate some cork and carpet tacks,
Ate two lobsters without question,
Ate some tripe and sealing wax;
Ate of pickles by the quart, sir;
Ate of crabs an even score,
And when all supplies ran short, sir,
Still was clamorous for more.
Did it hurt him? No, it cured him;
You may do as he did, too;
Mr. Fletcher had assured him
Of the virtue in a chew.
Chew the oysters, chew the chowder,
Chew the fish and chew the meat.
Chew the smallest crumb to powder,
Chew up everything you eat;
Chew boiled rice and chew the curry,
Chew the pudding, chew the sauce,
Chew them slowly, never hurry;
Chew, for time is only dross.
Chewing's good for what may ail you;
Cures rheumatics, cures the gout;
Chew, and health will never fail you
While your jaws and teeth hold out.

—Philadelphia Ledger.

BRINGS BACK PLEASANT MEMORIES.

The Toronto office of The Grocer is in receipt of a letter from an old friend, who a few years ago made his headquarters in the Ontario capital and who was one of the merry army of knights of the grip accustomed to "take to the country" every Monday morning. He encloses a card addressed to the Editor of The Canadian Grocer which he has carried for nearly three years—a luck-card we believe it was—all of which he explains in the following letter written when in a reminiscent mood:

"Looking through my grip I found the enclosed card which I have carried since leaving Toronto, over two years ago, and which set me thinking. I was then with Red Rose Tea but have since traveled through Maine for Union Blend Tea. I have also a number of copies of The Grocer with my children's photos at home. Maine has been good to me but it has not smothered up some memories of Toronto which I hope to see again and take another run out on the 7.30 Monday morning.

Success to The Grocer and staff.

W. T. CHAPMAN."

Bangor, Maine

Disadvantages of Carrying Poor Assortments

Western Canada Minister Compelled To Send To Mail Order House Because Home Merchants Could Not Fill His Order—Not Enough Specializing Done—Prospects For Crops Bright In Prairie Provinces.

By John McDowell.

The country surrounding Dauphin, Gilbert Plains and Grandview is one of the best in the Great West. Its industries are a nice combination. Lots of the richest and most productive farm land under the sun, and the timber of this district is famous all over the Dominion. The farmyard and the saw mill are the twin institutions of this locality.

Your correspondent has been making firsthand investigations for The Canadian Grocer as to crop prospects for 1909. Everything looks better than it did a year ago, and yet it still hangs in the balance whether there is going to be a good harvest or not. Prospects may continue bright for weeks and months and all at once—in a night all the fair outlook may be overcast.

Experience teaches, and one of the results of this uncertainty is the growing inclination of farmers right along this line, to turn to barley and oats instead of or as well as wheat, these being safer cereals as a rule. The prices for oats has been an additional encouragement for them. Prospects? Well they are splendid and if the frost keeps away long enough we will have one of the best seasons that ever smiled on the West.

Cultivating Strawberries.

I am not a prophet but I will venture one prediction and that is that in 10 years there will be a new industry in this locality fighting for the first place ahead of lumbering and a head of farming—I refer to fruit growing. The writer gathered some beautiful wild strawberries and on making inquiries as to why the domesticated variety could not be grown, was informed by Boniface that they are grown in increasing quantities. He said he was buying them in pailfuls from one of his neighbors.

We saw gooseberries and currants—magnificent crops in a number of places round here in sheltered gardens.

While there are risks connected with fruit growing in a climate like this yet when we think of the market for it in these growing prairie towns and the prices obtainable for it surely we may expect that in ten years we will be shipping strawberries to Winnipeg.

In these country towns there are few business houses confined to trading in one line of goods. They are mostly general stores where a little of everything is carried and not a big stock of anything. Calico and marmalade, shoes and maple syrup, nails and coffee in promiscuous variety are found under one roof and within the narrow compass of a store 30 x 12. It has its advantages in a village just beginning to have a big range of different items but as towns grow the dealers ought to specialize. In conversation with the minister of one of the churches in a town in the northwest he said: "There are four stores in this town selling boots and not one of them could fit my little boy with a pair of shoes; they have so many different lines of merchandise that they cannot afford to carry a full line of anything. I must send to Eaton's for the shoes."

If there is one thing more than another that is noticeable in hundreds of our general stores in the west it is the way little bunches of crockery in oddlots and sets are stowed away in a corner not easily discovered by the intending purchaser and seldom dusted by the goal keeper clerk. One is not surprised to hear the remark "Oh I'm going out of the china business, it does not pay." No wonder! would any other line pay if treated in the same way?

Now for an illustration showing the more excellent way. R. Burns, of Grandview, took over recently the business formerly carried on by Swain and Clark. He is a progressive man, is Burns, and is running as fine an up-to-date store as you will see anywhere. He has set apart one side of his upstairs flat for his china business, where he has a well assorted stock of dinner and toilet ware and fancy china. He has it well displayed and it is removed from the dust of the store and street where it does not need so much cleaning. Mr. Burns knows and says that it pays as well as nine out of every ten lines he carries.

Then there is a neighbor of his, Brownridge, who has a beautiful set of bin and shelf fixtures, and they certainly enhance the appearance of his grocery section, which is a model of neatness and cleanliness.

If storekeepers were to grasp this department store idea correctly, keep their different classes of goods tidy and clean, we would not hear so much of the ravages of the mail order "bug". Still one would like to see the grocery business a separate and distinct one from the others, but we do not see it except in a few in the cities. Stores like Dowling's in Brandon are few and far between.

Canadian Trade Changes of Recent Occurrence

Grocers Who Have Given up Business and New Beginners—Deaths in the Trade—Assignments and Sales.

Ontario.

Jule Brown, general merchant, Ahmic Harbor, Ont., sustained loss from fire recently.

Darwin Pelette, grocer, Chatham, Ont., has sold his business.

Magder & Shieff, general merchants Fort William West, have dissolved, J. Magder continuing.

P. W. Armstrong, general merchant, Jarvis, Ont., has advertised his business for sale.

The St. Thomas Match Co., St. Thomas, has obtained a charter.

Assets of S. A. Boone, grocer, Englehart, Ont., are sold.

G. O. P. Clavet, president of the Marks-Clavet-Dobie Co., grocers and hardware merchants, Port Arthur, is dead.

Jas. A. Farewell, grocer, Toronto, died recently.

John Hicks, grocer and butcher, Toronto, sold by bailiff.

E. Paterson, grocer, Brantford, died recently.

Quebec.

Nadeau & Cie., grocers, Quebec, have registered.

Jas. Brunelle, grocer, St. Pie, Que., has assigned.

M. Bourdon, grocer, Boucherville, Que., has compromised at 20c on the dollar.

J. N. Boisseau, grocer, Quebec, has assigned.

Marsan & Frere, grocers, St. Johns, Que., have dissolved.

Maritime Provinces.

Wilson & Myre, groceries and meats, Halifax, have been closed out by E. & A. Thompson.

Western Canada.

J. E. McGregor, general merchant, Austin, Man., has sold to Geo. Mitchell.

J. C. Callander & Co., general merchant, Hartney, Man., are succeeded by B. S. McEathron.

Alex Zeigler, general merchant, Methven, Man., has sold to M. H. Shields.

Billington & Storey, grocers, Tofield, Alta., have sold to Morton & Adams.

R. H. Waddell, general merchant, Sperling, Man., has sold to T. C. Sparling.

Peturson & Veum, general merchants, Foam Lake, Sask., have sold their Leslie branch to Forster Bros.

D. G. Campbell, grocer, Vancouver, has sold to J. A. Brewis.

J. M. Porter, grocer, Vancouver, has sold to Macaulay Bros.

Daniel Stamper has opened a wholesale grocery, fruit and confectionery business in Moose Jaw.

An Education to Counteract Ordering by Mail

Arguments Merchants May Use To Protect Business In The Home Town—To The Interest Of Consumers To Purchase From Stores In Their Own Community.

By M. Moyer.

In defending the rights of the retail merchants against the encroachments of the unfair competition of the mail order houses, peddlers, etc. I take the ground that the only possible system to give the needed service to the people all over the world is through the wholesale houses and the retail stores. There is no other system that can give a service so satisfactory and so cheaply. If this is true people are not acting wisely and in their own interests if they support any institution which interferes with this system. That they are, however, doing otherwise to a large extent is only too true, and the question naturally arises "why do they do it?" The answer must be that either the merchants are not giving the desired service, or else the people are influenced and misled through unsound and false representation.

It cannot be admitted that the retail service generally is not adequate, because after all, the large majority of people are served to their satisfaction through the ordinary, regular and natural retail store system. The only reason for supporting these large stores is the belief that goods can be bought cheaper. While some things which are held out as baits, are frequently bought below their regular value, it is quite safe in making the statement, without fear of contradiction that no one, on the whole, has saved any money by supporting the mail-order houses instead of dealing at home. Even if they did buy certain articles a trifle cheaper that does not prove that they have saved anything. There are so many things that have to be considered, in order to arrive at a fair conclusion, and when this is done, and the circumstances are well understood the advantage of dealing away from home entirely disappears.

Proper education alone will save the situation. Honest representation of the facts counteract the incessant advertising of bargains, regardless of the principle of fair dealing between man and man. It is not all profit that appears so on the surface. For instance if a farmer sells a certain quantity of milk and receives $1.00 for it, or he makes that same milk into butter for which he receives only 75c, that does not prove that he made 25c more by selling the milk. A part of the milk in making the butter was turned into pork and again back into the soil as plant food, so that on the whole all things being considered it paid the farmer better to make the butter.

Enhances Property Value.

Dealing at home works out the same way. Even if you did buy a little cheaper by sending your money away from home, you would lose the value of that money from circulating among your people at home in the shape of improving your roads, schools and in increasing the value of your property. A good live town has much to do with the value of all kinds of property, and if the town is allowed to go down, because the people give the cream of their purcheses to the large city stores, the property in the entire neighborhood will suffer.

This, however, is not all. Where is anybody to be found who would like to have the conviences of the local stores taken away from them? Would it be possible for the department stores to give the people the service they need? Are they, in any way, an improvement on the regular retail methods? Certainly not. Is it, then, fair, is it honest, is it decent to expect the local stores to keep full lines of goods in stock for the convenience of the people if they do not give them the necessary support to keep them in a thriving condition? Where is the man or woman who would not feel a certain amount of guilt, and blush in shame to go into the local store for an article he or she needed but for which they would send to the city if they had time.

Would any lady, a resident in any town where her husband is earning her living, boast about doing her shopping in the city if she understood proper and fair trade conditions.

Too Many Bargain Hunters.

The education of our people on trading has been all one sided and the drift of it is for supposed bargains, while the true spirit of trading is lost sight of. If we expect to see our country prosper we must keep our trading conditions in harmony with the best intents of our people. Bargain hunting became respectable and fashionable, but it will only remain so till the people understand the true system of trading. To send money away to mail order houses, to make millionaires and impoverish their own property and interests at home is "penny wise and pound foolish" and it is for the merchants all over the country to see that something is done to counteract the misleading influences, and inaugurate a campaign not only in the interests of the merchants and towns but for the entire community.

ITS ERIN-GO-SNACK.

Those in charge of the Drummers' Snack Club outing on July 30th and 31st, have practically completed their plans. The programmes are now in the hands of the printers and the comedians who are putting on the School-Day Skit are rehearsing regularly. The concert committee have secured the services of Bert Harvey, comedian, and Jack Howard, banjoist. Erin is also preparing for the great day.

W. J. Parks, one of the Toronto travelers for Todhunter, Mitchell & Co., has gone with his wife and family to Windermere, Muskoka for a holiday.



S. T. Nishimura & Co., Montreal, recently renovated their offices and are now in possession of up-to-date quarters on St. Francois Xavier Street. The reproduction herewith of a photograph of one section of the office gives one an idea as to its convenience. At the left will be noticed the regulation revolving tea table, behind which are seen T. Kusanobu, Mr. Nishimura's manager, who is sampling tea, and beside him W. H. Halford, who is watching, with a great deal of interest, the testing process. John A. Moir, one of best known brokers in eastern Canada, is sitting in a chair critically examining some Japan tea. A section of the shelves used for keeping samples is seen behind Mr. Moir. The bookkeeping and business section of the office is not shown.

ACREAGE UNDER CROP
IN MANITOBA, ALBERTA AND SASKATCHEWAN

	1908	1909	Increase
Wheat	6,871,836 acres	7,137,500 acres	3.8 %
Oats	2,250,383 "	2,627,600 "	16.8 %
Barley	965,882 "	1,009,000 "	4.5 %
Flax	324,177 "	336,830 "	3.9 %

Look what this means to YOU!

These figures tell their own convincing story of the progress and expansion of the West. Do you not want to

SHARE IN THIS PROSPERITY?

The opportunity of doing business in the unrivalled West during the coming months was never as inviting and favorable as it is to-day.

WE WILL REPRESENT YOU, introduce, place and handle your goods in this great country. The field is not glutted and we have the experience, the insight, the facilities, the business ability and the connection.

——Consult us at once about your proposition.——

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Calgary Winnipeg Edmonton

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



Royal Quality

Our polishes are what the name implies—of Royal Quality. You can safely recommend them to the housewife as absolutely the best Metal Polishes on the market.

Prices from

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

The Name

GUNNS

Stands for

QUALITY

in

PORK PRODUCTS
COOKED MEATS
BEEF

"EASIFIRST" SHORTENING
ETC.

Our business is being built up—away up—on

QUALITY

GUNNS LIMITED PACKERS TORONTO

There is no Danger

in buying goods from us. Every animal is inspected before we get it and all goods bear the mark of

GOVERNMENT INSPECTION

before we send them out.

F. W. Fearman Co.
LIMITED

Pork and Beef Packers,

HAMILTON, ONT.

Every

TRURO QUALITY BRAND

Man, Woman and Child in Canada

Knows

REINDEER

It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs.
Made under Government inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

Hog Prices Still Climbing—Interest Centring on Report of Commission to Denmark—Butter Situation Improving — Less Coloring Being Used in Cheese.

It was supposed that the highest point in the price of hogs had been reached months ago, but lately it has been pushed up higher from week to week until now it has reached $8.00 per 100 lb. live weight f.o.b. at country points. Montreal markets are still higher. Buyers are so keen to get hogs that they buy up everything in sight, giving the farmers no chance to get any quantity ahead. It was suggested not long ago, that buyers should not be allowed to buy more than a certain percentage of the female hogs for a certain length of time. This might at first glance look unreasonable, but at the same time it would greatly help the hog situation. In the meantime interest will centre on what the commission to Denmark will bring forth.

The butter situation has much improved through the recent rains, which have wonderfully helped the pasture, and, consequently, the production of butter.

Since the decline of ¼ to ½ cent on cheese, a great many factories have effected sales. Buyers felt all along that prices were too high compared with the English market, to take chances. To effect sales, which some factories had to do, a slight drop took place and business resulted. A noticeable feature in cheese, is the fact that a large percentage of that product, especially in the eastern parts, is made without coloring. This looks like a move in the right direction, and people may learn that the yellow color in cheese is artificial and not, as so many think, the natural richness of the cheese. They evidently know this better in the east than in Toronto and western Ontario generally, where buyers still think that white cheese is made from skim milk and, therefore, minus that rich flavor they admire in cheese.

MONTREAL.

PROVISIONS—Bacon and hams are selling very freely at unchanged prices. Demand from all sections is very satisfactory. Pork continues to be a good seller, despite recent advances which have made prices a good deal higher than they usually rule. Lard, both pure and compound, has not been selling in any quantity during the past couple of weeks.

Compound Lard—	
Tierces, 375 lbs.	0 09½
Parchment lined boxes, 50 lbs.	0 09½
Tubs, 50 lbs.	0 10
Wood pails, 20 lbs. net	0 10½
Tin pails, in cases	0 09½
Heavy short cut pork, in bbls.	28 00
Selected heavy clear fat back pork	29 00
Very heavy clear pork	28 00
Plate beef, 100 lb bbls.	7 25
" 200 "	15 00
" 300 "	22 00
Pure lard—	
Tierces, 375 lbs.	0 14½
Boxes, 50 lbs., grained	0 15½
Tubs 50 lbs., "	0 15
Pails, wood, 20 lbs., parchment lined	0 15½
Tin pails, 20 lbs., gross	0 15
Cases, tins, 10 lbs. each	0 15½
" " 5 "	0 15½
" " 3 "	0 15½
Breakfast bacon	0 16½
Windsor bacon	0 18
Roll bacon	0 15
Prime hams	0 15 0 15½
Hogs, live, per cwt.	8 75 9 00
" dressed, per cwt.	12 50

BUTTER—Prices in the country last Saturday were quite stiff, one or two buyers desiring butter and forcing the price, so that other purchasers had to come up or do without. As a result, quotations this week, while not any higher locally, are very firm. As much as 22c and 22¼c was asked in the country, while it was generally felt that purchases should have been made under 22c. Receipts of butter last week amounted to 17,763 packages, against 23,772 packages same week 1908. Receipts so far this season amount to 158,218 packages, against 172,212 packages same period last year. Exports last week were 326 packages, bringing the total exports for the season up to 1,690 packages, against 37,284 packages shipped during the same time last year. These figures illustrate the export situation very aptly. Prices have ruled altogether too high to permit of any export trade to speak of.

Creamery, solids, lb.	0 23
Creamery prints	0 23½
Dairy, tubs, lb.	0 17 0 18

CHEESE—No change worth mentioning has occurred in the cheese market. Prices continue to rule steady. Receipts last week were 91,110 boxes, against 102,034 boxes same week a year ago. Total receipts amount to 674,540 boxes, as against 678,030 boxes same period 1908. Exports last week were 100,257 boxes, against 73,362 boxes same week last year. Total exports amount to 543,563 boxes, against 533,533 boxes same period 1908.

Cheese, large	0 12½ 0 12¾
" twins	0 12½ 0 13
" small, 20 lbs.	0 12½
Old cheese, large	0 15 0 16

EGGS—Hot weather is affecting the quality and quantity of fresh eggs, and, as a result higher prices rule, in the country and in the city. In the country 17½c and 18c have been the ruling figures. Selects and No. 1 have advanced 1c since last week. Receipts of eggs last week amounted to 4,884 cases, against 4,041 cases same week last year. This makes total receipts 110,295 cases, against 114,923 cases for the same period 1908.

Selects, dozen	0 24
No. 1, dozen	0 21 0 22
No. 2, dozen	0 15 0 16

HONEY—Prospects this week are that the crop of clover honey will be fairly large. No change in prices has been made.

White clover comb honey (nominal prices)	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

TORONTO.

PROVISIONS—Slowly but surely prices are climbing higher and higher, with a quarter of a cent here and a half a cent there almost unnoticed, yet it means much to the entire consuming public in the year's expense of living. It will be noticed that again this week a number of lines are put a trifle higher. This is owing to the fact that hogs are again about 25c per 100 lbs. higher.

Long clear bacon, per lb.	0 13½ 0 14
Smoked breakfast bacon, per lb.	0 16 0 17
Roll bacon, per lb.	0 13
Light hams, per lb.	0 15½ 0 16
Medium hams, per lb.	0 15 0 15½
Large hams, per lb.	0 13½ 0 14
Shoulder hams, per lb.	0 12 0 12½
Backs, plain, per lb.	0 17 0 17½
" pea meal	0 17½ 0 18
Heavy mess pork, per bbl.	23 00 23 50
Short cut, per bbl.	25 00
Lard, tierces, per lb.	0 14½
" tubs "	0 14½
" pails "	0 14½
" compounds, per lb.	0 10 0 11½
Live hogs, f.o.b.	8 00

BUTTER—The recent rains relieved the anxiety and saved the situation of the butter market. The drought was becoming serious, which threatened the production of butter, and caused some feeling of anxiety to lay in stock, as a supply for the "lean" days, but the improved pasture has removed that, and the feeling is settled and the market has lost its keenness. Creamery in quantities can be bought a little cheaper, and about 2c to 3c lower than last year at this time.

	Per lb.
Fresh creamery print	0 23 0 24
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
Tub butter	0 17
Baking butter	0 13 0 15

CHEESE—Old cheese is nearly all sold, and what is left is held firmly at the highest point. This does not, however, come in competition with the new cheese, as some customers always will have old cheese at any price. New cheese, on the whole, is from ¼c to ½c lower, and a considerable quantity has changed hands.

Cheese, large, prime, old	0 14½
" twins	0 14½
" new	0 12½ 0 12½

EGGS—Eggs are scarce, with hardly enough coming in to supply the everyday wants. This, however, is a usual thing at this time of the year, and the reason is that a good many farmers pen up their hens to keep them from destroying the grains around the buildings. After harvest they will again have the freedom they demand in order to do their best work.

Fresh eggs	0 22

POULTRY—The poultry trade is quiet, and somewhat between seasons. Spring chickens and ducks are coming in, but the class of people who are able to buy them are largely away from the city. Only the best hotels and the high-class customers buy them.

Early spring chicken, alive, per lb.	0 20
Young chicken, dressed, per lb.	0 14
Hens, per lb. dressed	0 10
Turkeys, per lb., large	0 15 0 16
Spring ducks	0 17

HONEY—New honey begins to move, but there is no settled price arrived at yet. The yield this year is supposed to be above the average. The quality also is said to be good. The price will likely be from 9c to 10c for lots.

A cheese has recently been shipped from Utica, N.Y., to Chicago, weighing 1,950 pounds and it is supposed to be the largest ever made. It took about 10 tons of milk to produce it.

Evolution of Present Indian Trading Methods

Merchant of Hartford, Ont., Tells of Past and Present Systems of Buying By The Taciturn Race—Ready Spenders of Their Money—Use Better Quality of Foods Than Formerly—Trading Used To Be Done In Wood, Barrels and Baskets.

By R. J. Thomas.

The first question from an outsider is, "You don't trust them do you?" Well that depends a lot on tthe Indian; some of them are good for ten dollars, and some we make the limit ten cents. Sometimes it depends on how you feel yourself. Often times we have them come in and ask for credit, and when we refuse, they pull out the money and go on trading. Now and then we find one that makes a business of getting credit, and then refusing to pay. But here nearly all that receive credit are hard up and are not working, because they can't get the work.

As customers they are a good people near whom to have a store. With us they give a big half of the turnover, and we cater to their trade as much as we do the whites.

When our store was first opened about 50 years ago, money was scarce with them, and their trading was done with stove wood, cord wood, staves for barrels, baskets of all kinds, corn mats, straw hats, etc. Some of them made maple syrup too, and it was the old fashioned kind, with the woody flavor.

Since then the timber has nearly all been cleared off and for the baskets that are made now, logs have to be procured from the whites. The straw hats has been superceded by the factory hat, of which they are large buyers.

Are Rapid Spenders.

In the early days the men were in good demand from the whites to cut wood, and in the summer to work in the harvest. This gave them some ready money, of which they were ready spenders.

The wood cutting they get now is generally from a distance, sometimes as far as 50 or 60 miles away. They also go away for a long time during the summer to work at berry picking and later on in the canning factories.

These trips one would think would have its effect on our business, but they are great people to come home often, and of course they bring some money. Often the men go away working and send the money home to the family, and as this is their post office, we have the paying of the postal notes, etc., and we generally get a share of the money before they leave.

When trading at the store, they are never in a hurry, and we can wait on two or three at once. They like to sit down and visit with one another, and talk over the prospect of the big money (Grand River Navigation Co.) coming as well as the chances of doing away with the chiefs and putting in an elective council.

There are also good farmers among them now, and to take a drive through the reserve, you would find just as nice farms and buildings as there are on the land of the whites. They have good schools and in all the families there are some who can read. We are now sending our advertising to about 200 families who are our customers.

In years past the dry goods trade with them was mostly in blankets, high colors in dress goods, shawls and cheap "winceys". In groceries, it was tobacco, pork and flour. The clerks had to have a smattering of their languages to deal with them, and that meant to know a little of Mohawk, Tuscarora and Cayuga. Now it is doubtful if one can find an Indian who cannot talk or understand English.

They are being educated in other ways as well as in learning. The going away to other towns, working in the canning factories, and observing the dress and customs of people help them in their education. We can notice this very much when they come back. It is also making a difference in the stock we carry, and we have to watch the trend of dress and keep up with the changes.

They are frequent buyers of groceries, as they cannot buy a large amount at a time as they have no place to keep it. But even this is being overcome, as they are building new houses with cellar equipments.

Goods They are Buying.

The land they occupy consists of 49,696 acres and the population is 5,060 according to their pay list.

The groceries they buy largely are flour and pork. They are not very fond of beef, but at the high prices that prevail for pork at present they are using beef more than usual. Canned goods is one of the articles that is a good seller, as well as jams, salmon. Patent medicines come in too for a big share of the trade. There is a great deal of sickness among them and this makes the demand.

Our shoe trade is one of our good departments, as they are very particular about their feet in some ways. Like the Chinese they want them to look small.

They draw their annuities or interest money twice a year—in April and in October—and this is a special 'draw' for us as well. We always make special arrangements for this time and try and have the stock as full as possible. It comes in the right time too as then we are getting the seasonable things on.

In earlier times the call was all for cheap goods, the cheaper the better. Now the Indians want as good as any-

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
Wax-Waterproof Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

Choice Haricot White Beans
f.o.b. Marseilles, France,
at very attractive prices for direct shipment.
W. H. ESCOTT
BROKER
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

When writing advertisers kindly mention having seen the advertisement in this paper.



Royal Yeast Cakes.



Most Perfect Made.

Sold and Used Everywhere.

With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

A Pure Dry Hop Yeast.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Highest Honors at all Expositions.

Beans Have Doubled in Price

during the past few years, as every dealer knows.

This has made the slight increase in cost of

CLARK'S Pork and Beans

necessary. Farmers and others understand this and the sale of these goods will go on just as freely as ever.

ONLY EXPLAIN TO THE CUSTOMER who does not understand WHY the price has been increased.

William Clark

MONTREAL

Manufacturer of

HIGH-GRADE FOOD SPECIALTIES

How to achieve a permanent success in the grocery business!

Study the best interests of YOUR customers—study their convenience as well. *That* makes for lasting success. Every tim e you sell a woman a dozen

SCHRAM AUTOMATIC SEALERS

you are clinching her trade for keeps and creating a favorable impression among her friends. Women *will* talk. They *do* talk about the perfection of "Schram" fruit and vegetable jars. The "Schram" is the only perfect fruit jar on the market. The scientific construction of the "Schram" cap creates a vacuum in the top of the jar, thereby eliminating the possibility of spoiled preserves.

Sell the jar that stays sealed.

Schram Automatic Sealer Company

Waterloo, Canada

body, and are willing to pay the price. In a way it has been done by ourselves in educating them to buy better goods, and partly due to the high prices that have been prevailing for a while back.

We have the post office and where a few years ago one box for the papers and one for the letters was sufficient, now we have a general delivery for the letters and two large ones for the papers, as well as quite a number of private boxes.

It is hard to wait on them in showing goods in some ways, as all you can do is to lay out the goods and let them take their pick. It is a splendid place to teach a new clerk patience, and we have turned out a number of good ones.

FRAUDS IN THE GROCERY TRADE.

Beneath the term "trade customs" there lie frauds which appear to be growing at a rate which has drifted into a condition of absolute dishonesty in the grocery business. Starting in a mild way these customs have grown until there seems to be no limit as to where they will end and they have been used to such an extent as to completely demoralize the business in more ways than one.

Calling a spade a spade may be somewhat unpleasant to some folks, but they need to have the truth told them to bring them to a realization of their misdeeds.

Billing a package of mackerel as containing a certain number of fish and then putting in 20 p.c. less and laying it to "trade custom" and saying "nobody expects full count" is bad business and leads to temptation to increase the shortage, soothing the conscience by telling yourself that it is just what the others do.

Such practices cover a great many articles in the grocery trade and are directly responsible for the demand on the part of those interested in pure food laws that the net contents be labeled on the package.—New York Journal of Commerce.

ANNUAL COMPLIMENTARY PICNIC.

Prospect Park, Oshawa, Ont., was the stamping ground for the employees and their families of E. W. Gillette Co., Limited, Toronto, on Friday of last week. The Grand Trunk ran a special which consisted of some five coaches, and from Oshawa Junction the picnickers were carried out to the park by electric cars. Wm. Dobie, president of the company, was present and kept an eye on the various movements of the crowd. He presented the prizes to the winners in the baseball match and in the sports. The Office and Factory turned out the opposing teams in the ball game and with the former winners by the score of 6 to 5. The victory on the banner of the Office nine was due principally to the brilliancy of George Hepburn, the captain, who held down third sack. Dinner and supper were served in the pavillion by an Oshawa caterer and a Toronto orchestra supplied music during the day.

It was the annual complimentary excursion from company to employees and it was among the best.

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500,000
Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished and are available only by reputable wholesale jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.

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WINNIPEG, MAN.

—OFFICES IN CANADA—

THOS. C. IRVING, General Manager
Western Canada, Toronto

TO WHOLESALE TRADE:—
Buy your
Whole Spices, Coffees, Sardines, etc.,
from
H. COLLINGS & Co.
16 Philpot Lane, E.C.
LONDON, ENGLAND
"Repeat Orders the Rule"
Quality always right. Shipments prompt.
Agents in MONTREAL, Mr. J. Russell Murray
" KINGSTON, Mr. C. de Carteret.
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bickle & Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.
Established 1856

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COOOA
This is the season to push SUCHARD'S CO. COA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranteed SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactued at
92 Beaudry Street MONTREAL

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

KEEP POSTED ON SUGAR
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write
SMITH & SCHIPPER, No. 38 Front Street, NEW YORK

EPPS'S GRATEFUL AND COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
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Some Grocers have decided that it is not good business to import Fancy Biscuits

They do not question the quality of Fancy European lines---*before shipment.* But, they know that a long sea voyage depreciates the flavor of any food stuffs. Besides, it ties up cash in considerable quantities placing long orders months ahead. That's how they argue the point. They stock

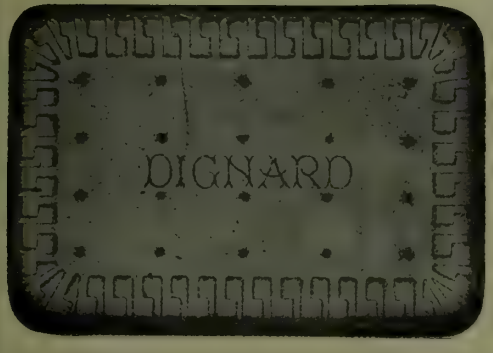
CHRISTIE FANCY BISCUITS

because Christie's are immensely superior in *Quality*, *Purity*, *Nutriment* and lasting *Goodness* to any fancy lines baked on this continent. Our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, et cetera, are equal in every quality that makes for biscuit perfection to the best fancy lines in the old lands. Then our fancy goods have the merit of freshness. You can get them when you want them.

N.B.—Our latest fancy lines "Madeira Mixed" and "Cherry Rings" are the delight of biscuit connoisseurs.

Christie, Brown & Co., Limited, Toronto

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURER

MONTREAL



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

Haven't you dozens of customers, now making their own cake icing, whom you could easily induce to try

Cowan's
Cake Icings



Once they find out how easy these Icings are to use, and how thoroughly satisfactory, you will get plenty of repeat orders from them.

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MILK AND NUT CHOCOLATE SPECIALTIES
ALSO
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600 LINDSAY BUILDING, MONTREAL

By Royal Letters Patent

NELSON'S
POWDERED GEATLINE
is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.
NELSON'S
Gelatine and Liquorice
LOZENGES
Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK, ENGLAND
The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country
MOTT'S DIAMOND CHOCOLATE
MOTT'S: No better Chocolate

All the year round
Mott's
"Diamond" and "Elite"
brands of
Chocolate
are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.
EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.
SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Millers Awaiting More Definite Information On Crops Before Making Their Calculations—Cereal Market Easier With Decline In Montreal—Confectionery Selling Well.

With the present high price of wheat, with the prospects of a great crop in sight and with the anticipations of lower prices, millers are all working down their stocks as low as possible, which almost approaches a standstill. If nothing happens to the crop, wheat will be in abundance and prices will likely drop and perhaps the bakers will again let us have our pies and pastry at the old prices.

Ontario fall wheat is said to be an exceptionally heavy crop, which is so far advanced, that it is almost assured. It is the general opinion, that farmers will rush their wheat on the market as soon as they have it ready which all has something to do with millers making their calculations in reducing their stocks. Oats also are about 5 cents lower and the market is generally easier in cereals.

Reports indicate that the trade is doing an exceptionally good business in confectionery, due to the improved system of handling it. The show-case has done considerable to bring this about.

MONTREAL.

FLOUR—A fair business is being done at old prices. The general feeling of dullness which characterizes business is making itself felt in this line as in others.

Winter wheat patents, bbl	6 80	6 85
Straight rollers, bb	6 50	6 60
Extra, bbl	6 00	6 10
Royal Household, bbl		6 30
Glenora, bbl		5 80
Manitoba spring wheat patents, bbl		6 30
" strong bakers, bbl		5 80
Five Roses, bbl		6 30
Harvest Queen, bbl		5 80

FEED—Old prices still rule. Business is slow.

Ontario bran, per ton	22 00
Manitoba shorts, per ton	24 00
" bran, per ton	23 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

ROLLED OATS—An easier feeling in oats has resulted in a decline in the manufactured, 10c on bags, and 20c on barrels. Little business is being done.

Fine oatmeal, bags	3 15
Standard oatmeal, bags	3 15
Granulated "	3 15
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 80
" barrels	5 85

TORONTO.

FLOUR—The flour market is inactive. While there is a much easier feeling, prices however, have not changed. The business is from hand to mouth. Millers, as a rule, are trying to do as little as possible until they can base their calculation with greater certainty on the new crop. In the meantime, grocers, for their own interests, should buy lightly and carry small stocks in their stores.

Manitoba Wheat.		
1st Patent	6 20	6 40
2nd Patent	5 90	6 10
Strong bakers	5 70	5 90
Winter Wheat.		
Straight roller		6 20
Patents		6 40
Blended		6 00

CEREALS—There is still nothing of any consequence to report in this line. Markets are steady and dealers are cautious.

Rolled wheat, car load	3 50
" oats "	2 75
Oatmeal, car load	3 00
Rolled wheat in barrels, 100 lbs	3 70
" oats in bags, per bag 90 lbs	2 90
Oatmeal, standard and granulated, in bags 98 lbs	3 20

TOOK A DAY OFF.

The annual outing of the Quaker Oats Co.'s employes, Peterboro, Ont., was held at South Beach Park, Clear Lake, on Saturday, July 10. In spite of rain the day was enjoyably spent and included a lengthy programme of sports on land and water. About 450 were in attendance, and few smiles were worn off.

Courtesy is invaluable as part of your stock-in-trade. Customers appreciate it and will call again where they get it.

THE TRUE SERVICE.

By Elbert Hubard.

If you work for a man, in heaven's name work for him. If he pays wages that supply you your bread and butter, work for him, speak well of him, think well of him, stand by him, and stand by the institution he represents. I think if I worked for a man I would work for him. I would not work for him a part of his time, but all of his time. I would give an undivided service or none. If put to the pinch, an ounce of loyalty is worth a pound of cleverness. If you must vilify, condemn and eternally disparage, why, resign your position, and when you are outside, damn to your heart's content. But, I pray you, so long as you are a part of an institution, do not condemn it. Not that you will injure the institution—not that—but when you disparage the concern of which you are a part, you disparage yourself. And don't forget—"I forgot" won't do in business.



Uniformity
Quality
Purity
3 in 1

That is what you get in every box of the goods you see represented at the top of this column. There is never the slightest variation in them. We exercise the utmost care and precision in baking and use only the best ingredients.

Are you carrying these Goods?

The Mooney Biscuit & Candy Co.
STRATFORD, ONT.



COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply
COX'S GELATINE

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH.

It stands to Reason

that a chocolate which has been on the market for 25 years continuously must be a winner. That's why we are so sure our famous

"BORDO"

(REGISTERED)

Chocolate

will pay you if you stock it and make it the leader in your confectionery department.

Consistent quality and a large profit to the Grocer are the two chief reasons for the continued success of our "Bordo" Chocolate.

We cannot

make a claim for our product so strong that the goods won't back it up.

You cannot

know the true meaning of quality until you have tried them.

SHARE OUR SUCCESS

The Montreal Biscuit Company, "The Originators"

MONTREAL

Some Facts About Milk that Grocers Should Know

Lecturer On The Meat Industry In The Agricultural College, Edinburgh, Points Out Effects Of Pasteurization And What It Means—Percentage Of That Produced In United Kingdom Used For Butter And Cheese.

Edinburg, Scotland, July 17.—A lecture on the subject of the milk supply was delivered at Catlin's Arcadia, Scarborough, by London M. Douglas, of Edinburgh.

The lecture was illustrated by means of a large number of lantern slides, illustrating various aspects of the question and an interesting demonstration was also given of the contents of the milk, each constituent being shown in a separate bottle, which is a graphic way of demonstrating how the lactic fluid is built up.

The lecturer pointed out how important the milk supply was as a factor in the health of the nation and how the intimate study of the question had only begun within the last quarter of a century. During that period, however, a large literature had grown up in connection with the subject in all civilized countries and many difficult problems had presented themselves in connection with the original researches which had been made. Although at the present day, we know a good deal about milk, there were yet many things which were unexplained. The article which was spoken of in connection with the milk supply was cows milk and it was estimated that 1,723 million gallons were produced in the United Kingdom, of which 620 million gallons were consumed as milk, the remainder being utilized for butter and cheese. The consumption worked out to 15 gallons per head of the population, which however, was behind the United States of America, where 25½ gallons per head of the population were consumed. In order to get this quantity, we required a stock of a little over 4½ million cows and these were valued at £40,000,000 sterling, showing how gigantic an industry dairying was in the United Kingdom.

The lecturer proceeded to describe the physical properties of milk and mentioned that one single drop contained many millions of the fine fatty globules which constituted cream and those globules were so finely divided that it was stated that if a person attempted to count them, it would take him ten years, provided he counted 100 per minute and worked for six days in every week.

The various breeds of cows were touched upon and it was shown that the Dutch breed had so far excelled all others in producing, a cow which gave for one year a total of 2,743 gallons, which is rather more than six times the quantity given by the average cow in the United Kingdom. The sensitiveness of milk to odors and germs of disease, was then touched upon and the necessity for cleanliness and hygienic conditions was urged. Cleanly conditions were absolutely necessary to a wholesome milk supply. Tuberculosis was the principal disease which had to be dreaded in milk, and it was shown how this microorganism could be injected into the system in a very simple way, through the milk supply, and it was one of the principal objects of the Milk and Dairies Bill, which had been recently issued, to try and prevent the spread of disease from tuberculosis. All diseases which could be milk-borne could, however, be controlled by means of heat and this was called pasteurization. It meant the total destruction of pathogenic or disease producing germs in the milk. The average temperature used in pasteurization or heating the milk, was 176 degrees F. at which figure, tuberculous germs were totally destroyed, and all of the ordinary disease germs also.

The apparatus in connection with the application of pasteurization was extremely ingenious and was fully illustrated and described. It had now become universal throughout the dairying industry, and it was therefore a splendid thing for the milk consumers, that they could rely upon the milk which they took, being thus rendered wholesome and free from any hidden danger. It had been said that the pasteurizing process was disadvantageous, as it produced carelessness on the farm and also that it affected the digestive proporties in the milk, but these objections were only of a minor character. The only real objection was that the pasteurizing process increased the cost.

WILSON'S FLY PADS



Annual sale many times larger than all other Fly Poisons combined.

RETAILERS' PROFIT VERY LARGE.

COMPETITION AND COMPARISON

Price competition, you say?

Why, the *good* salesman courts *that* sort of competition, because it means comparison before the sale---*contrast.*

Knowing FIVE ROSES as *you* can know it—*if you want*, you can show up prominently the *exclusive* selling features of good flour in sharp contrast with the "other fellow's" goods milled on a price basis alone.

Competition means comparison, and *nothing is truly valuable except by comparison.*

Then it is that *your* customer sees the vital difference and wants FIVE ROSES more than she wants the money which the price represents; no longer sees *price* alone—but beyond price, *results.*

Having in her mind's eye the golden dome of crisp, well-piled loaves, the FIVE ROSES aroma from the oven, the hungry faces around the board, the palatable pastries unfailing, —which gets *her* order, cheap flour or FIVE ROSES? Draw your own conclusion—we have ours.

Lay it down as a maxim that in flour milling, as elsewhere, quality varies in the same ratio as price—*the lower the price the lower the quality.*

The FIVE ROSES customers are *good* customers—*you are selling so as to sell again*, to please her and attract her friends.

You gain trebly: the Immediate Profit—the Future Profit—the better strength for to-morrow.

You are building a FIVE ROSES quality market, a *cumulative* market which no salesman can take away from *you* when he goes into business for himself or is lured away by the "store across the street."

Remember, it is *necessary* above all other things that the excellency of *your* goods be at least equal to that of *your competitor's*, and if you wish to corner the good trade, *do not let* competition defeat you in the race for supremacy by handling the *successful article* while *you* struggle along with the disappointing makeshift.

Business is going to be awfully poor—*if you make it so.* You are the public's buyer. Serve them well and they will increase *your* earnings by increased business. FIVE ROSES means *right* service—why not FIVE ROSES?

Lake of the Woods Milling Co., Limited

MONTREAL, TORONTO, OTTAWA, LONDON, ST. JOHN, KEEWATIN, WINNIPEG, VANCOUVER.

WHAT OTHERS ARE DOING.

Nearly all the grocers in England belong to grocers' associations and as they meet regularly a wide range of subjects are handled.

The Newport Grocers' Association at its last meeting took up the question of curtailment of credits. In reporting the meeting the Grocers' Journal of London says: A communication was read from the Bristol Provision Traders' Association, and the South Wales and Cardiff Provisions Traders' Association, suggesting that a circular should be issued by the wholesale firms to the retailers with a view to the curtailment of credit, should, unfortunately, the coal strike in South Wales become a reality. The members of these associations were anxious to have the views of retailers on the point.—Mr. T. Cordey was of opinion that the circular would assist the smaller men in the trade, as they would be able to show it to their customers, and it would be an excuse for them not to give credit. He saw no reason why they, as retailers' associations, should not support the movement.—The chairman, however, questioned whether the association would be justified in shortening the credit of members of that association, as, while the coal strike would affect grocers in the dock district, it would not affect to such a great extent those traders who lived in other parts of the town. —Mr. Joseph Watkins did not see why they, as retailers, should suggest anything which would be in the character of a whip for their own backs. The wholesale merchants, it seemed to him, were endeavoring to evade their own responsibility by putting the risk on the shoulders of the retailers. If they supported the project they would only be playing into the hands of the co-operative stores, and would thus be putting another nail into the coffin of the private trader.—Mr. Cordey said the object of the wholesale firms was to protect those who were not in a position to help themselves. It would prove a great help to hundreds of small grocers in South Wales and Monmouthshire to be able to show the circular to their customers. It would, however, not affect men in a larger way of business. With regard to himself, he should adopt exactly the same plan as he did on the occasion of the last coal strike, as he found it to work satisfactorily. But the circular would prevent small grocers giving away earnings of perhaps ten or fifteen years, as the result of giving credit during a strike.—Mr. A. Jenkins disagreed with the last speaker. If the suggestion was adopted the only effect would be to crush scores of small traders in the event of a strike, because the terms of credit made all the difference to them.—Mr. Watkins remarked that he did not know there was any sentiment about wholesalers, who were quite capable of looking after their own interests. There was a desire to reduce the terms of credit from two months to 14 days.—Mr. E. Matthews thought the circular might help smaller traders in the giving of credit. The chairman pointed out that the association must be careful in a matter of that kind. They could not very well tie the hands of absent members.—Mr. Cordey said it would be quite optional for individual traders, even if they supported the wholesalers.—Eventually, a proposition that the association allow the communication to lie on the table was carried by seven votes to two, in favor of an amendment that the movement be supported.

The Ashton-Under-Lyne and District Grocers' Association, England, evidently has trouble with millers selling to others than the retail trade. At a session held recently the secretary reported that at the last meeting some complaints were lodged regarding a certain firm of millers, whom he had since written, and had received a reply to the effect that the statement, which was made with regard to their supplying one sack and half-sacks of flour was entirely untrue, as they only supplied shopkeepers.—The president pointed out that the firm did not deny the statement that they supplied the very small shopkeepers. That was the point in dispute, and therefore the letter did not alter the facts of the case.

The Nottingham Grocers' Association, England, has a benevolent fund to which it gives considerable attention. At the last meeting it resolved to bring the claims of the fund to the notice of the trade with more urgency and frequency than in the past. The president remarked that he thought the association ought, and could, do a great deal more for the benevolent fund, and he hoped that such would be the case.

Fixing the market price of butter and eggs was a problem before the Willingborough and District Grocers' Association. A lengthy discussion took place and eventually it was decided that the emergency committee should confer each week on the evening preceding the market as to the prices of eggs and butter.—On the motion, it was carried that the retail of best fresh butter should be 2d. per lb. over the market price.

Tell Your Customers That :

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

Every Progressive Grocer handles

PICHET TEA BISCUITS

as well as every First Class Hotel and Leading Tobacconist handles the Famous Imported

Germinal and

La Perla Del Oriente

Manilla Cheroots at 10c.

No equal value on the market for the money.

JOS. COTE, Importer, Sole Agent,

186-188 St. Paul St. Branch—179 St. Joseph St.

QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.



Already a Big Seller

Sold by all the Wholesale Trade

"Canada's Best" New white soap

Enterprising dealers are finding that "Canada's Best"—the **New white** bar—sells far easier than **yellow** laundry soap and are sending in good orders.

"Canada's Best" washes clothes cleaner and whiter. Unequalled for engineers', printers' and factory employees' use. With astonishing ease it removes grease, oil, printers' ink, black lead, all kinds of factory dirt and dust.

Grocers tell us they never knew of a soap to cause such a "stir" as the **New white** bar is doing. Sales records being broken every day. Just you write for further particulars and prices.



United Soap Co.
BRANTFORD, CANADA

"7-20-4"

Easy to remember for 2 reasons

The NAME—quickly thought of
The QUALITY—always lingers

Our Guarantee
"S. C. Co."
Stamped on
every cigar.

You cannot go astray
with this line.

THE
Sherbrooke Cigar Co.
Sherbrooke : : : Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

RASPBERRIES

are now on the market. Next week should see quantities arriving.

STRAWBERRIES will soon be over.

CHERRIES continue in large supply.

CANADIAN CUCUMBERS, TOMATOES and **BEANS** now arriving.

GOOSEBERRIES, RED CURRANTS.

Place your orders with the largest receivers

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

Full Lines California Fruits
ORANGES, LEMONS, WATERMELONS,
CANTELOUPES

PACKED BY
Franc Tracuzzi
MESSINA
ITALY

No Doubt

St. Nicholas Home Guard

VERDELLIS
are the best on the market to-day.

AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Cherries and Raspberries The Important Fresh Fruits This Week—Good Crops and Quality is Good—New Potatoes Coming Freely on the Market—Fish Market Keeping Up to the Front.

MONTREAL.

GREEN FRUITS—An easier feeling is noticeable in oranges this week, prices being lower for California navels. Mexican and Messina. Sales are very satisfactory, although a spell of cool weather did not increase demand for this line, nor for lemons. The price of the latter has not changed, the market being firm, but steady. Florida pineapples are selling at higher figures. Pears are more plentiful and are lower than they were a week ago. Californian fruits still claim the greatest amount of attention. All varieties are now beginning to arrive in quantity. Blueberries and raspberries are on the market, supplies being larger every day. A few gooseberries are seen this week, too. The latter two lines are not generally quoted, being too high as yet, owing to scant supplies, to interest the trade very much.

Apricots, California, per crate		1 75
Apples, Spies, XXX, bbl.	7 00	7 50
" Ben Davis, XXX, bbl.		6 50
Bananas crated, bunch	1 25	1 90
Blueberries, 6-qt. box		1 10
Cherries, California, black, per box	2 00	2 50
" " white, "		2 00
Cantaloupes, Georgia, crate		4 50
" California, crate of 45		5 00
Cranberries, per crate		5 00
Cocoanuts, bag		4 00
Grape fruit, per box	4 00	6 00
Lemons, box	2 75	4 50
Limes, per box		1 00
Oranges, California navels	3 00	3 75
" " bloods		4 25
" " late Valencias		3 75
" Valencias	4 50	5 00
" Mexican		2 50
" Sorrento		2 50
" Messina Ovals, half boxes		1 50
Peaches, California, box		1 25
" Georgia, per crate		4 00
Pineapples, Florida, crate	4 25	4 50
Plums, California, per crate	1 50	2 00
Pears, California, (Bartlett) per box	3 00	3 50
Strawberries, Canadian, per basket	0 05	0 10
Watermelons, each	0 40	0 50

VEGETABLES—New potatoes are beginning to come in freely now, and lower prices are being quoted every day or two. Good, large bunches of beets are on sale this week, being of much better size than has previously been offered. American beans are done, Canadian now holding the interest of the trade. Prices are reasonable. No more cabbage is received from the south, local being plentiful. Hot-house tomatoes are offered to grocers having a select trade, at 20c a lb. No other dealers are able to touch them at such a price. Jersey tomatoes are obtainable at $2.25 a crate. More local tomatoes are expected within ten days. Prices will drop when they make their appearance.

Beets, old, bag		1 25
" new, dozen bunches		1 50
Carrots, new, dozen bunches		1 50
" old, bag		2 00
Cabbage, dozen		0 50
Celery, dozen	1 25	1 50
Cauliflowers, dozen	2 00	4 00
Cucumbers, dozen		0 30
Green peppers, crate		3 00
Horse radish, lb.	0 15	0 20
Lettuce, dozen	0 15	0 50
Leeks, dozen	1 50	2 00
Mushrooms, lb.	0 50	0 75
Onions, large, lb.		0 03
" Egyptian, 112-lb. bag, lb.	0 03	0 03½
Potatoes, new, American, bbl.		3 50
" " Montreal, bbl.	3 00	4 00
" New Brunswick, bag		1 15
" P.E.I., bag		1 10
Parsley, dozen		0 50
Peas, Canadian, 20-lb. bag		0 75
Parsnips, bag		1 25
Sage, dozen		0 60
Savory, dozen		0 50
Spinach, Canadian, box	0 40	0 50
String beans, bag		0 75
Shallots, dozen bunches	0 05	0 10
Tomatoes, Illinois, small flats		1 00
" hot-house, lb.		0 20
" Jersey, crate		2 25
Turnips, bag	0 60	0 70
" new, bunch		0 15
Watercress, dozen		0 25

FISH—Bluefish is quoted this week, dealers asking 12c lb. for the line. Mackerel is becoming more and more scarce, and another advance has occurred. Grass pike, too, is higher. Salmon is in small supply, receipts showing a falling off almost daily. Lake trout are in good demand at old figures, while considerable trade is passing in whitefish. Sales of halibut are frequent. Frozen stock is obtainable in place of several lines of fresh fish which are scarce. Other lines than fresh and frozen fish are dull.

FRESH

Haddock, shore, per lb.	0 04
Steak cod, per lb.	0 05
Grass pike, per lb.	0 08
Halibut, per lb.	0 09
Dore, per lb.	0 12
Mackerel, per lb.	0 10
Sea trout, per lb.	0 10
Lake trout, per lb.	0 10
Whitefish, per lb.	0 09
Gaspe Salmon, per lb.	0 16
Brook trout, per lb.	0 22
Bluefish, per lb.	0 12
Flounders, per lb.	0 10

SMOKED

Haddies, 15 lb. bxs., per lb.	0 08
Kippered herring, per box	1 10
Smoked herring, small boxes, per box	0 18
Smoked salmon, sugar cured, per lb.	0 25

SHELL FISH

Choice bulk oysters, per gal.	1 50
"Sealshipt" oysters, per gal.	1 90

FROZEN

Steak cod, per lb.	0 04
Halibut, per lb.	0 08
B.C. salmon, red, per lb.	0 10
Qualla salmon, per lb.	0 09
Fall salmon, per lb.	0 08
Dore, round, winter caught, per lb.	0 10
Large whitefish, per lb.	0 08
Small " "	0 06

SALTED AND PICKLED

Labrador herring, half barrel	2 80
B.C. salmon, half bbls.	9 00
No. 1 mackerel, pail	2 00
No. 1 " half bbls.	8 00
Labrador sea trout, bbls	12 50
" " " half bbls.	6 50
Skinless cod, 100 lb. case	5 25
Salt sardines, 20 lb. pail	1 00

Boneless cod, in blocks, 5½, 6, 8, 9 and 10 cents per lb.

TORONTO.

GREEN FRUITS—Still a few strawberries are seen here and there, and in a few days more, they will be a thing of the past for this year. Raspberries and cherries are at their best and the market is loaded with them. All fruit is exceptionally good, especially the cherries. Not for many years has the quality been so excellent, as almost every cherry is perfect. The cool weather with frequent rains has also had a good effect on

the raspberries, which are fine. The first lot of blueberries arrived, but they are on the green side.

Apples, Spies		8 00
Oranges, Cal. Valencia	3 25	3 50
" Cal. navels	3 00	3 50
Lemons, Verdelli		5 50
" California	6 00	7 00
Bananas	1 75	2 25
Cherries, Canadian, per basket	0 60	0 85
" per half basket		0 50
Currants, red, can	0 40	0 60
Strawberries	0 04	0 07
Raspberries	0 11	0 13
Peaches, Cal	1 50	1 75
Apricots, Cal	1 25	1 50
Plums, Cal	1 50	2 00
Pears, Cal	3 00	3 25
Gooseberries, per basket		0 75
Blueberries, per basket		1 25

VEGETABLES — Week after week some new lines of Canadian vegetables make their appearance, which without any excuse crowd the imported goods out of the market. New potatoes, tomatoes, cabbage and cucumbers are making a bold fight but they have to settle down to the established prices before they will gain preference with the buyers. Large quantities of Delaware tomatoes in bushel boxes are on the market which bring $3.00. Imported new potatoes are $3.35 a barrel, and Canadians are close after them at 50c a basket which is about $4.00 for an "American" barrel. Canadian farmers deserve credit, for their successful efforts in producing vegetables earlier from year to year. They are certainly up to date .

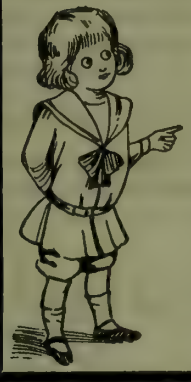
Potatoes, Ontario, per bag	0 90	1 00
" Tennessee, per barrel		3 50
" Canadian, per basket		0 50
Onions, Canadian, dried, per basket	0 50	0 60
" Bermuda, per case		1 00
" Egyptian, per sack of 112 lbs	3 50	3 75
Tomatoes, Delaware, per bushel	3 00	3 50
" Canadian, per basket	1 00	1 25
Carrots, per bag		1 00
" new, per bunch	0 30	0 35
Cabbage, Canadian, per crate		2 00
Turnips	0 50	0 60
Radishes, per dozen	0 20	0 25
Lettuce, per dozen	0 20	0 30
Green peppers, per basket	0 25	0 40
Cucumbers, per basket		0 75
Asparagus, per basket	1 25	1 50
Green onions, per basket		0 50
Rhubarb	0 25	0 30
Beans, green	0 30	0 40
" wax	0 40	0 50

California Fruit

Peaches Plums Pears
Apricots Watermelons
Cantaloupes.

Fresh Canadian Strawberries and Cherries.
Fancy Lemons and Oranges.
Full Lines for the Hot Weather Trade.

WHITE & CO., Limited
TORONTO and HAMILTON



RESOLVED

that there can be no shadow without substance; no effect without cause. To see the pleased countenance and hear the jingle of profit-money is to see the pronounced superiority of the quality-pack of my lemons.

ORDER ONLY

"BUSTER BROWN"

FOLLINA BROS., Packers — W. B. STRINGER, Agent

BUY YOUR

RASPBERRIES

This week at their best
Short Crop

CHERRIES
Montmorency Sour
Black English Murillo

CURRANTS
Red and Black

Canadian Vegetables

NOW READY
TOMATOES
CUCUMBERS
CABBAGE
BEANS
NEW POTATOES

Wire, Phone or Mail your Orders to

Stevens & Solomon
Shippers of Canadian Fruits, etc.
HAMILTON, ONTARIO
Phones 2700 and 690

New Crop Lemons

EXTRA FANCY

California "Squirrel" brand 270s and 300s
Verdelli "Marconi" brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, "Golden Orange" brand, *the Best Orange Grown in the world*

GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

HUGH WALKER & SON
GUELPH, ONTARIO

Peas, per basket	0 40	0 50
Corn, per dozen		0 16
Cress, per basket		0 75
Water melons	0 35	0 40
Cantaloupes, per case		5 50
Egg plant, per basket		2 00

FISH—The fish market is steady, with a fair demand, and prices are unchanged. White fish are more plentiful but on the whole the supply is all required.

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish, fresh caught		0 11
Trout, fresh caught		0 10
Cod, fresh caught		0 08
Halibut, fresh caught		0 10
Haddock, fresh caught		0 07
Pike		0 06
Perch		0 07
Carp		0 03
Yellow pickerel		0 09
Sea salmon		0 17
Mackerel, each		0 20
Eels, per lb		0 08
Finnan haddie		0 08

FACE FACTIONAL FIGHT.

"Manufacturing" and "Legitimate" Jobbers Have Numerous Points of Difference.

New York, July 19.—The fact that there is friction between the manufacturing jobber and the "legitimate" jobber is one of the issues that the new presiding officer of the National Wholesale Grocers' Association has taken over and there are some members, outside the pale of official activity who believe a split between the manufacturing jobbers and the jobbers who do not manufacture goods is inevitable. It was pointed out at a conference here that one of the factors outside are association anxious to see the wholesalers' organization out from under the domination of the manufacturing jobber, is the membership in the American Specialty Manufacturing Association. There have been evidences that the New York manufacturing jobbers have found the yoke that has bound them to the policy of the legitimate jobber with reference to the manufacturing producer a bit irksome. In fact, it is said that one of the manufacturing jobbers, not a 100 miles from Duane Street, has been in open revolt. There are those in the western sections who have perdicted a split between the manufacturing jobbers and the legitimate jobbers. The latter section of the association's membership comprises fully 85 per cent.

It looks as if Ottawa grocers were all morality inspectors. They have submitted a proposition to the authorities asking them to demand that fowl which is not dressed be not admitted to the market.

VALUE OF DISPLAYS.

With the manufacturers offering attractive and costly displays without charge there is no excuse nowadays for a grocer not having his windows neatly dressed.

Attractive windows certainly increase sales. They bring in a class that have been trading at the other store. There is a druggist in an Illinois town who put in a very attractive window display of a line of hot-water bags and fountain syringes, using little cards on which he told of their health-giving value. He sold more in one week than he had in the previous year. And no doubt it pays big in other lines of trade.—Tea and Coffee Trade Journal.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

There is a good demand for CHERRIES, RASPBERRIES, POULTRY, dead or alive, and we have the customers. Let us have your consignments.

THE DAWSON COMMISSION CO., TORONTO

"Ice Castle" Brand Lobsters
and the Packer's Guarantee

Lots of people will sell you a gold-brick. They wrap it up in tissue paper, but they do not leave their name in a conspicious place.

The best way to judge a manufacturer or packer for his sincerity is to request of him a guarantee of his goods when he sells you a bill. If he is willing to stand behind his line, take it. It's all to the good.

We have always stood behind ICE CASTLE BRAND LOBSTERS, the brand that has been for years regarded as the standard by which all other lobsters have been judged. We will back you when you tell your particular customer that the ICE CASTLE BRAND stands for the highest quality, one time, twice, thrice and all the time. The firm, whole, delicious meat; white, tempting—always the same.

Not the least risk do you run in stocking this reliable old brand.

THE SOLE PACKER IS

J. W. WINDSOR : Montreal

¼ Oil Sardines
¾ Mustard "
Kippered Herring
Herring in Tomato Sauce
Finnan Haddies (both oval and round tins)
Clams Scallops

Brunswick Brand

You get in them the finest products of the sounding sea. They stand for excellence and merit and have a selling reputation behind them. Any grocer will tell you about the flavor and relish of our



NEW PACK SARDINES

They come in sanitary cans of ¼ Oil—100 tins in the case. They are of first quality and a prime favorite with all. Our facilities are the best and our goods are representative and reputable in every respect.

Do you want Quality? Then sell Brunswick Brand

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.

The Point in a Nutshell



¶ The difference between the vinegar we make and the others you're sometimes asked to buy lies in the brewing. An honest attempt to produce a good article is not always rewarded with success, but—

¶ **Since 1849** we have been renowned for the excellence of our plant and the perfection of our product.

¶ During that time our trade has developed and extended to all parts of the world.

Contractors to the War Office and Admiralty

CANADIAN AGENTS:
Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.
Messrs. G. Stanway & Co., Toronto,
Mr. Kenneth H. Munro, Montreal.
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

White Cottell & Co.

Camberwell, S.E., LONDON, ENG.

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

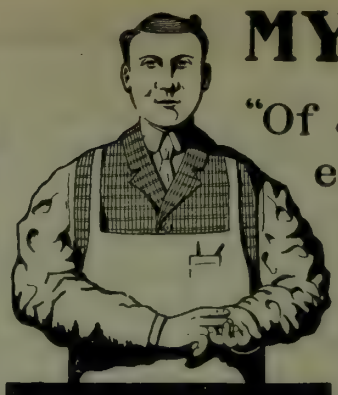
WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

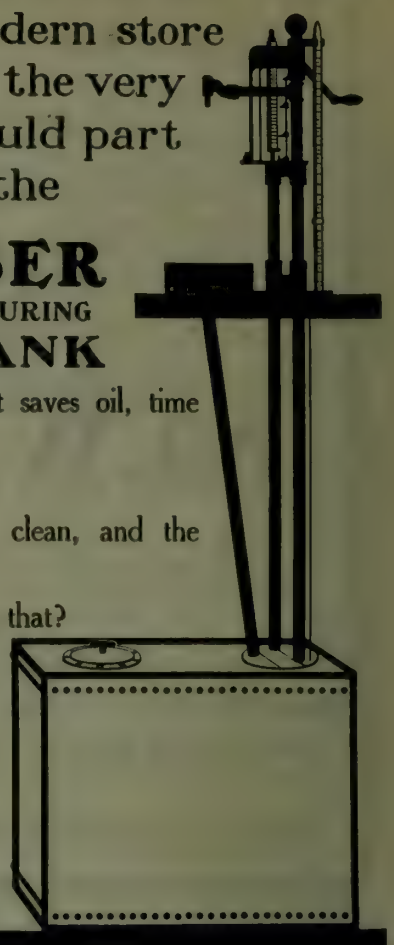
REPRESENTATIVES:
Montreal; Kenneth H. Munro, Corlstine Building
Manitoba; Watson & Truesdale, Winnipeg, Man,
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.



MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5054
It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

System is Everything

Modern business success is built upon System. The house that is ahead is the one that is best systematized in every detail—especially in the selling end.

THE **Allison** COUPON BOOK SYSTEM

is the most important phase of selling system so far as the grocer is concerned. You can get along without them, but not nearly as well as you can WITH them.

How They Work

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.
Order them from your Jobber



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. $2 per bottle at dealers or delivered. Horse Book 7 D free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Goitre, Wens, Strains, Bruises, stops Pain and inflammation

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

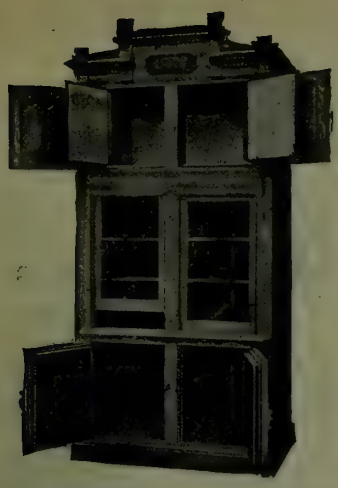
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



Our Guarantee
Means Something

It means that we have attained much perfection in the construction of refrigerators which give a constant cold air circulation—that

ARCTIC REFRIGERATORS

will do everything we claim for them. We warrant all workmanship and materials, and for one year from date of delivery we agree to make good any post or posts shown to have been defective when shipped, and to supply d plicates at our own cost.

Our Illustrated Catalog is worth writing for

JOHN HILLOCK & CO., Limited
154 George St., Toronto

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by **BRAND**

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,**
A.B.C. Codes used 4 h and 5th Editions. **LONDON, E., ENG.**

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited



Ornamental as Well as Useful

McGREGOR'S

Patent Bag Holder

It saves time, temper, trouble and turmoil.

Let us send you Prices.

KILGOUR BROS.
19 Wellington St. West, - TORONTO

GET HIS OPINION



See what your wholesaler, jobber, tea or coffee merchant says of the

Elgin National Coffee Mill

40 SIZES AND STYLES

This mill is popular everywhere. Its strong features are: Fastest and cheapest grinder on the market, simplest in construction, force feed and steel cutting burrs, symmetrical, attractive and well finished.

Ask any of the following Jobbers for our Catalogue,

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

A LIBERAL AND PROGRESSIVE COMMISSION OFFER FOR PUSHFUL PEOPLE

That young man who seizes every opportunity to turn an honest penny during his spare time is likely to soon develop from *clerk* into *proprietor.*

That's the kind of young men we are looking for—men who are willing to use some of their spare time in pushing a profitable business proposition.

We want some *really pushful local agents* for the MacLean Trade Papers, The Busy Man's Magazine and The Financial Post. For those who will push there's *good money* to be made everywhere in Canada.

The commissions we are offering are *extremely liberal.* Moreover, they are *progressive*; *i.e.*, the more subscriptions secured the higher the rate of commission paid.

Hadn't you better get the facts of our plan? Just sit down and write us for full particulars.

THE MacLEAN PUBLISHING CO., Ltd.
Circulation Department
10 FRONT ST. EAST, - TORONTO, ONT.

THOS. UPTON.
PRESIDENT AND GENERAL MANAGER

W. J. BRIGGER.
SECRETARY-TREASURER.

THE T. UPTON CO., LIMITED
MANUFACTURERS OF
JAMS, JELLIES, MARMALADES, ETC.

FACTORY, 19 TO 37 DELAWARE AVENUE.

TELEPHONE No. 495.

HAMILTON, ONT., May 21, 1909

The Canadian Grocer,
Toronto, Ontario.

Dear Sirs:

We have been advertising in the Canadian Grocer for a number of years but never realized the good work you are doing until last Fall when the writer took a business trip through the North West and British Columbia.

Your journal seemed to be well thought of by the retail grocers, and many of them, especially in Vancouver and Victoria, took the trouble to mention that they had seen our ad in the Grocer.

This was appreciated by us as it is rather difficult to know just what class of advertising is giving us results. However we are now satisfied that your journal is an excellent medium for any manufacturer to use who wants to talk business to the wholesale or retail grocer of Canada.

Yours truly,
The T. Upton Co., Limited

per W. J. Brigger

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case		$2 00
½-lb. tins, 3 " "		1 25
¼-lb. tins, 4 " "		0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	1 lb.	10 50
¼-doz.	5 lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

	Sizes.	Per doz.
Royal—Dime		$ 0 95
"	½ lb.	1 40
"	6 oz.	1 95
"	½ lb.	2 55
"	12 oz.	3 45
"	1 lb.	4 75
"	3 lb.	13 60
"	5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case).

	per doz.		per doz
Strawberries	3 25	Sweet cherries	2 40
Peaches	2 85	Red currants	2 40
White cherries	2 85	Black currants	2 40
Red raspberries	2 40	Green G. Plums	2 40
Black raspberries	2 04	Lombard plums	2 40
Lawtonberries	2 40	Blue plums	2 40
Red cherries	2 40	Pears	2 40
Black cherries	2 40		

Less 12½ p.c. trade discount and 1 p.c. 10 days. Delivered.

SIMCOE PURE PRESERVES

(Packed 2 doz. to the case.)

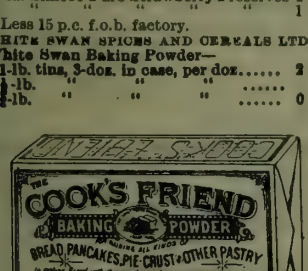
12 oz. Simcoe Pure Strawberry Preserves		1 35
16 " " " " "		1 75

Less 15 p.c. f.o.b. factory.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0

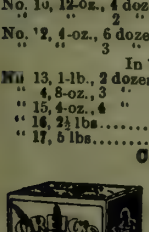


Cook's Friend Baking Powder

In Cartoons	per dozen
No. 1, 1-lb., 4 dozen	$ 40
" 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 doz n	2 10
" " 2 "	2 2
No. 12, 4-oz., 6 dozen	0 70
" " 3 "	0 75
In Tin Boxes	**per dozen**
No. 13, 1-lb., 2 dozen	3 00
" 4, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs	14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.



White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz., $1.40.

White Swan Flaked Rice, per doz., $1.

White Swan Flaked Peas, per doz., $1.

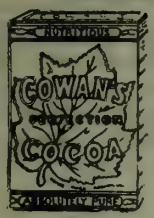
Blue.

Keen's Oxford, per lb. $0 17

In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED.



Cocoa—	
Perfection, 1-lb. tins, per doz.	$1 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Solu le, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

RENSDORF'S COCOA

A. S. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
" " ¼ " " "	2.40
" " ½ " " "	4.75
" " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

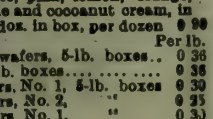
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz 0



Prepared cocoa, ½'s 0 28

Prepared ⅓'s 0 28

Mott's breakfast cocoa, 10c. size	90 per dz.
" " ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1-5 lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 25½
½ and ¼ b. "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. "	0 26
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15	15 lb. pails and 10, 25 and 50 lb.
boxes.	Pails. Tins. Bbls.
White Moss, fine vein	0 19 0 21 0 17
Best Shredded	0 18 0 16
Special Shred	0 17 0 15
Ribbon	0 19 0 17
Macaroon	0 17 0 1
Desiccated	0 16 0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

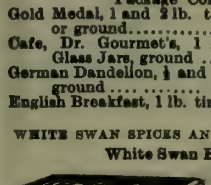
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14
Package Coffees	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 2 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$3 25
Medium size jars, "	4 80
Small size jars, "	2 40

Individual size jars, per doz. 1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " 50 " "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils, Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 65
Quart "	3 75
Gallon "	10 00

Wholesale Agen

The Davidson & Hay, Limited, Toront

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

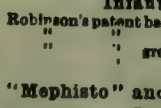
"Vita" Pasteurized Extract of Beef. Per case

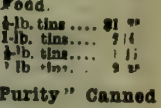
Bottles	1-oz.,	case of 2 doz	$3 20
"	2 "	" 1 "	3 00
"	4 "	" 1 "	4 50
"	20 "	" 1 "	4 75
"	30 "	" 1 "	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins $1
" " "	1-lb. tins 1
" " groats	½-lb. tins
" " "	1 lb "

"Mephisto" and "Purity" Canned Lobsters.





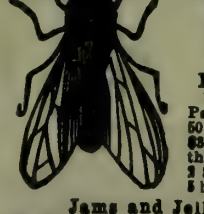
Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.





Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.

5 boxes 1 75

Jams and Jellies.

BAYCER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 30

T. UPTON & Co.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

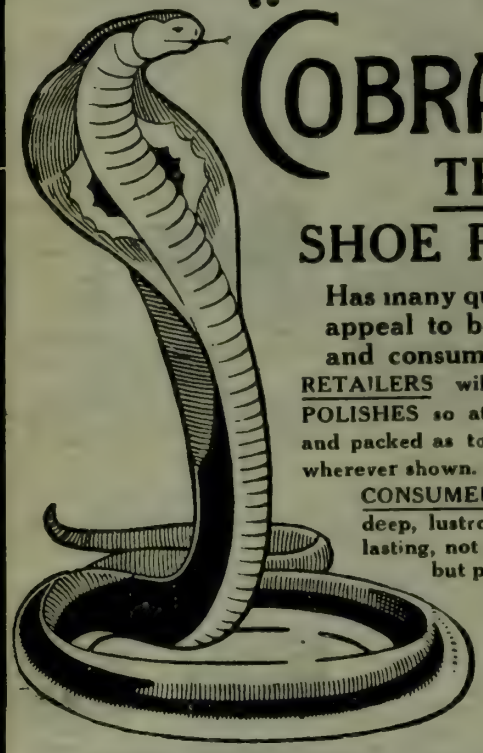
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.



"COBRA"

THE

SHOE POLISH

Has many qualities that appeal to both retailer and consumer.

RETAILERS will find COBRA POLISHES so attractively boxed and packed as to invite attention wherever shown.

CONSUMERS will find them deep, lustrous, brilliant and lasting, not greasy or waxy, but preserving leather in healthy state, supple and comfortable.

TEST THEM

COBRA POLISHES, Black or Brown, in tins.
COBRA CREAMS, Large and small, in bottles.

Stocked by C. PARSONS & SON,
79 FRONT STREET EAST, TORONTO



Sell Snap

The Only Hand Cleaner

Do not let some exponent of other goods persuade you that he has something equal to or even a little bit better than Snap. He has not.

Snap is the only genuine original antiseptic hand cleaner on the market. It is delightful to use, refreshing and pleasing in every respect.

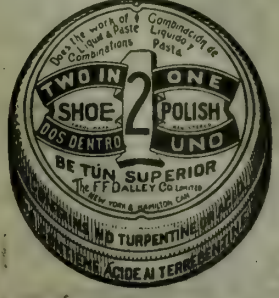
Its use satisfies customers — Its sale satisfies the grocer

BUY FROM YOUR JOBBER

THE SNAP CO., Limited
MONTREAL CANADA

A BRILLIANT SHINE

LASTING
WATERPROOF
PLEASING



2-in-1

Is the Polish of Preference

It will not soil the clothes, injure the leather or clog the brush. It is free from all injurious substances and contains no turpentine or acid.

Hold fast to the polish that has given you perfect satisfaction by its sales and your customers perfect satisfaction by its use.

The F. F. Dalley Co., Limited

HAMILTON, CANADA — BUFFALO, N.Y.

GOODWILLIE'S FRUITS in GLASS
HOME INDUSTRY
BRAND

Packed fresh from the vines and trees. There is no delay. The factory is located on the farm, not in a town or city. Therein lies the secret of the superiority of GOODWILLIE'S over all others.

Place your order with your jobber. ACCEPT NO SUBSTITUTES.

ROSE & LAFLAMME Limited

Canadian Selling Agents.

MONTREAL **TORONTO**

	Per lb.
5-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

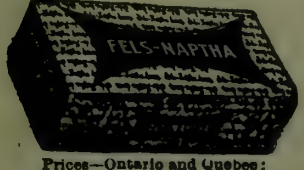


Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	1.80
Lemon (Straight)	Contains 2 doz.	1.80
Orange (Straight)	Contains 2 doz.	1.80
Raspberry (Straight)	Contains 2 doz.	1.80
Strawberry (Straight)	Contains 2 doz.	1.80
Chocolate (Straight)	Contains 2 doz.	1.80
Cherry (Straight)	Contains 2 doz.	1.80
Peach (Straight)	Contains 2 doz.	1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 00
Five cases, or more	4 95



List price

'Shirriff's" (all flavors), per doz. 0

Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 60 lbs.	0 11
20-lb. Pails.	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10½
Tubs	0 10¾
20-lb. pails	0 11
20-lb. tins	0 10½
10-lb. "	0 11¼
5-lb. "	0 11¾
3-lb. "	0 11½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (25 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, ½-lb. glass jars	1 75
" " 20 5-lb cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulo large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1¼-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1¼-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross net	$13 00
" per case of 3 doz. net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. / 60 ½-lb. "	2 75

No. 5 Magic soda—cases 196—10-oz. pkgs

1 case	2 85
5 cases	13 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	15 30



3 doz. to box..... $3 45
6 doz. to box $6 90
30 days.



1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered) $3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	per l.
Laundry Starches—	
No. 1 White or blue, 4-lb carton	$0 07
No. 1 " " 1-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 7½
Kegs silver gloss, large crystal	0 7
Benson's satin, 1-lb. cartons	0 7½
No. 1 white, bbls. and kegs	0 0 ½
Canada White Gloss, 1-lb. pkgs.	0 6½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 07½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

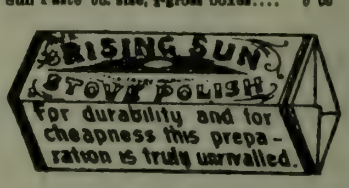
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs, 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
3-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼ barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

TEAS



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 50

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 43	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 07	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	40c.
Lavender Label 1's and ½'s	42c.	50c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.



MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " 1s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

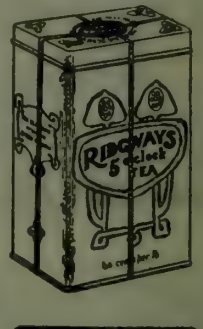


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label. " 80c	0 55

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug making—Shamrock 6s, plug or bar	45
Rosebud Bars 6s	45
Empire 8s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	70
Cut Smoking—Great West Pouches, 7s	51

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 65
Cote's Choice Mixture, 1-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 75

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$12 00
Absorbine Jr., per dozen	9 00

Yeast

Royal yeast, 3 doz. 5 cent. pkgs	$4 10
Gillett's cream yeast, 3 doz. in case	1 20

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch. 13 St. Therese Street, St. Gabriel's, Montreal.

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"Bottom Like The Top"

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Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

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It will pay you to book your orders NOW

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English Preserved Provision Manufacturers

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Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

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Guaranteed Pure and all Packed in England

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Grocers who want the best to be had in Canned Vegetables and Fruits will find the "**ESSEX**" brand nearer perfection than anything thus far introduced. Essex County is one of the most favored agricultural sections, and with new and improved facilities at our disposal, we are able to retain all the fresh garden flavor in packing. Nothing in any sense inferior is allowed to go out under our brand.

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ESSEX, ONTARIO

In a Class all by Itself

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Farmer Brand Canned Goods

We have facilities and resources such as are possessed by no other factory and our position puts us just that much ahead of our competitors.

We grow our Fruits and Vegetables on 3,000 acres of the finest, most fertile, garden land and we are enabled to raise the choicest products that can be cultivated—unsurpassed anywhere.

WE ARE THE LEADERS; WE INTEND TO KEEP AHEAD

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Bloomfield, Ontario

Establishing a High Standard

¶ That is what we have endeavored to do in all our business relations, and in our output of goods we have never lost sight of even the smallest detail that would contribute to the popularity and purity, quality and superiority of

OLD HOMESTEAD BRAND
Canned Fruits and Vegetables

We claim that only the best grade of fruits and vegetables are selected for Old Homestead Brand, and that they are preserved by the most modern and sanitary methods known. We claim that careful selection and skilful, sanitary packing produce goods of the highest quality, and every can of Old Homestead Brand is a concrete proof of our claims. Try a can—See for yourself!

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

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Good for Business Building



Good for Pleased Patronage

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The grocer who stocks them makes sure of purity and adds to his reputation for reliance and honest value.

The E.D.S. brand is absolutely free from any chemical preservatives or coloring matter. The only ingredients are fruits of the highest grade and pure granulated sugar and they are packed in sterilized air-tight bottles and cans.

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Coffee better than the average.
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Coffee so exquisite in flavor.

That people want it again—and again. That's what

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Packed in tins, 2's, 3's, 5's and 10's.

Pails, 1's, 2's, 3's and 5's, and in bulk.

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CRYSTAL SUGARS

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Standard, Fine, Coarse, Berry, Powdered.
Ahe best for PRESERVING.
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Sugars that always satisfy.
Uniform Grain.
Gains customers for you.
A trial convinces.
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SHOE, HARNESS & FURNITURE POLISHES.

NO DOUBT YOU STOCK THEM!

They
were FIRST on the market.
are FIRST in quality.
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The Nugget Waterproof Polishes are honest goods, free from acid and injurious ingredients and add to the good reputation of every merchant handling them.

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"Keep up with the Twins"



"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

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THE PUREST AND BEST

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STANDARD THE WORLD OVER

ALWAYS READY—NEVER FAILS

A QUICK SELLER

EVERY CAN GUARANTEED

Manufactured by



St. Charles Condensing Co.

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CANADA



"Canada's Pride"

Canned Goods Still Leads

We would advise that we are now running heavy on Peas, packing a finer quality than we have ever turned out because of the excellent condition of the raw material, which with our careful handling, fine equipment and unequalled sanitary factory, enables us to far excel in quality any previous year.

These same conditions will apply to the full line of fruits and vegetables which we pack.

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One trial will make you a strong friend of "Canada's Pride."

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THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager **NAPANEE, ONTARIO**

José Segalerva Malaga Spain

Packer of

Malaga Table Raisins

" Loose Muscatels

Shelled Almonds, Etc.

Superior Quality

The Brand with a reputation for reliability. Always the leader.

Attractively Packed

Your wholesaler can supply you. This Brand is always a seller.

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THE McCASKEY REGISTER CO. are the Owners by Priority of Invention or Purchase of the Original Patents covering **The Gravity Principle** in **Credit Register** construction.

The McCaskey Credit Account Registers are Recognized by Expert Accountants, Auditors and Up-to-date Merchants in all lines of business as being the quickest, **easiest and most satisfactory Registers** made.

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The McCaskey Credit Register System handles your accounts with **only One Writing.**

Over **Fifty Thousand** in use is **evidence of its popularity.**

If you do a Credit Business **investigate this System.**

A **postal** will bring **Further Information.**

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An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

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The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

The Queen Quality Leads

WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is overlooked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get in them

PURITY, PERFECTION and SATISFCATION

Manufactured by

The BELLEVILLE CANNING COMPANY
BELLEVILLE - - - ONTARIO

ARRIVED

CAR LOAD Butter Bowls

14 in. to 23 in.

WHITE WOOD

Ask us for price.

Walter Woods & Co.

Hamilton and Winnipeg

To the Trade:

The Tea You Can Sell Quickest is

CEYLON TEA

Because it

Pleases the Palate

Because it

Answers the Needs

Because it

Saves the Money

OF THE CONSUMER

and all good Merchants know that

The Turnover's the Thing

H.P. SAUCE

IS SELLING VERY FREELY

Shows a good profit and the demand is constantly growing.

Wouldn't it be worth your while to stock it?

It brings new and permanent customers.



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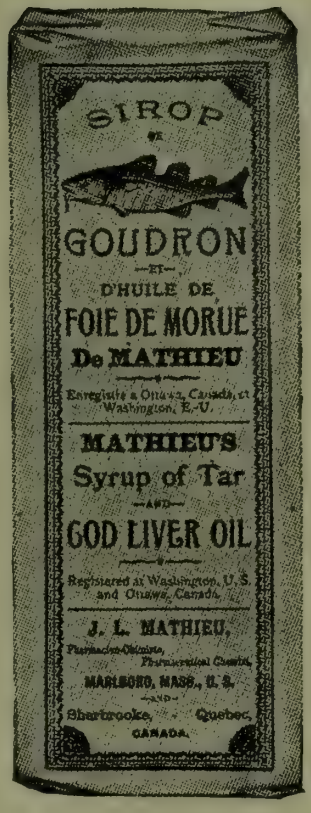
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TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

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VANCOUVER



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MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs Colds, Bronchitis, etc.

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Just look over your stock and send us your order.

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Every can is guaranteed to be pure and perfectly sterilized. It is the best guarantee of health that a grocer can give his patrons.

CLEAN RICH HEALTHY

Order from your jobber

DELICIOUS SANITARY WHOLESOME



Manufactured by **AYLMER CONDENSED MILK CO., Limited**
AYLMER, - ONTARIO

ROAST CHICKEN

1-lb. CANS EXCELLENT QUALITY

You will find it a splendid seller at this season

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

ST. LAWRENCE

GRANULATED

and

GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The Canada Sugar Refining Company, Limited
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A Cool Drink to Quench Your Thirst—

That's how **COLD SPRING LEMONADE POWDER** will appeal to you.
We'll send you a sample package to try. Write us.
If it appeals to you in that way, will it not also similarly appeal to your customers ?

8-oz. and 4-oz. packages. **Sold by you for 20c. and 10c.**

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LONDON, ENGLAND — MADE FROM THE FINEST MALT

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100%

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A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS — TAKE IT TO-DAY

WHITE SWAN SPICES & CEREALS LIMITED
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Strawberry Jam

Now Ready

We have put up the largest packet of any single factory in Canada—still we are short. Book your orders quickly.

WAGSTAFFE, Ltd.

Pure Fruit Preserves

Hamilton, - - Ont.

JAPAN TEAS

We have a good assortment of New Teas on hand. We invite Jobbers to write us for samples.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN





Put these lines out where everyone who goes into your store will see them. It will help your trade.

Borden's Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Banner and Princess Brands Condensed Milk.

¶ Just you try them in your own home, and then you'll take a real pleasure in recommending them to your most particular customers.

WRITE FOR PARTICULARS.

John Malcolm & Son,

ST. GEORGE, - ONT.

I Offer New Crop

Fine Filiatra Currants

Barrels, Half Cases and Cartons

August, September or October Shipment

Import Lots Only

ANDREW WATSON, Importer

91 Youville Square, Montreal

Imperial Quality!

This brand is true to its name in the matter of quality.



No other evaporated cream can equal it for uniform richness, and for that "always the same" quality which makes it the favorite in the home.

The Cream to Sell.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

"Reduced in Price but not in Quality."

Mason's Number One Sauce

To Sell now at 15c. per Bottle

Prepared by **GEO. MASON** *(The Original)*
From London, Eng.

The Mason, Miller Company, Toronto, Canada

THIS IS

About 3-ft. Long.



Half Actual Size.

"IT"

THE FLYCATCHER THAT EVERYBODY IS TALKING ABOUT NOW!

OF ALL JOBBERS OR FROM

T. A. MacNab & Co., St. John's, N.F.

W. S. Clawson & Co., St. John, N.B.

MacLaren Imperial Cheese Co., Toronto.

Wingate Chemical Co., Notre Dame St. W., Montreal.

G. C. Warren, Regina, Saskatchewan.

Standard Brokerage Co., Vancouver, B.C.



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in the world.

42 St. Vincent St., Montreal

Tel. Bell, Main 1310



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.

What's in a Name?

A great deal, very often.
In the present instance the name—

John Gray & Son

Glasgow, (Scot.)

is your guarantee that the Marmalade we offer you is the purest and best on the market.

Write us for a sample jar.

SNOWDON & BORLAND, Agents
34 GUARDIAN BUILDING - - MONTREAL



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

BUY FROM YOUR WHOLESALER
or

The Harnett-Ridout Company
Manufacturers TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - Montreal

PURITY SALT

is just what its name implies and is known as

"The Salt that Satisfies"

FINE, COARSE, TABLE OR DAIRY

Our Samples will convince you

The Western Salt Co. Limited
Mooretown, Ont.



McLEAN'S WHITE MOSS BRAND COCOANUT

There are many imitations, but the old reliable brand still heads the list.

The Canadian Cocoanut Company
Montreal

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	" 6 months...	17 00
"	"	" 3 months...	10 00
50 "	"	" 1 year.....	17 00
"	"	" 6 months...	10 00
25 "	"	" 1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

WANTED.

WANTED—Second-hand improved grocery fixtures. Small store. Write 25 Schneider Ave., Berlin. (31p)

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire.

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with established connection with the grocery trade, is open to handle one or two first-class agencies. Box 349, Vancouver, B.C. (39)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S W.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

HUMAN NATURE IN SELLING GOODS, by James H. Collins. Perhaps the most interesting volume on the human side of salesmanship that has ever been written. Intensely interesting, not only to those engaged in some form or other of salesmanship, but also to people whose occupations have little to do with selling goods. Mr. Collins is a writer of the first rank and in "Human Nature in Selling Goods" he is at his best. Cloth Binding. Price, postpaid, 50 cents. MacLean Publishing Company (Technical Book Dept.), 10 Front St. East, Toronto.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

SUCCESSFUL ADVERTISING—how to accomplish it—by J. Angus MacDonald. A complete exposition of the art of advertising as applied to all lines of business. Enables any man to write and design the kind of advertising that brings results. Replete with practical examples. Invaluable to Retail Merchants and other business men who are face to face with the great problem of good advertising. Cloth binding. Price, postpaid, $2.00. MacLean Publishing Co., Tech. Book Dept., 10 Front St. E., Toronto.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

ELBOW CHART FOR TIN AND SHEET-IRON WORKERS—This chart is one of the most practical and convenient systems offered for drawing accurate patterns. It gives and rise of the miter line of elbows of any diameter and number of pieces for any angle, and is adapted to the wants of tinners, boilermakers and other workers in sheet iron and in heavy metals. Size 11 x 14 inches. On heavy Manilla paper. Price 50 cents. MacLean Publishing Co., Technical Book Dept, 10 Front St. E, Toronto.

BUSINESSES FOR SALE.

FOR SALE—An up-to-date grocery business in one of the best Western Ontario towns. Address Box 315, CANADIAN GROCER, Toronto. (31p)

FOR SALE—Cash grocery business in nice Saskatchewan town on C.P.R. main line. Good district; excellent crop in sight; $3,000 stock; $1,500 will handle. Building solid brick, for sale or rent, easy terms. Address Box 316, CANADIAN GROCER, Toronto. (33p)

FOR SALE—We have a large list of grocery, hardware and general stores in British Columbia from $500 to $50,000. Full particulars on application. List your business with us for quick results. TRITES & LESLIE, 659 Granville Street, Vancouver, B.C. (34)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1873. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scott h, Liverpool



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

BUSINESS IS GOOD

you will say and we will save you money in discounts and freight if you stock our full line of —



RICHARDS

Quick Naptha Soap

Snow Flake Soap Chips

Ammonia Powder

100% Pure Lye

Toilet Soaps

DON'T

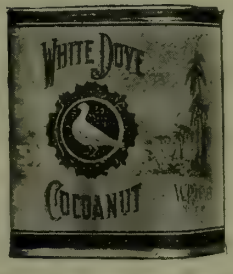
be induced to buy stale and rancid

COCOANUT

when the

"White Dove"

SOARS above the heads of all others as the brand of



Quality

Uniformity

Reliability

Manufactured by

W. P. DOWNEY
MONTREAL



It dries them up **Common Sense**

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

P. & F.

VINCENTALLI

& CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF

CANDIED PEELS

Specialities

CITRON, LEMON, ORANGE

Drained, Cut and Candied

Prices and Samples on Application

A LEADER FOR OVER FIFTY YEARS

THE COOK'S FRIEND

BAKING POWDER

THE COOK'S FRIEND BAKING POWDER TRADE MARK

FOR RAISING ALL KINDS OF

BREAD, PANCAKES, PIE-CRUST OR OTHER PASTRY.

In making Bread with this powder no fermentation takes place and thus neither acid nor alcohol is formed thereby producing SWEETER, LIGHTER, and WHITER BREAD than by any other PROCESS.

PREPARED ON CORRECT CHEMICAL PRINCIPLES

Never dip a wet spoon in the POWDER. Keep it always in a dry place.

W. D. McLAREN, LIMITED

Manufacturers
583-5 St. Paul Street, Montreal

IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making propositions there. You may find just what you are looking for.

Prince of Pickles

Carrying honors wherever known is the record of

STERLING

BRAND

PICKLES

Made in Canada's largest pickle factory, of best grown selected Canadian pickles.

Order through your jobber or direct from the factory.

The T. A. Lytle Co., Ltd.

Sterling Road, Toronto, Can.

O·K

THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.

MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

Valencia Raisins

A. MAHIQUES PARIS

DENIA

For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

"It gives us great pleasure to say that "the A. Mahiques Paris Brand Fine "Selected Raisins purchased from you "this year have turned out exceedingly "fine in quality. We have compared "them with what we considered other "first-class brands, and in our opinion "they are superior to any Fine Se'ected "we have examined this year."

Thos. Bell, Sons & Co.

AGENTS

MONTREAL

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

AUGUST 1st to 14th

Between these dates **PHONE NO. 596** at our expense, mail or telegraph. All orders shipped same day as received.

Special Bargains During Travellers' Holidays.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, L. T. Mewburn & Co., Ltd.	Montreal and Toronto, Winnipeg,	Eastern Provinces Port Arthur to Alberta Province of Alberta
The Standard Brokerage Co., Ltd.,	Vancouver, B.C.,	British Columbia
T. A. MacNab & Co.,	St. John's,	Newfoundland

ROWAT'S

still hold the Premier Position for

Imported Pickles and Olives.

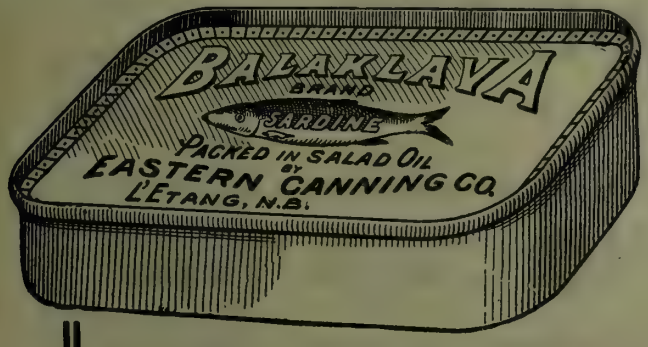
Enquire of your wholesaler for our **New 12 oz. Bottle Pickles which retails at 10c.**

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal Ontario and Quebec.
F. K. Warren, Halifax, N.S.
F. H. Tippett & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver, B.C.
Nicholson & Bain., Winnipeg, Edmonton, Calgary.



BALAKLAVA SARDINES

Are just a little better than the best.
For that reason it will pay you to feature this brand.

Free Sample to YOU for the asking.

The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; H. D. Marshall, 145 Centre St., Ottawa; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

Counter Check Books

"Get The Best"

LOBLAW
CREDIT
SYSTEMS

The CARTER-CRUME COMPANY, Ltd.
TORONTO and MONTREAL

Mention this paper

YOU CAN FEATURE
WONDERFUL SOAP

knowing that you are relying on something in which you will not be disappointed. No laundry soap is quite equal to Wonderful, which saves labor and time, and whitens clothes. It is absolutely pure and thoroughly uniform in quality, the most helpful friend imaginable for the housewife on washing day, and a strong trade builder for the grocer.

Write us for quotations

The Guelph Soap Company
GUELPH, ONTARIO

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL
HALIFAX, N, S.

WINTER RESORT—QUEEN'S PARK HOTEL
PORT OF SPAIN TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE
Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Now. Closes on May 1.

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto; 465 Temple Building, Montreal

British America Assurance Company
A. D. 1833
FIRE & MARINE
Head Office, Toronto

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

WESTERN ASSURANCE COMPANY.
Incorporated 1851
FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

Red Rose Tea Travellers

go on holidays this week till August 15th.

Your order by mail will have prompt and careful attention, and if you need tea in a hurry, kindly wire or phone at our expense.

BRANCHES:
Toronto—3 Wellington East
Winnipeg 315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N.B.

Quaker Salmon

Same attractive tin this year.

Prices just as interesting.

The choicest of the choice fish from the famous salmon rivers, the Fraser and the Skeena, packed by experts who follow to the letter our orders to pack absolutely nothing but the very highest quality.

OBTAINABLE FROM

MATHEWSON'S SONS

WHOLESALE GROCERS

202 McGILL ST. : : : MONTREAL



THEY ARE GOOD SELLERS

It does not pay any grocer to stock slow-selling, adhere-to-the-shelves, dust and dirt-collecting goods.

SHIRRIFF'S CONCENTRATED FRUIT ESSENCE
SHIRRIFF'S IMPERIAL SCOTCH MARMALADE

are the kind that move, create trade, mean repeat orders, and delight the housewife. She knows that the name Shirriff is synonymous with quality and value.

LET US QUOTE PRICES

Imperial Extract Company 18-22 CHURCH ST TORONTO, CANADA



To The Trade:

To our list of agencies, which contains only firms of reliability and standing, and having a world wide reputation, we have the pleasure to add:

New Agencies

1st. Chateau Robert Springs, of St. Yorre, France, whose proprietor, Mr. René Robert is the originator of **"La Savoureuse,"** the original of all Vichy Lemonades—a refreshing, hygienic and delicious beverage, made from the natural carbonic gas, at his springs, without any artificial process.

"La Savoureuse" will be in strong demand.

2nd. The Belfast Mineral Water Co., Limited, who manufacture the celebrated brand of Trayder's Ginger Ale—Dry and Very Dry—a much sought for and agreeable drink.

We are ready to fill any orders for these choice goods

Imported Canned Goods

We have just received the consignment of Preserved Asparagus and Fine Peas, of the Soleil Brand, crop of 1909. The quality is superior. These goods are served on the most select tables. We carry a full stock and are ready to quote. The stock of Asparagus is the largest ever imported into Canada. It means that "quality will always win in the end." The Soleil Brand is now a standard on the Canadian Market.

Canadian Canned Fruits and Vegetables

We quote the lowest market prices on Canadian Canned Fruits and Vegetables; this is not mere talk, but a fact. In ordering elsewhere before having our prices, you are liable to pay higher prices. We will quote you F.O.B. factory, F.O.B. Montreal, or F.O.B. your station, on all Canadian Canned Fruits and Vegetables of the most popular brands.

For all information and quotations, write, phone or wire at our expense

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors **Montreal**

EVERY POUND COUNTS

EVERY POUND OF TEA YOU SELL EITHER HELPS YOUR BUSINESS OR DOES IT HARM.

When you sell a cheap tea you may please the bargain hunters at the time of buying but at the time of drinking they are condemning you most strongly, ignoring altogether the fact that they purchased at a low price. While that tea lasts everyone drinking it is dissatisfied. On the other hand, if you sell good tea at a fair price you are constantly making and keeping customers, and the remark is constantly made——"Yes, everything you buy at ———————— is good."

"SALADA"

will make you hosts of lasting customers, for all are delighted with its flavor.

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 58
American Tobacco Co. 50
Aylmer Condensed Milk Co. 13

B

Baker, Walter, & Co. 44
Balfour, Smye & Co. 21
Bell, Thos., & Son. 20
Belleville Canning Co. 22
Benedict, F. L. 44
Berry, Wm. 42
Bickle, J. W., & Greening. 57
Blue Ribbon Tea Co. 3
Bor ridge, H. B. 2
Borden Condensed Milk Co. 16
Bovril, Ltd. 43
Brack & Co. 2
Bradstreet's. 58
Brand & Co. 7
Bristol, Geo. & Co. outside back cover
British American Assurance Co. 22
B. C. Soap Works. 37
Brown Mfg Co. 17

C

Caledonia Springs Co. 55
Canada Sugar Refining Co. 14
Canadian Canners. 32, 33
Canadian Cocoanut Co. 17
Canadian Condensing Co. 16
Capstan Manufacturing Co. 17
Cargill, H. 42
Carr & Co. 21
Carter-Crume Co. 22
Cereals, Ltd. 38
Ceylon Tea Ass'n. 12
Champion & Slee. 15
Christie, Brown & Co. 45
Clare & Little. 2
Clark, W. 43
Clawson & Co. 2
"Cobra" Polishes. 62
Collings, H. & Co. 58
Common Sense Mfg. Co. 19
Connors Bros. 57
Constant, H. 44
Cooper, Cooper & Co. 11
Cote, Joseph. 50
Cowan Co. 46
Cox, J. & G. 47

D

Dalley, The F. F., Co., Limited. 62
Davidson & Hay. 14
Dawson Commission Co. 54
Dignard, Ltd. 44
Dominion Molasses Co. 8
Dominion Wafer Co. 17
Dominion Warehousing Co. 2
Downey, W. P. 19-39
Eastern Canning Co. 22

E

Eastern Canning Co. 21
Eby-Blain Limited. 3
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 37
Enterprise Mfg. Co. 60
Escott, W. H. 42
Essex Canning Co. 5
Estabrooks, T. H.
Evans, F. G., & Co. 37
Ewing, S. H., & Sons. 14

F

Fairbank, N. K. 9
Farmers' Canning Co. 5
Fearman, F. W., Co. 40
Fels & Co. 38
Fisher, A. D., & Co. 59

G

Gibb, W. A. Co. 54
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 43
Goodwillie & Co. 63
Gordon, McDonald Co. 18
Gorham, J. W., & Co. 2
Grant, W. J. 50
Guelph Soap Co. 22
Gunns Ltd. 40

H

Hamilton Cotton Co. 59
Hamilton Stamp & Stencil Co. 60
Hotel Directory. 22
H. P. Sauce. 13
Hough Litho Co. 20

I

Imperial Extract Co. 23
Imperial Tobacco Co. 50
Irish Grocer. 2
Island Lead Mills Co. 59

J

James Dome Black Lead. 62
Jameson Coffee Co. 37
Johnson, J. K. 2

K

Kilgour Bros. 59
Kops Ale. 4

L

Lake of the Woods Milling Co. 49
Lambe, G. W. A. 2
Laporte, Martin & Co. 24
Lear, Sidney. 42
Leitch Bros. 48
Lind Brokerage Co. 2
Loggie, W. S., & Co. 50
Lucerna Anglo-Swiss Milk Choc. Co. 44
Lytle, T. A. Co. 20

Mc

MacLaren Imperial Cheese Co. inside front cover
MacNab, T. A., & Co. 2
McCabe, J. J. 52
McCaskey Register Co. 11
McDonald, Gordon & Co. 18
McDougall, D., & Co. 50
McIntosh, F. R. 37
McLaren, W. D. 19
McLeod & Clarkson. 37
McVitie & Price. 46
McWilliam & Everist. 52

M

Maconochie Bros. inside front cover
Magee, Fred. 57
Magor, Frank. outside front cover
Malcolm, Jno, & Son. 16
Marshall, Alex. 37
Marshall, E. A. 37
Mason, Geo. & Co. 20
Mason & Miller. 17
Mathewson's Sons. 23
Mathieu, J. L., Co. 13
Michigan Show Case Co. 59
Midland Vinegar Co. 13
Millman, W. H., & Son. 2
Mo-Kin's Food Co. 19
Montreal Biscuit Co. 48
Mooney Biscuit and Candy Co. 47
Morse Bros. 62
Mott, John P. & Co. 46

N

Napanee Canning Co. 10
National Licorice Co. 45
Nelson, Dale & Co. 46
Nicholson & Bain. 39
Nickle Plate Stove Polish. 59
Nishimura, S. T. & Co. 15
Nuggett Polishes. 9

O

Oakville Basket Co. 42
Oakey, John & Sons. inside back cover
Old Homestead Canning Co. 6

P

Paradis, C. A. 44
Patrick, W. G. & Co. 2
Pickford & Black. inside back cover
Poulton & Noel. 4

Q

Queen City Oil Co. 58

R

Richards Pure Soap. 19
Ridgways' Tea. 19
Rose & Laflamme, Ltd. 63
Rowat & Co. 21
Ryan, Wm. Co. 40

S

St. Charles Condensing Co. 10
St. Lawrence Sugar Refining Co. 14
"Salada" Tea Co. 25
Sanitary Can Co. inside back cover
Scott, David, & Co. 18
Segalerva. 10
Smith, E. D. 7
Snap Co., Ltd. 8
Snowdon & Borland. 17
Sprague Canning Machinery Co. 42
Spratts Limited. inside back cover
Stamper, D. 2
Stevens-Hepner Co. 60
Stevens & Solomon. 53
Stewart, I. C. 58
Stringer, W. B. 53
Symington, T. 20

T

Taylor & Pringle. 21
Thurston & Braidich. 39
Tippet, Arthur P., & Co. 1
Todhunter, Mitchell & Co. 13
Toronto Salt Works. 42
Truro Condensed Milk Co., Ltd. 40
Tuckett, Geo. E., & Son Co. 51

U

United Soap Co. 51

V

Verret, Stewart Co. outside back cover
Victoria Fruit Exchange. 37
Vincentelli, P. & F. 19

W

Wagstaffe, Limited. 15
Walker Bin and Store Fixture Co. 58
Walker, Hugh, & Son. 53
Wallaceburg Sugar Co. 8
Warren, G. C. 2
Watson, Andrew. 16
Watson & Truesdale. 2
Weese, G. Wallace. 2
Western Assurance Co. 22
Western Salt Co. 17
Wethey, J. H. outside back cover
White & Co. 53
White Swan Spice & Cereals, Ltd. 15, 36, 48
Wilson, Archdale. 48
Wilson, W. Harry. 37
Wiseman, R. B. & Co. 39
Wood, Thomas, & Co. 63
Woodruff & Edwards. 59
Woods, Walter, & Co. 11

Y

Young, W. F. 58

Seven Thousand People Answer Call of the Cataract

Crowds Busy as Bees Swarm Queen Victoria Park on Occasion of the Eighth Annual Hamilton and Brantford Grocers' Picnic—Contrary Aerial Conditions Could not Keep Them at Home—Many Humorous Events During an Eventful Day—Ball Game and Foot Races on Slippery Grass Should Materially Increase Sale of Soap—Some of the Things That Happened.

Staff Correspondence.

Niagara Falls, Ont., July 27.—When the immortal Shakespeare penned the lines:—

Lay aside life-harming heaviness,
And entertain a cheerful disposition;

he evidently had in mind the Hamilton Grocers' and the Brantford Grocers' and Butchers' picnic of nineteen hundred and nine. At any rate that's what the good folk—admirers of the men who supply life's necessities—of those two cities did on Wednesday, July 21, on the occasion of the big annual exit to the cataract.

They came from Hamilton six-thousanl strong, while the Telephone City added its coterie of some fifteen hundred souls.

This in the face of the fact that the weather man early in the morning threatened to turn on the tap and later did so, makes the picnic all the more remarkable. President (Ald.) John Forth, of the Association in the Mountain City claims that their picnic is the largest in Ontario of any annual event. At any rate he came 'forth' followed by a retinue the size of which a Caesar might well have been proud. John Carpenter, chairman of the picnic committee builded better than he anticipated although towards the close of the day he was heard to mourn the fact that he had entirely forgotten to tip the man who attends to the aerial conditions. Otherwise he thought there would have been more people there.

But the wise ones knew better. The truth of the matter was that everybody came who had made up their minds to do so and everyone who had previously determined to get away had the necessary seventy-five in their jeans and came. The crowd from Hamilton was bigger than ever. Both the Grand Trunk and T. H. & B. lines were chartered for the occasion, each running five special trains comprising in all about 90 coaches.

To use an oft repeated observation: "The ardor of the excursionists was not dampened by the damp weather." The reason is apparent. Jack Carpenter and his stalwart committee had arranged for such a programme of events that could not be well resisted.

Once the crowd arrived on the scene and had enjoyed an early morning bath beneath the spray from the waterfall, some event happened every minute of the eventful day. It wasn't possible to keep a line on them all.

Brantfordites were there in hundreds and when it came to the sports they were well up to the front too. Their chief, Art Coulbeck, president of the Retail Grocers' and Butchers' Association unfortunately had to content himself with looking on the ball-game from the bleachers—there was no grandstand or he would have been there. There were however, some grand-stand players in the teams. The trouble was all over an injured hand. The Brantford ball tossers missed Arthur from their ranks but the loss to them was gain to the fans.

A Versatile Secretary.

If anyone had trouble in keeping busy, that party might have followed Bay Hill about the grounds. Musicians are often described as being versatile. That's Bay Hill. He was apparently everywhere at the same time and certainly lived up to the requirements placed upon him by virtue of his office as secretary of the Hamilton association. He is a past-master in the art when it comes to leading a band whether it be rube or the Highland Pipers.



JOHN FORTH,

President of The Hamilton Association, Who Was as Busy as a Circus Manager.

"Sousa never had nothing on him," was the meditation of an admirer who once saw the famed leader wield his baton.

As an elocutionist he stands at the head. To this John Forth will testify when he heard, "There's something in the parting hour——." More than the president wept. That he will be an inventor of renown before another year rolls round is practically assured.

To augment the already large assembly on the Queen Victoria Park grounds, London sent over a few score who joined in with the crowd and made the day the success it was, in spite of the elongated rain.

The fireworks opened by the exploding of Hand's aerial artillery. The sounds of these while they lasted faded away the roaring of the big cataract. It was claimed the report went off on a ten mile journey—which did not at all seem unlikely.

Had the Kellyites and Casey's men observed the ball game which begun about 11.30, they would have walked off the map with shame. Hamilton won out but not without a big struggle. Then you should have seen the features that decorated their faces as well as those of their admirers. Their smiles, one would think, would have melted the paint on the band stand in the park. Brantford, although defeated, was not disgraced. The game in the early stages looked like a walk-away for Simmer's men who scored three in the first and made it an even half dozen in the second—the same as had been made by Joe Kelley's nine in the second innings on the previous day. Brantford rallied in the third and took a quartette from Cann.

At this stage of the game Fred Harp, R. S. Vanstone and Art Coulbeck, all good Brantford grocers, who were rooting vigorously outside the ropes were seen to bet heavily on their favorites. But Cann was stingy with his hits. He certainly did not earn the epithets thrown at him such as 'rusty' and 'dinged' and so the hard earned dollars of the above named trio were wasted.

The game, which by the way was indoor ball played outdoors, was finally taken by the Hamilton sugar dispensers by the close score of 17 to 12. Some said it was 17 to 14.

"More like a rugby tally," remarked one of the real sports on the side, the disgust on whose countenance showed plainly that he had come to see better ball.

The Brantford battery was composed of two individuals known as Woodley and Minnes, the former doing the twirling. He was touched freely in the first two innings when Simmer's nine scored nine runs. This was due to the fact that he was given no opportunity to get his wing in shape and after that was accomplished—well to make a long story short, Casey wants to sign him for the Montreal Royals. Struthers was in uniform with the losers and played mighty

good ball. When he held out his basket very few of the high-fliers touched terra firma. Harp played a tune every time Woodley struck out a man. Needless to say the music was as scarce as credit buyers in a departmental store. McCallum held down second and there was no light-weight about his playing. The real good measure, however, stood on first-base for the Mountain City boys, as when the game was over the sack was found to be completely sunk into the earth.

When the smoke of battle cleared away, 'My Lady Nicotine' got in her work, each of the winners being the proud possessor of a box of cigars.

The winners handed in their names to the official scorer as follows:

Cann, p; Smith, r.s.s.; Hobson, c; Williamson, 1b; Lavis, 2b; Simmers, 3b; Cummings, l.s.s.; Clendenning, r.f.; Lampman, l.f.

Jack Foley called the strikes and balls and informed each side when there was a change of innings. He was the umpire and there were few kicks against his decisions.

The Baby as King.

A few thousand people did homage to a circle of individuals of the infant kingdom when the baby contest was announced by John Forth. It was held on the band-stand and everybody had to give 'way to the young lords and ladies. Some thirty mothers entered their offspring in the competition and when the critical eyes of Mayor McLaren, of Hamilton, and John Forth ran around the circle the winners were named as follows:

1st—Teddy Darington.
2nd—Beatrice Learmont.
3rd—Russell Culm.

A special prize donated by Geo. E. Bristol & Co., for the fattest baby boy was won by Georgie Henderson, while a lassie named Passmore took the special in the fattest baby girl contest.

There was also a competition for aged ladies, the prize to be donated to the oldest on the grounds. Five entered, the winner being Mrs. Decatur who has reached her 84th birthday. She resides at 255 Queen St., South, Hamilton. H. Cave, 342 Catherine St., North, Hamilton, with the following of eight, won the prize for the largest family on the grounds.

Some Speeding Events.

The running races presented some fine amusement. Despite the fact that the rain came down incessantly but not heavily, the ropes surrounding the sprinting field were lined seven and eight deep. Others more particular about their clothing looked on from the vantage ground on the side of the hill.

But the latter missed the fine finishes in many of the races. To see the young ladies slide across the line and win by a toe-length is something that does not come within everybody's observation every day. It would have made even the famed base ball base-stealers green with envy. The grass was of course wet and other things were green as well and may have needed more than one application of some of the varieties of soap advertised on the grounds.

The events for girls, young ladies married ladies and fat ladies were extra well filled up. In fact the grounds were scarcely wide enough and especially was this the case, when Announcer John Forth called for entries in the event "fat ladies under one ton."

Some fell in almost all the feminine events and those not quite so fleet of foot went over them which made things exciting for the onlookers.

The only event which could not claim an entry was the Association Race open only to Brantford and Hamilton members of their respective associations. Why this was the case is hard to fathom because they all looked like sprinters.

When it came to the Chicken Catching



JAS. MAIN, one of the Workers Who Helped Make the Affair Successful.

Contest there was considerable fun. Live chickens were liberated and chased by girls under the ages of sixteen.

Those who won prizes in the running events were as follows and in the order mentioned:

Shoe Race.—D. Slattery, J. A. Carmichael, Geo. Reid.

Girls' Three-Legged Race.—Misses M. Young and E. Atwell; Misses M. Ronald and J. Hunter; Misses A. Hill and A. Johnston.

Single Ladies' Race.—Miss E. Hasselfelt, Miss E. Lewis, Miss A. Smith.

Clerks' and Drivers' Race.—100 yards—G. Rayfus, H. C. Struthers, H. McMann.

Girls' Race, 10 years and under.—B. Beaverstock, A. Johnston, M. Horning.

Fat Ladies' Race.—Mrs. Humphrey, Mrs. McCully, Mrs. J. O'Connor.

Married Ladies' Race.—Mrs. Milburn, Mrs. Bunn, Mrs. Slattery.

Boys' Race, under 8 years.—E. Smith, J. Halloran, J. Saunders.

Old Men's Race.—A. Carey, W. Tuck, J. Shean.

Lady Clerks' Race.—B. Lyon, M. Carte, A. Caffery.

Sack Race, 75 yards.—E. Frost, L. Stroud, M. Tunis.

Farmers' and Gardeners' Wives—Mrs. G. Stewart, Mrs. McLaren.

Boys' Race, under 12 years.—H. Hill, R. McBride, Geo. Scott.

Hundred Yards Race, open.—J. Manewell.

Chicken Catching Contest.—A. Lyons, A. Johnston, L. Hasselfelt.

Red Rose Tea Race.—Misses L. Hasselfelt, G. Stewart, E. Lyon, Mrs. Milburn.

Owing to the condition of the weather the day fireworks was not completed. Several shells, however, were sent aloft filled with coupons for shoe polish, blue, soap, jello, ammonia, starch, etc. There was considerable scrambling done particularly among the youths and several thousand coupons gathered up.

The joint associations served tea, coffee and milk free to everybody. All that was necessary to have were coupons which were handed out to every person on the trains. Connected with this was a guessing contest for prizes donated by Comfort Soap, the prizes going to the first six who came nearest to the number who would be supplied with tea, coffee, milk and lemonade for dinner and tea.

Programmes By The Bands.

There was no dearth of music. The associations brought with them the 91st Highlanders Band, of Hamilton, and under the leadership of Bandmaster Stares presented a high-class programme of marches, overtures, cornet solos, etc.

The rube band was one of the special features particularly when Bay Hill had the handling of its members. The 'music' from the balcony of the New Park Mansion House would float out over the lawns and among the rustling tree-leaves; alternating with this impressive softness, brilliancy and inspiring force would be given to the stormy and strenuous passages, according as Bay Hill interpreted the succeeding notes. As an artistic interpreter he commands the respect of all. This rube band was composed of one or two represetatives from Dundas, one from Sousa's following but the rest were not labelled, due it was said, to some oversight on the part of the band-master.

One of the chief reasons why the joint picnics were successful was the fact that they were well advertised. Both associations had published an abundance of literature telling all about the events that were to be. The programmes were attractive and neatly arranged so that everybody was apprised of what would happen before they had their minds made up to attend. The workers in both associations talked the picnics up; not only that—they worked. Therefore in

spite of the rain the crowd was larger than ever before.

Director of Ceremonies.

Officers of the Brantford association are: A. Coulbeck, president; Norman Willits, secretary and A. L. Vanstone, treasurer. The ticket committee was Jas. Burns and A. L. Vanstone, and the printing committee, Fred Harp and Phil. Truss.

The officers of the Hamilton Association are: John Forth, president, George Cann, 1st vice-president, Ed. Hazel, 2nd vice-president; James Main, treasurer; M. R. Hill, secretary; Executive Committee.—John O. Carpenter, Chairman; A. Lavis, J. M. Semmens, A. G. Bain, W. Smye, jr.

Committees in charge of the picnic were: Transportation— J. Kirkpatriek, A. G. Bain, J. O. Carpenter, W. Smye, jr., J. Main.

Printing—W. Smye, jr., E. Hazel, J. O. Carpenter, J. Main.

Refreshments—A. G. Bain, E. Hazel, J. Main, G. Cann, W. Smye, jr.

Amusement—J. A. McIntosh, H. Taylor, G. Dawson, B. Crysler, G. Cann, J. A. McIntosh, M. R. Hill, J. Forth.

Music—H. Taylor, Jas. Main, J. A. McIntosh, Geo. Cann.

Games—J. M. Semmens, A. Lavis, E. H. Young, J. Forth.

Reception Committee—C. H. Peebles, J. Kirkpatrick.

Heard Between the Drops.

There was a committee to look after all babies on the grounds. It consisted of the men here named, Bay Hill, Jim Main, Jack Forth, Billy Smye, and Andy Bain. By special request the name of Jack Carpenter was added.

Everybody saw Fluffy Ruffies slide across the line for second place in one of the races and even then she was not caught. You could tell her by her white stockings which were quickly turned to green.

The judges at the finishing post in the foot-race events were Alex Fraser, of Balfour Smye & Co., Hamilton; Wm. Jackson, of Walter Woods & Co., Hamilton; and Jas. Price, of Geo. E. Bristol and Co. They were very fond of allowing Nos. 1, 2 and 3 in the ladies' races take refuge in the circle of their arms.

The clerk of the course was John L. Brown who cast envious eyes at times at the judges when the girls were crossing the tape.

J. M. Semmens, chairman of the games committee, spoiled a new hat purchased for the occasion.

Early in the morning some fast pigeons were released, which with more than human instinct winged their lofty flight back to their homes beneath the mountain.

Had Arthur Coulbeck's hand been in shape there would have been a different story to tell about the baseball game.

The races were keenly contested but a friendly spirit at all times prevailed. "Where's the man that beat me?" asked one 100-yard sprinter and when the 'goods' was produced warmly shook him by the hand. One came from Hamilton and the other was a Brantford turf coverer.

White-duck trousers for stealing bases on a rainy day are not exactly what they are cracked up to be.

"Did you win?" "No! I fell."

A. Lavis, Wm. Jackson, jr., and Geo. Morton occupied the treasurer's tent from where orders for prizes were issued. It was beseiged by crowds all afternoon, yet the trio affirmed that it was 'dry' inside.

John Forth didn't remin long on the grand-stand when the baby show was over—evidently he knows the danger of an argument with a woman.

Woodley's wing did not round into shape soon enough for the Brantford ball team, but he made a strong finish.

The treasurer of the Hamilton association was one of the the 'Main'-stays of the day. N. B.—This is positively a new joke.

Jack Carpenter should have been one, if he can build houses as well as picnic-plans.

Bay Hill said unto the president: Come Forth, and Forth came forth with a megaphone.

Talk about Harry Lauder—but when it comes to the Scotch sword-dance, bet on Adam Ballantyne.

"Betting on ball-games is as bad as selling groceries to a dead-beat," was one of Fred. Harp's mental observations.

"There must be no further speeches until the band plays," was the after-dinner speech of C. H. Peebles.

C. H. Peebles, by the way, is a band leader too. When Bay Hill was called upon for his address the former captained the band.

Assistant Supt. Pue, of Queen Victoria Park promises the fatted calf to the Hamilton and Brantford grocers every year.

One who does not believe in talking while he eats is Andy Bain—but that made no difference to the 'table-round.'

Geo. E. Bristol, Hamilton, was one of the interested guests at the picnic.

All the ball players were presented with Magic Baking Powder caps prior to the game.

Notwithstanding the fact that the band players drank orangeade during the day—handed out freely by Sam Qua —there were no Twelfth-of-July tunes heard.

It's an ill wind that blows nobody good. Soap sales in Hamilton and Brantford during the week have been remarkable.

"There's something in the parting hour
"Will kill the warmest heart."

Steam and electrically driven trains will be a thing of the past when next year's picnic comes around. The Hamilton secretary has under consideration the invention of a magnet that will pull a train from Hamilton to Niagara once it is let loose at the former station. There will be smoke-balls to denote danger and a syringe on the compressed air plan to draw the coaches from the mouth of peril back to a place of safety. The invention will of course be patented.

Geo. McKenzie, represented Minto Bros. at the picnic. One of the prizes was a ten pound package of Melagama Tea.

It was the eighth annual picnic and the first rainy day.

Among other prize donators were The MacLaren Imperial Cheese Co., and The Imperial Cocoa and Spice Co.

The crowd from Brantford was proportionately as large as that from Hamilton.

A STEP UP THE LADDER.

Brantford Grocery Clerk Forsakes the Counter for the Road—He will Sell Tea.

Brantford, July 27.—Grocers in a number of Western Ontario towns and cities will soon be greeted by a new traveler selling Red Rose Tea. L. Pratt, who has been on the selling staff for the above named company for the past 13 years, is leaving the road. His beat will henceforth be taken by Delmere D. Butler, a young man who has as a grocery clerk



DELMERE D. BUTLER.

"been weighed in the balance and not found wanting."

Mr. Butler has made himself a salesman by his tact and energy. He has spent eleven years serving the public behind the counter, three in Simcoe and eight in Brantford. While here he was employed for four years by F. C. Harp, who will testify to his ability as an efficient painstaking clerk, and who predicts a successful future for the young traveling salesman. Mr. Butler has literary tastes and besides acting as regular correspondent for The Canadian Grocer here for some time, he also contributed several articles in Salesmanship, which have been favorably commented on by many readers of that journal in many places.

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PUBLISHED EVERY FRIDAY

FEATURES OF THE MARKET.

A glimpse over the columns showing market prices of various commodities in different sections of Canada, provides some interesting and profitable reading. It will show that in most cases purely local conditions have much to do with prices while in other cases they depend on generalities.

The sugar market is somewhat changed with prices on the upward incline, but for how long is difficult to tell. Two brands advancing during the week to retailers and two Canadian refineries have hung their prices higher on all their products. The cause is attributed to the advances in raws.

Canned goods for future delivery are yet difficult commodities to fathom, but it looks as if the opening prices on at least strawberries and peas would have been the most favorable to retail buyers. Both have advanced since, due to the short season and backward crops, respectively. Salmon prices are out, as will be seen by quotations in the canned goods market section. Prices are lower than they were a year ago, but in some cases not very much.

The Halifax market indicates that flour will relax some in anticipation of the new wheat crops and stock. Strawberries from New Brunswick are selling there at 15c per box.

In Winnipeg evaporated apples have advanced a cent a pound recently, while prices on new pack canned strawberries and peas are stiffening.

Calgary market shows new potatoes selling at 6 lbs. for 25 cents, while in Brantford they are 35 cents per peck, and in Galt 40 cents.

A feature in the Vancouver market is lard, which has recently gone away up in price, while in St. John, N. B., oatmeal declines 40c per barrel.

Western crops are spelendid and if not marred by August frosts, as they were last year, the west will be as buoyant as it was during the years of prosperity before the recent depression.

HOLIDAYS FOR CLERKS.

Give clerks their holidays. It will pay to do this, even on the principle that it pays to take care of a machine. Holidays certainly tend to improve the efficiency of a clerk. The better the health the better the efficiency of the average man, and holidays tend to improve the health.

Every clerk is perhaps not worth being given a holiday, but clerks that are not worth being given a holiday are not worth keeping in the store.

A well spent holiday makes a healthier, brighter, and more efficient all round man behind the counter.

If you have not already tried this do it now.

EFFECT OF INEXPERIENCE.

Recent correspondence in The Grocer from an Ontario city, told of a retail grocer giving up his business and going "back to the farm."

This is worthy of more attention than at first might appear. If the merchant were making a success of the grocery business, it is not likely he would give it up.

Competent men are needed in the grocery trade as well as in any other. Here is where too many are led astray. Whenever times become dull, we see, particularly in the outskirts of a town or city several small corner groceries spring up in the front rooms of small residences. The new proprietors have little or no knowledge of how the business should be conducted; they forget that it costs something to do business—to maintain fixtures, to provide for fuel and light and for the general wear and tear of things. They give time to all-comers, so anxious are they to obtain trade, and undersell their competitors.

All these things tend to work out their ruin, and go to show that incompetency in business is not by any means a qualification of the successful merchant.

MERITS OF CONDENSED MILK.

The present is an opportune time for the display and advertising of condensed milk. A great deal is just now being heard about investigations into and conferences on the purity of milk supplies so that with guaranteed products such as are produced by Canadian factories, grocers have a splendid talking point.

Condensed milk is one of those commodities that has merited a large sale throughout Canada. It is pure and wholesome and just what was required on the market. There can be little or no question as to its purity and grocers should take advantage, and especially now, of this fact. They should experience little difficulty in selling condensed milk if the proper method is taken.

Another strong talking point in the grocer's favor is the existence of the camping season. A can of condensed milk dispells the worries of the morning sleeper in rising in time to catch the milkman. Campers need condensed milk but they should be given a gentle reminder by the grocer that they do need it. One would be surprised to find how quickly it sells when its merits are known.

IMPORTANCE OF BRANDS.

Most goods which now leave the grocery store for the consuming public may be named under a particular brand. The importance of brands has, of course, been long ago recognized and rightly so. The consumer knows exactly what he wants, once he has tested and found a particular variety of food-stuff to his living. He asks for that brand every time.

If on the other hand he purchases goods which are known by no particular name and which have been purchased by the retailer with no particular method of manufacture in view, the consumer is not liable to get what he wants every time. The quality and flavor on some occasions are bound to vary.

The result is that the consumer loses faith in all such goods, which obviously depreciates the quantity sold and depreciates it according to the number of consumers who become displeased.

On the other hand branded goods are manufactured by the same methods at all times so that there is less chance in varying from the straight and narrow path when it comes to quality, density and flavor. The retailer is placed in such a position that he knows the desires of his customers. A demand is created and he can supply that demand because he knows exactly what the requirements are.

Of course in many cases the consumer does not ask for a particular brand but it is always good policy on the part of the retailer to study the tastes of those who are specific in their demands. When customers are offered the "just as good" variety they usually go elsewhere to get what they desire.

A Day of Pleasure for the Montreal Retail Grocers

Journey Out To Maple Grove Park And Forget Their Counters, Scales And Things — Races, Ball-Games, Boating, And The Tripping Of The Light Fantastic Among The Day's Enjoyments.

(Staff Correspondence.)

Montreal, July 27.—An engine drawing twelve loaded passenger coaches rumbled slowly into the Windsor Station, Montreal, last Wednesday evening, and a thousand tired, play-weary, rest-



SECRETARY SARRAZIN,
With That Mysterious Grip.

seeking individuals stepped or jumped off and started on the shortest route for home.

It was the twenty-ninth time the Montreal Retail Grocers' Association and friends of members of that body had returned from the association picnic, an annual event looked forward to with keenest pleasure by all.

This year Maple Grove was the place chosen for the holding of the picnic, and a more ideal spot would have been difficult to find.

Only fifty minutes' run from Montreal, Chateauguay direction, by train, it was not a tiresome trip to the grounds, but just of sufficient length to give the boys an opportunity of meeting one another.

Once the grounds were reached, no time was lost in starting the games, which were continued till mid-afternoon.

Not a minute was lost. As many as half a dozen different attractions claimed attention at once. It beat the old-time, three-ring circus, but, somehow or other, everybody seemed to be able to keep track of all that was going on.

This was probably because those who were running the picnic were so efficient. Take Fred Hodge, for instance. While he admits himself that he cannot sell coffee to two grocers at one and the same time, he was, nevertheless, able, in his capacity as a judge, to do three things at once. These three things were: to waltz most beautifully in the dancing pavilion; to catch the winner in the fat mens' race, and to give out orders for prizes to the winners of various events. To use the slang expression, is not this "going some?" And the other officials were equally energetic.

There was quite a nice banquet at half past twelve, and, as usual, everybody had a good time.

Two baseball games, one in the morning and one in the afternoon, livened up proceedings considerably, and attracted and held the attention of the baseball fans.

Many found considerable amusement in the boating, which was very good in the neighborhood. One large party of grocers went off in a gasoline launch as soon as the train arrived—and got back in time to catch the cars for home.

There was a fine floor for dancing, and a good orchestra, and not a few spent considerable time thus passing the day.

The Prize Winners

The different events, and the winners, were as follows:



A Hard-Worked Sextette.

Left to Right—J. O. Levesque, A. Malo, Fred Hodge, J. A. Dore, J. Hebert, J. A. Beaudry.

150 yards race. Open to chairmen of all committees.—1. J. A. Dore and J. I. Lussier; 2, A. Laniel; 3, A. Laurendeau.

150 yards race. Open to members of different committees, except chairmen.—1. E. P. Lalonde; 2. E. X. Lussier; 3. P. E. Dery.

Five mile race. Open.—1. H. Lavoie; 2. E. Clement; 3. N. A. Guerin.

50 yards race. For boys 12 years and under.—1. H. Laniel; 2. R. Lecavalier; 3. T. Hardigan.

50 yards race. For girls 12 years and under.—1. A. Seguin; 2. M. Hardigan; 3. J. Lanoue.

200 yards race. For grocery, fruit and provision travelers.—1. L. N. Mallette; 2. R. Traversier; 3. A. A. Archambault.

150 yards race. For grocery clerks.—1. J. Pratt; 2. J. Dickson; 3. J. Cardinal.

200 yards race. For members of the association.—1. A. Menard; 2. A. Laniel; 3. J. A. Phaneuf.

200 yards race. For drivers of biscuit wagons.—1. E. MacDonald; 2. E. Jordan; 3. J. Chauvin.

100 yards race. For fat men.—1. V. Boileau; 2. A. Lauderville; 3. N. Belil.

150 yards race. For all retail grocers.—1. J. A. Phaneuf; 2. E. A. Menard; 3. P. Dery.

Half mile race. Open to all but competitors in five mile race.—1. J. Pratt; 2. W. A. Guerin; 3. E. MacDonald.

Sack race. Open.—1. E. P. Lalonde; 2. E. MacDonald; 3. J. Dickson.

50 yards race. For girls 13 years and over.—1. T. Hardigan; 2. A. Laniel; 3. A. Poupart.

75 yards race. For married ladies.—1. Mrs. J. Hardigan; 2. Mrs. W. Neal; 3. Mrs. Rhodes.

200 yards swimming race.—1. A. Thompson; 2. L. Reese; 3. H. Laniel.

50 yards race. For girls 15 years and over.—1. S. MacKinroe; 2. T. Crevier; 3. A. Lanoue.

Dancing contest.—1. A. Longpre and Miss S. Kennedy; 2. F. Prevost and Miss F. Jobin; 3. A. Chausse and Miss A. Mainville.

Putting the weight.—1. N. Belzil; 2. N. Viau; 3. M. Laframboise.

Choosing contest.—1. J. Cusson; 2. H. Laurendeau; 3. A. J. Seguin.

Tug of war. Between grocers of the east and grocers of the west. Won by grocers of the west: E. Legault, C. Lanoue, W. Dupras, H. Biron, H. Desjardins, J. B. David, J. A. Maynard,



WALTER SNOWDON.

Who Would Rather Play Second Base Than Umpire.

J. U. Guerin, F. Alarie, J. Bell, G. A. Archambault, J. A. Laframboise, C.

Sens, A. Guilbault, P. Dubuc, D. Gascon, E. Dubec, A. Granger, D. S. Stuart, J. H. Dupuis.

Baseball games: Between grocers east and west of St. Lawrence St. Won by western team, by score of 13 to 7.

Between retail grocers and Stewart's Hoxie team. Won by retail grocers, by score of 20 to 3.

Caught on the Fly.

Phanuef won the $5 all right. Someone said it was more than he could have made had he worked the day in the store. How ridiculous!

Ed MacDonald was right there when it came to races.

They say Joe Murphy turned down an offer to play second base on the Montreal ball team. Joe is too good for Jimmy Casey's aggregation. His specialty is "grass cutters."

Where was Walter Gaden? (Ans.—Selling insurance). We missed you, Walter.

Our old friend Tamilkande was there with a sunny smile and a glad hand.

Fred Hodge was not the only "two at the same time" performer. Billy Murray was responsible for the distri-



Ald. J. B. Lamoreux, P. Daoust, J. A. Jacobs, D. Robert (kneeling)—A Bunch of Good Fellows.

bution of those fantastic Magic Baking Powder caps, but what else was he doing.

Walter Snowdon firmly vows that he would rather play second base than umpire a ball game any day.

Harry Taylor can look after a score card just as well as he can sell brooms.

As usual, friend Beaudry looked after everyone.

Did anyone find out what secretary Seguin carried in that great, big grip? Lots of people were anxious to know.

Charlie Woods put his knee in front of a fast ball. Now he's sorry he did. Too bad. But it did not spoil his good time.

Did the kid get the quarter?

Where were the wholesalers? We missed several faces.

The ladies were mighty pleased with those "Bordo" fans. We can see friend Hodgson's hand here.

"Always on Top" was the inscription on the ballon sent up by the Ogilvie Flour Mills Company.

Armand Malo has a masterful voice which proved very useful behind a megaphone.

President Dore was kept busy all the way through. He had a ready smile for everybody.

"Five Roses" was not lost sight of by any means.

First Vice-president E. Boileau is some hustler all right.

Some of the travelers noticed present were: Messrs. Charland, Grenier and Rousseau, (Hudon, Hebert & Co.); Fred Hodge (Chase & Sanborn); Sullivan, Drouin and Carrignan (Laporte, Martin & Co.); Trepannier, (Matthews, Fortier & Monette); Bell, (Lang Mfg. Co.); Geoffrion, Lamarche and Hardy (Chaput Fils & Cie.); Brais (Jodoin, Maloney & Lawrence); Alarie and Gagnier (Montreal Biscuit Company); Langlois (Viau Frere); Langlois (Gunn, Langlois & Co.); Middleton, (Tamilkande Tea Co.); Levesque, d'Orsennes, Labreche, (Hudon & Orsali); Woods, (D. S. Perrin & Co.).

Placide Daoust had his picture taken seventeen times—more or less.

Everybody was home by eight o'clock.

That farmer's horse was drawing a great load.

Treasurer Laniel had the time of his life getting some of those races started.

"A Leader For Over Fifty Years." What?

The Hoxie team, in their neat uniforms, attracted considerable attention.

Who was it got off at Caughnawaga by mistake?

Notes from the Maritime Provinces and Quebec

Grocery Trade Changes in Sherbrooke—Strike Has Bad Effect on Trade—Move to Widen New Brunswick Potato Markets.

HALIFAX.

July 27.—All the wholesale grocers are complaining of the serious effect of the strike in the coal fields of Cape Breton. Few orders of any consequence are being placed as the store-keepers are not over confident of the situation. All the dealers agree that business has received a serious setback as a result of this labor war. There is no prospect of a settlement in sight, and therefore business cannot go ahead at the present stage.

The dealers report trade in other parts of the province good, and the outlook is most favorable for a busy season. Reports continue to come in of bright crop prospects in various parts of the province, and there is a fairly good demand for fish at the advanced prices. The market is abundantly supplied with fruit, and prices are fairly reasonable for the quality of the stock offered.

W. J. Mooney, president of the Mooney Biscuit and Candy Co., of Stratford, Ont., accompanied by his wife, were in the city this week. This was Mr. Mooney's first visit to Nova Scotia. He expressed himself as being greatly pleased with the province. He is combining business with pleasure, and while here he appointed C. E. Choat, as the Halifax representative of his firm. He also leased a warehouse on Water Street. After completing his business in the city, Mr. and Mrs Mooney left for Hubbard's Cove, a summer resort near Halifax, on a short visit.

W. B. Wood, a former mayor of Brantford, Ont., was in Cape Breton this week in the interests of the Brant-Wood Flour Mills, of Brantford. Mr. Wood is the president of the company.

ST. JOHN.

July 27.—A finely attended and representative meeting of the Produce Shippers' Association of New Brunswick was held in Woodstock last Thursday, when the question of opening new markets for the shipment of potatoes, hay, etc., was discussed. F. E. Williams, F. E. Low and O. B. Akerley, of St. John were present as representatives of steamship companies and Hon. J. K. Fleming, provincial secretary; Hon. Dr. Landry, commissioner of agriculture and W. W. Hubbard, represented the provincial goverment.

Hon. Dr. Landry said that the government was willing to do anything it could to secure new markets for the potato and other crops, and thought it might be well to send a man to see if it were possible to secure a foothold in the Cuban market. The government would pay the expenses of the commissioner and let the association name the man. Last year there were 3,000,000 bushels of potatoes raised in this province—more than the previous year—and the increase would be equally large this year, hence the necessity for more markets.

There has been little change in the local markets during the past week. Oatmeal has declined 40 cents a barrel for both roller and standard. Flours and sugars are unchanged.

New potatoes are coming in freely and are selling at $1 to $1.20 a bushel. New green peas and beans are quite plentiful.

SHERBROOKE.

July 27.—The grocery trade in this city has made rapid strides since the beginning of the year, each one of the twenty-five stores reporting a brisk and highly satisfactory business, not one being affected to any extent by the financial crisis of last winter. Three changes have been made in ownership, one in partnership and one new store has been opened since the first of January.

The grocery store on Montreal Street, for the past two years successfully carried on by A. A. Thornton, has been taken over by Frank A. Hovey, who is carrying on the business under the name of the Montreal Street Provision Company, with a full line of groceries, fruits, confectionery, vegetables and meat. Mr.

GUARANTEED ABSOLUTELY PURE

SIMCOE

Strawberry Preserves

Home Made Quality

Certificate of absolute purity on each jar.

We believe that these SIMCOE STRAWBERRY PRESERVES are absolutely the finest goods on the market. The strawberries are grown in the immediate vicinity of the factory, and are preserved the same day as picked, with the finest quality Granulated Sugar.

Ask your Jobber for Introductory Prices.

As the pack is limited these goods are offered subject to prior sale.

CANADIAN CANNERS
LIMITED

Hovey is the eldest son of P. A. Hovey, of the Hovey Bros. Packing Co., and has had a number of years' experience in the meat business, before entering into this enterprise. Mr. Thornton will, it is understood, devote his time in the future, to real estate.

The small grocery store on Montreal Street, for several years carried on by D. M. Flanders, has been purchased by A. A. Gunning, of this city, who is now carrying on the business under the name of "The Popular Grocery."

Coombs Bros. have purchased the grocery store for several years carried on by Jos. Gagne, at the corner of Queen and Liverpool Streets. This store does a flourishing business among the residents of that part of the city.

Canadian Markets and Market Notes.

QUEBEC MARKETS

POINTERS—

Advance in sugar.

Salmon prices all out.

Strength of peas and strawberries (canned).

Montreal, July 29, 1909.

Sugar was advanced on Monday of this week, 5c all along the line, by one refinery in Montreal. Previously the lower grades had been advanced 10c a barrel by both. Demand for sugar has been heavy, owing to the berry season being in full swing. Canned goods continue to attract as much attention as ever. The situation has cleared up but little. Salmon prices are all out now, and some orders are being booked. Teas are moving satisfactorily. Peas continue scarce, while fair trade in beans is reported. No new advices of interest have been received from California regarding the situation in dried fruits. No foreign advices on a similar subject have been received either.

Business, on the whole, is slack this week.

SUGAR.—Imperial and Beaver granulated sugar were both advanced 10c last Saturday, while on Monday Imperial was advanced another 5c. One of the refiners advanced 5c all along the line, the same day, but the other house did not put up prices at the same moment. Prices are firm. The advances locally are due largelwy to the higher market in New York. In the trade, some think that the lower grades were advanced because of the extremely strong demand there has been for them during the past few weeks. Business is brisk, although the advance caused a temporary falling off in orders, but not noticeably so. Only the advance in the two lower grades mentioned, 15c on the former, and 10c on the latter, are shown below.

Granulated, bags	4 55
" 20-lb. bags	4 65
" Imperial	4 35
" Beaver	4 30
Paris lump, boxes, 100 lbs.	5 45
" " " 50 lbs.	5 55
" " " 25 lbs.	5 75
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 35
" " 100 lb. boxes	5 45
" " 50 lb. "	5 55
" " 25 lb. "	5 75
" " 5 lb. cartons	5 37½
Extra ground, bbls.	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls.	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bags	4 15

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUP AND MOLASSES.—A few local houses imported a little more molasses than they now feel they can use themselves, and they are offering their surplus for sale to other jobbers not so well supplied, but the figures they ask are firm. Outside of this there has not been any development in the local situation in molasses. Syrups are moving satisfactorily.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 22	0 35½
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½-lb. pails		1 75
" 25-lb. pails		1 25
Cases, 2-lb. tins, 2 doz. per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

DRIED FRUITS.—Demand for Californian dried fruits this week has not been particularly brisk. Buyers locally have most of them arranged for their early supplies, and are now holding off and awaiting developments. Some are expecting lower prices for prunes and raisins, owing to rather large stocks carried over this season. Peaches and apricots are steady. Currants are unchanged this week, while there have been no interesting reports from Spain regarding Valencia raisins.

TEA.—Locally tea dealers are being kept busy with second crop Japans, which are selling freely now. First crop teas are almost nil in first hands in Japan, as previously reported. Demand from the trade is satisfactory.

COFFEE.—There has been no change worthy of note in the coffee market since last week.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

RICE AND TAPIOCA.—There have not been any development of interest in either rice or tapioca since last report.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 86
" " pockets, 25 pounds	2 96
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

SPICES.—The usual volume of business peculiar to this time of year is being transacted at unchanged prices.

BEANS AND PEAS.—Prices are practically unchanged since last week, business being only fair. Peas are still very scarce, and good stock is quickly sold when samples are shown. Prices for peas remain the same.

Austrian beans, bushel	2 25	2 30
Ontario prime pea beans, bushel	2 40	2 50
Peas, boiling, bushel	1 50	1 60

EVAPORATED APPLES.—Nominal prices are still quoted as follows:—

Evaporated apples, prime	0 07	0 07½

MAPLE PRODUCTS.—Nominal prices continue.—

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL. — The higher prices which are being asked for peas form the feature of the market this week. Owing to the probable scarcity figures have been put up to last year's list prices, which are as follows:—

Peas, standards, doz.	$ .82½	$ .87½
Peas, early June, doz.	.87½	.92½
Peas, sweet wrinkled, doz.	.97½	1.02½
Peas, extra sifted, doz.	1.42½	1.47½
Peas, gallons,	3.77½	3.82½

On the other hand there are those among the wholesalers who are quoting at the same figures as were given in these columns last week, as below.

Beans, doz	$ .72½	$ .80
Corn, doz.	.72½	.80
Peas, doz (according to grade)	.72½	1.40
Tomatoes, doz. (Ontario and Quebec)	.75	.82½
Strawberries, doz.	1.32½	1.37½

Some of the other wholesalers will not quote beans, peas or tomatoes under 80c. Fair sales are reported.

Clover Leaf and Horse brands salmon are quoted this week.

Prices are as follows:—

1 lb. talls, per doz.	$1.72½
½lb. flats, per doz.	1.15
1 lb. flats, per doz.	1.87½

Last year's prices were:—

1 lb. talls, per doz.	$2.00
½ lb. flats, per doz.	1.20
1 lb. flats, per doz.	2.15

Meantime other salmon prices remain as last quoted:—

Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz.	1.50	1.55
Red Sockeye, doz.	1.55	1.65

TORONTO. — Canners, or at least a number of them, and wholesalers scarcely know where they are at when it comes to prices on canned goods. Some packers are not quoting at all, awaiting to see what others intend to do. Others are booking a limited number of orders, but as a general rule they do not care to sell at prices named. The partial cause of this unsettled condition of affairs is the crop prospects, and until they are definitely known, the market will remain unsettled.

Peas are firmer than they were as the crops have shown a backward tendency

due to the dry weather of some time ago. They are now practically up to last year's list prices. Strawberries are also dearer. Some of the local jobbers are quoting the following prices for future deliverey:—

Beans,	$ .75	$ .80
Corn	.75	.80
Peas (according to grade)	.80	1.40
Tomatoes	77½	.80
Strawberries	1.32½	1.37½

Raspberries have not yet been quoted to the retailer. at least not generally.

Clover Leaf and Horseshoe brands of salmon are quoted as follows:—

1 lb. talls, per doz.	$1.72½
½ lb. flats, per doz.	1.15
1 lb. flats, per doz.	1.87½

These prices are about 25, 5, and 30 cents lower than last year's. Other salmon is not generally quoted here yet, that is, Humpbacks, Cohoes, Red Springs and Red Sockeye.

The salmon run in British Columbia began this week and first reports told of immense quantities of the fish having been caught. Whether the season will average up to what it was four years ago is not yet known.

Just at the time of going to press a despatch was received from Montreal stating that St. Lawrence sugar advanced five cents following Monday's advance on other sugars.. This affects the retailer both so far as the Montreal and Toronto markets are concerned.

ONTARIO MARKETS

POINTERS—

Sugar—Advance in a few cases.

Shelled Almonds—Primary market higher.

Beans—Good demand but no beans.

Toronto, July 29, 1909.

Jobbers have no complaints with regard to the quantity of trade during the past week. Sugar for preserving is selling freely on a firmer market than existed a week ago. In fact prices have advanced on a couple of grades and a couple of refineries have also put up prices 5c on all their sugars to the distributors, but this has not increased the retailers' price up to the present. The cause is the healthier state of the raw market with the closing of the Cuban season.

Beans and evaporated apples are wanted, but stocks are not big enough to supply the calls on account of unattractive prices, particularly in the case of beans. Canned goods are moving fairly well, but on the whole retailers are backward about buying.

While collections are only fair, business is in a healthy condition generally.

SUGAR—The sugar market presents some slight changes this week, prices on Beaver granulated and Imperial granulated advancing 10 and 15 cents respectively. This is due to a healthier condition in the raw market where advances have recently occurred. The Cuban crop has nearly closed, after which no new sugars will be ready before October and November. The beet sugar market is also up. Two Canadian refineries have made an advance of 5c on their sugars, but this has not yet affected the distributor's price to retailer. On account of the preserving season being here local demand is stimulated.

St. Lawrence "Crystal Diamonds," barrels	5 45
" " " ½ barrels	5 55
" " " 100 lb. boxes	5 65
" " " 50 lb. boxes	5 75
" " " 25 lb. boxes	5 95
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
" in 25-lb. "	5 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 40
Redpath extra granulated	4 70
Imperial granulated	4 45
Acadia granulated (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence golden, bbls.	4 30
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—Trade is slim with these goods just now with no new features to mark the situation.

TEA—Demand for Ceylon tea on the London market has been good and prices in consequence showed a higher tendency. Flavory sorts were particularly well sought after. Although new season's Indian tea is on offer rather earlier than last year, advices still report a backward season and quantities shipped to the London market were appreciably less than a year ago. Heavy Ceylon shipments made up for this however. The market for Javas is also strong with harder prices.

COFFEE—Quietness reigns yet in the coffee market although, as was reported last week, there is good demand for cheaper grades.

DRIED FRUITS—While there is not much attention being paid in Ontario to dried fruits, the primary markets are interesting. Prunes and raisins, according to California reports are inclined to stand a little easier. Apricots have not the strength they recently had. This crop is said to be not up to expectations.

	Per lb.
Prunes—	
30 to 40, in 25-lb. boxes	0 10½
40 to 50 " "	0 09
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06
Same fruit in 50-lb. boxes ¼ cent less.	
Apricots—	
Standard	0 13½
Choice, 25 lb boxes	0 14½
Fancy, " "	0 15
Candied and Drained Peels—	
Lemon 0 10 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned ½c less.	
Raisins—	
Sultana	0 07½ 0 09
" fancy	0 11 0 12½
" extra fancy	0 14 0 15
Valencias	0 05½ 0 05½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 08
" 12 oz. " "	0 07
Dates—	
Hallowees 0 05½ Fards choicest	0 08
Sairs 0 05 " choice,	0 07½

NUTS—It's almost out of place to talk about nuts at this season of the year, as little business is occurring. The primary market in shelled almonds and shelled walnuts is up, the opening price on the former being from 7 to 8 cents per pound higher than a year ago. Spain and France are the homes of these. The cause is attributed to damp weather and frosts.

Almonds, Formigetta	0 12½
" Tarragona	0 13
" shelled	0 33 0 35
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 26
Filberts	0 12
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

SPICES—There is not much doing in spices. While pickling spices are moving, they do not begin to go out freely until the last week in August or first of September.

Peppers, black, pure	0 14 0 20
" white, pure	0 20 0 25
" whole, black	0 16
" whole, white	0 23
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 20 0 30
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 14 0 16
" whole	0 14 0 16
Mace, ground	0 75 0 80
Mixed pickling spices, whole	0 15 0 16
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—Sales in these goods recently have been fair, but on the whole the market is quiet.

	Per lb.
Rice, stand. B	0 03¼
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03¼ 0 03¼
Patna	0 05¼ 0 05¾
Japan	0 05¼ 0 06¼
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½

BEANS—Another demand-wave comes from construction and mining camp districts for beans, but the prices are so high and the article so scarce that business is small. There is not likely to be any change for lower prices until the harvesting of the new crop.

EVAPORATED APPLES—Prices on these goods remain high and steady with not much stock in sight. Sales are being made to the retail around 7½c, but this is considered to be rather low.

PERSONAL ITEMS.

R. J. McNichol, Toronto, west end representative of Melagama Tea is holidaying near Erin, Ont.

To-morrow is the great day for the Drummers' Snack Club at Erin, Ont. The event, providing the weather man is in his happy mood, will surpass all past similar events.

TRADE NOTES.

The orange crop in Florida this year will, it is said, exceed any since that of 1894-5, and will produce 6,000,000 or one-half as much as the entire crop of California.

Charles Gurd & Co., the ginger ale manufacturers, Montreal, have just removed to their fine new building, on Bleury Street, where they are welcoming their friends.

FOR SALE.

FOR SALE—An up-to-date grocery and crockery business in Ottawa Valley. Capital required about $2,500. Box 317, THE CANADIAN GROCER, Toronto.

Business Items From the Western Province

Salmon Run at the Coast Not Delayed More Than Usual—Weather Good for Prairie Crops—Manitoba Merchants Want Better Roads.

VANCOUVER.

July 27.—The first of the early Crawford peaches from California are being sold at $1.30 per crate, and wholesalers are trying to persuade housekeepers to preserve now if they intend to, as the supply is said to be limited, and the price may go up. Ordinarily it is not known what is the cause, as sometimes this cry is made for the purpose of getting rid of large stocks at good prices. Later on, it may be as stated, and it may be the other way. In this instance, it looks as if the announcement is correct, as all along this season the report has been that the peach crop in Oregon, Washington and British Columbia, was much affected by last winter's frosts. The same announcement was made in regard to apricots, and now the price of this fruit is such as to prohibit preserving, the figure being $2. Very few apricots from the States immediately south of this province have come on the market, and it looks as if the supply will be short.

Lard is quite dear, being jobbed at 15½ cents for compound and 16½ for pure in threes and fives, while it is ½ cent lower in the larger tins. The former price was 13½ cents. The increase is only three cents, but it gives a bigger margin to the grocer, as it retails at 20 cents, as compared with the former 15 cents.

A canneryman from the Fraser River told The Grocer that the rumor that the salmon were unusually late is unfounded. The big run is not really due until the full moon of August 1, brings in the high tides. It is expected that large catches will obtain that week and after. Four years ago, the run did not start until July 27 or 28, while 1901 there was no signs of fish until July 27, so that the season is not late yet.

The Vancouver Grain Milling Co., which has shipped flour and grain to Europe on previous occasions, is making this week its first shipment of flour via the Suez canal to England. The Blue Funnel liner Teucer will carry 75 tons. Five hundred tons were sent by way of the Horn during the winter.

Victoria wholesale fruit dealers are discussing the advisibility of taking some action to prevent the shipment from the south of badly infected fruit. A large quantity has been arriving during the immediate past from San Francisco, and where dealers have not bought "subject to inspection," the loss has been considerable. Much fruit has been condemned. The local regulations while strict are not drastic, the intention being to prevent orchards in British Columbia from becoming infected with the pests, which have worked such havoc in the South. To drive the local man against the Government, some of the shippers in the South refuse to ship, while others charge a higher price. The result is that some of the dealers charge that the inspection is too severe. It is not probable though that the Government will relax, as it is found if any loophole is given the worst kind of fruit is piled in from the South.

The Kelowna Canning Company, at Kelowna, B.C., started operations this week. Beans is the first vegetable to be prepared.

PRINCE RUPERT.

July 26.—There is a general "move" on the part of the people who have been doing business in what is known as Knoxville. This is caused by the railway company requiring the land for piling the rails which are expected to arrive here in about two months. Owing to this general move the Prince Rupert Grocery Co. are advertising their stock at cost. They are the only firm in Prince Rupert that are doing a grocery business exclusively.

J. A. Kirkpatrick, who has been doing a grocery and gents' furnishing business, has decided to in future handle the latter line only, so has cleared out his grocery stock.

J. E. Merryfield, who has been carrying on a general business, has decided to confine himself to groceries only, so that in about a month's time he will remove his general stock to a branch that he is opening up on the Skeena River, about 100 miles north.

Clark & Iver are opening a wholesale produce and general commission business on 3rd Ave. between 7th and 8th Sts.

C. F. Swain, confectioner and tobacconist, has sold to D. Miln, late of Calgary.

MERCHANTS PAY $5 EACH.

This is to Settle the Debts Contracted by Retail Merchants of Western Canada.

Winnipeg, July 27.—The National Trust Company have received an order from the court to impose a levy of five dollars upon each of the members of the old organization of Retail Merchants of Western Canada. This levy is made in order that the debts contracted by the association, under the alleged manipulation of the defaulting secretary, and for which each member becomes liable, might be paid. It is estimated that the levy will be sufficient to pay off about $2,500,—the amount for which the association is directly liable. The merchants do not complain about the situation, but express satisfaction with the way in which the court and National Trust Company have dealt with their affairs. It is expected that a meeting will be held in the near future at which the retail merchants will endorse the action of the court, and proceed to act upon it. At this meeting also, officers will be elected for a permanent organization of the local retail merchants. It is understood that the grocers, butchers and druggists will organize distinct sections, but as yet no steps have been taken by these sections. Local grocers are more anxious to form a distinct organization than to enter into a general retail merchants' association. The fact that the various sections have distinct interests to serve would seem to warrant the development of separate organization. At the present time, however, it is to be regretted that the grocers particularly show little enthusiasm toward an organization of any kind.

REGINA.

July 27.—S. C. Burton, local manager for Cameron & Heap, Ltd., returned on Friday morning from a month's holidays spent in Kenora, Fort William, Hamilton and Toronto.

Business generally is good and is improving all the time. The wholesale fruit houses both report business as being brisk. Raspberries, peaches, plums and apples are probably the best sellers, along with tomatoes, cucumbers, etc. The blueberry season will probably open about the middle of next week and most of the merchants here have orders booked for regular daily shipments.

The Regina Industrial and Agricultural Exhibition opened on Tuesday, the 27th inst.

MANITOBA MARKETS

Corrected by Telegraph.

POINTERS—
Advance—Evaporated Apples.
New Goods—Prunes.
Withdrawals—Canned Strawberries.
Good Demand—Fresh Fruits.

Winnipeg, July 29, 1909.

The summer trade is keeping up well in the general line. There was a slight reaction following the Xmas-like trade of exhibition week, but at present the trade is not dull in either the wholesale or retail business. Grocers in the towns and cities throughout the country are laying in stocks preparatory to the heavy harvest and fall trade.

SUGAR—The preserving season is open and large quantities of sugar are moving. In spite of the increased demand, the prices remain unchanged. Retailers would change them if it were possible in order that a legitimate profit might be made.

Montreal and B.C. granulated, in bbls	5 90
" " " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 91
" in sacks	4 90
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-20's " "	4 95
" icing	5 60
" bar sugar	5 60
Icing sugar, in bbls	5 60
" " " in boxes	5 80
" " " in small quantities	6 00
Powdered sugar, in bbls	5 35
" " " in boxes	5 55
" " " in small quantities	5 85
Lump, hard, in bbls	5 90
" " " in ½ bbls	6 00
" " " in 100-lb. cases	5 90

SYRUP AND MOLASSES — The stock is low on the market at present owing to the low prices which have been prevailing. It is expected that

Importers, Roasters and Grinders of

Coffee and Spices

Manufacturers of

Jams, Jellies, Pickles, Sauces and Flavoring Extracts

We manufacture a full line of these and are able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS

Before replenishing your stock get our prices.

Empress Manufacturing Co.
Limited
VANCOUVER, B.C.

MR. MERCHANT—

Do you want to add to your profit? Then don't overlook the two best sellers on earth:

White Swan Soap

AND

White Swan Washing Powder

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British Columbia Soap Works
VICTORIA VANCOUVER CALGARY

VICTORIA
FRUIT GROWERS' ASSOCIATION
are the largest packers and shippers of first-class Fruits of all kinds in British Columbia.
OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS., - VICTORIA

ALEXANDER MARSHALL
Wholesale Merchandise Broker
VANCOUVER
Representing—Lever Bros., Ltd.; Postum Cereal Co., Ltd.; Charlottetown Condensed Milk Co.

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Can give strict attention to a few first-class Grocery Agencies. Highest References.

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Coffees, Teas, Spices, Etc.
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We have Competent Salesmen
Best facilities for Distributing and Storing
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H. HODGSON, Manager

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

Part II:—

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation Order?
Bulk versus Package Teas.
How to Establish a Tea Trade.
Tea Blending.

275 Pages Price $2.00
Fully Illustrated

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Technical Book Dept.
10 Front St. East - - Toronto

the demand for both lines will increase very soon. Prices are unchanged.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 00
" " 5-lb. tins, per 1 "	2 45
" " 10-lb. tins, per ½ "	2 20
" " 20-lb. tins, per ¼ "	2 25
" " ½ barrel, per lb.	0 03
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	3 10
" 5 " 1 "	3 60
" 10 " ½ "	3 30
" 20 " ¼ "	3 20
Barbadoes molasses in ½-bbls., per gal	0 49
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 36

FOREIGN DRIED FRUITS—The demand for raisins has fallen off considerably. While that of prunes and peaches has increased. Prunes are always popular in construction camps.

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " cleaned, per lb.	0 07
Valencia raisins, Rowleys, f.o.s. per case, 28's	1 65
" " selects " 28's	1 80
" " layers " 28's	1 95
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 06½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb.	0 05
" 4 " " "	0 05½
Prunes, 90-100 per lb.	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 07½
" dry, cleaned, Filiatras, per lb	0 08
" wet, cleaned, per lb	0 08½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08½
Pears, per lb.	0 08
Peaches, standard, per lb.	0 07½
" choice	0 08
Apricots, standard, per lb.	0 13½
" choice, per lb.	0 14
Plums, black pitted, per lb.	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 07

EVAPORATED APPLES—During the past few days these goods have advanced 1c per pound. A Mexican buyer is gathering in all odd stocks and it is expected that the price will advance further. To-day the quotation is 8¾c per pound.

MAPLE PRODUCTS—There is nothing to report on these goods. There is no demand and the stocks are low.

Sugar, per lb.	0 13
Syrup, gallons, ½ doz. to case, per case	6 50
" ½ " 1 doz. to case, "	7 20
" ¼ " 2 doz. to case, "	7 50

POT AND PEARL BARLEY — The prices are rather high for a brisk trade. Barley is quite scarce.

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" per ½ sack	2 05

ROLLED OATS—The trade is quite satisfactory. The following prices are quite firm.

Rolled oats, 80 lb. sacks, per 80 lbs.	2 25
" 40 " " 80	2 30
" 20 " " 80	2 35
" 8 " " 80	2 70

NUTS—There are very few of these lines moving. The prices are unstable; in some cases lower than those quoted. Almonds have a better market than walnuts.

Shelled Walnuts, in boxes, per lb.	0 23
" " small lots, per lb.	0 24
" Almonds, in boxes, per lb.	0 27
" " small lots, per lb.	0 28

BEANS—There is a fair demand considering the rather high price. The goods are scarce everywhere in Canada. There is little prospect of a change in price.

3-lb. picker, per bushel	2 70
Prime white, per bushel	2 60

FRESH FRUITS AND VEGETABLES—Last week saw the advent of some new lines. The market is strong and prices are moderate.

CANNED GOODS.—Strawberries and peaches are low in stock. The following prices are quite firm.

Apples, gallons, per case of ½ dozen	1 40
" 3s, per case of 2 dozen	2 34
Apricots, 2½s, Rose brand, per case of 2 dozen	4 15
Blueberries, 2s, Loggie's, per case of 2 dozen	2 00
Cherries, red, 2s, pitted, per case of 2 dozen	4 08
" white, 2s, pitted, per case of 2 dozen	4 28
	Per case of 2 dozen
Gooseberries, 2s	4 48
Lawtonberries, 2s	4 08
Peaches, 2s, yellow	4 08
" 3s, "	6 44
" Pie, 3s	3 24
Pears, 2s, Bartlett, heavy syrup	3 98
" 2s, Flemish Beauty	3 58
Pineapple, 2s, grated	3 80
" 1½s, sliced, case of 4 dozen	
" 2s, " " 2 "	3 20
" 1½, whole, case of 4 dozen	5 00
" 2s, " " 2 "	3 05
Plums, 2s, Damsons	2 00
" 2s, Green Gage	2 98
" 2s, Lombard	2 00
Raspberries, 2s, red	4 08
Strawberries, 2s	3 00

MEATS—The wholesale shipments of pork and beans continues heavy in spite of the recent advance.

Clark's 1 lb., porkand beans, plain, per case	2 90
" 2 " " " " "	2 48
" 3 " " " " "	3 07
" 1 " tomato sauce, per case	2 95
" 2 " "	2 48
" 3 " "	3 07
" 1 " Chili " "	2 95
" 2 " " "	2 48
" 3 " " "	3 07
Soups, per doz	1 20
Corned beef " 2's per doz.	2 70
" " 1's per doz.	1 50
Roast beef, 1's, per doz.	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz.	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue, 1's, per doz.	3 30

BUTTER—Creamery has advanced in price. It is jobbing to-day for 24c per pound. The dairy has also advanced and is jobbing for 18c per pound.

EGGS—The price is unchanged at 21c. The demand is heavy.

WHITE SWAN
100% PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

Have You Entered the Orange Meat Contest?

If not, you are missing an excellent opportunity to win some large cash prizes.

$700.00

Cash is the First Prize

Get your customers to save the bottoms of Orange Meat boxes for you.

Send your name and address to Orange Meat, Kingston.

Read postcard in package.

Contest closes November 30th, 1909.



Look at both Sides of the Question.

Fels-Naptha soap sells so well because it satisfies so many women. Any soap that doesn't satisfy as many cannot sell as well. Are you going to succeed with Fels-Naptha or fail with the other?

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In the boundless West they are 900 x 300 miles in extent. New towns are springing up every day. Manufacturers and jobbers of the great East! Are you finding a proper outlet for your goods?

Our business is strictly that of wholesale commission merchants and brokers. We have every facility, offices, warehouses and sidings in Winnipeg, Calgary and Edmonton to handle immense consignments of goods and place trade in new channels.

Our connection is wide and well established. Let us help you to augment your output.

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Reference—Bank of Ottawa, Winnipeg

Currants!!

I am Agent for

Lyberopulos Patras,

and offer New Crop.

BARRELS AND HALF CASES.

Write for Prices, Import.

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ETC.

Our business is being built up—away up—on

QUALITY

GUNNS LIMITED PACKERS TORONTO

There is no Danger

in buying goods from us. Every animal is inspected before we get it and all goods bear the mark of

GOVERNMENT INSPECTION

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LIMITED

Pork and Beef Packers,

HAMILTON, ONT.

Every

TRURO BRANDS QUALITY

Man, Woman and Child in Canada

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It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Breakfast Bacon
Skinned Backs
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Pure Lard

Finest Quality. Made from Selected Hogs.
Made under Government inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

Live Hogs Still the Centre of Interest—Scarce Supplies Cause Partial Closing Down of Packing House — Butter and Cheese Situation Slightly Better Than in Early July—Eggs Declining in Offerings.

Live hogs continue to be the uppermost topic discussed by produce and provision men. The high prices of a week ago are still advancing, and while no actual market quotation is given in advance of last week's figures, ($8 per hundredweight), still not a single sale is recorded at anything below that quotation, and even higher prices have been asked. Packers say the whole subject is one of politics, with the farmer reaping the benefit and holding the whip hand. Supplies are very scarce, so much so that many packing houses are operating but three days a week, and some only two. The prospect of a large new packing house at Toronto does not seem to make those in the trade any better pleased.

Butter has seen better trading this week, and supplies a little more plentiful, though none too great for present demands. Eggs are more scarce, both in Ontario and Quebec, and the supplies arriving on the larger markets have to be carefully candled.

The cheese situation is not much changed since last week. Supplies are low, but demand is little also. On the whole the make is increasing, but there is not so much for export as was the case a year ago.

MONTREAL.

PROVISIONS—Very little business is being done this week. Hams and bacon are selling in small lots, while there is more or less demand for pork and lard, but, on the whole, trade has been slack. Prices continue unchanged.

Pure Lard—	
Boxes, 50 lbs., per lb	0 14¾
Cases, tins, each 10 lbs., per lb	0 15¼
" " " 5 " "	0 15¾
" " " 3 " "	0 15½
Pails, wood, 20 lbs. net, per lb	0 15¼
Pails, tin, 20 lbs. gross, per lb	0 14¾
Tubs, 50 lbs. net, per lb	0 15
Tierces, 375 lbs., per lb	0 14¾
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 09¾
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 10¼
" 5 " " " " "	0 10¾
" 3 " " " " "	0 10¼
Pails, wood, 20 lbs. net, per lb	0 10¼
Pails, tin, 20 lbs. gross, per lb	0 09¾
Tubs, 50 lbs. net, per lb	0 10
Tierces, 375 lbs., per lb	0 09¾
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 00
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 00
Heavy clear fat backs, bbl. 40-50 pieces	29 0
Heavy flank pork, bbl	26 00
Pickled rolls, bbl	26 00
Plate beef, 100 lb bbls	7 25
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 13
Long clear bacon, heavy, lb	0 14½
Long clear bacon, light, lb	0 15
Hams	
Extra large sizes, 25 lbs. upwards, lb	0 14
Large sizes, 18 to 25 lbs., per lb	0 15
Medium sizes, 13 to 18 lbs., per lb	0 15½
Extra small sizes, 10 to 13 lbs., per lb	0 15½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 16
" " " small, 9 to 12 lbs., per lb	0 16½
Breakfast bacon, English, boneless, per lb	0 16½
" " " " "	0 16
Windsor bacon, skinned, backs, per lb	0 18
Spiced roll bacon, boneless, short, per lb	0 15
Picnic hams, per lb	0 14
Hogs, live, per cwt	8 75 9 00
" dressed, per cwt	12 50

BUTTER—A slightly easier feeling was noticeable in the butter market this week. In Cowansville, on Saturday 22c and 22½c was paid, while in St. Hyacinthe 22c was the highest. Locally, buyers are pretty well filled up, and are not inclined to purchase anyway heavily. This had something to do with the less independent stand holders made on the markets. Receipts continue heavy. Last week 18,523 packages were received, against 16,901 packages same week in 1908. Total receipts since May 1 amount to 176,634 packages, against 189,113 packages same period last year. Exports continue to be practically nil, only 714 packages going out last week, against 9,060 packages same week 1908. Total exports amount to but 2,404 packages, against 46,344 packages same period last year.

Creamery, solids, lb	0 23
Creamery prints	0 23½
Dairy, tubs, lb	0 17 0 18

CHEESE—An easier feeling in cheese this week has not resulted in any actual change in quotations. Receipts continue good, while export business is quite satisfactory. Receipts during the last week amounted to 102,415 boxes, against 90,511 same week a year ago. This brings total receipts for the season up to 776,973 boxes, against 768,561 packages for the same period 1908. The exports last week were 56,344 boxes, against 73,700 same week last year. Total exports amount to 599,907 boxes, against 607,233 boxes same period 1908.

Cheese, large	0 12½ 0 12¾
" twins	0 12¼ 0 13
" small, 20 lbs	0 12½
Old cheese, large	0 15 0 16

EGGS—Eggs are not so plentiful this week. Supplies are being brought to the city by express, freight being too slow this warm weather. This has something to do with the shortage. Quality is fairly satisfactory. Receipts last week were 3,749 cases, against 3,623 cases same week last year. Total receipts for the season amount to 113,745 cases, against 118,813 cases same period 1908.

Selects, dozen	0 24
No. 1, dozen	0 21 0 22
No. 2, dozen	0 15 0 16

HONEY—Reports from the country this week say that there will be a good average crop of white clover, while buckwheat will not be so plentiful. Prices continue, meantime, unchanged.

White clover comb honey (nominal prices)	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 10½

TORONTO.

PROVISIONS—With the exception of pea meal backs, which have gone up ½c a pound, there is no change in the price schedule of pork products or lard. Hog supplies are even scarcer than last week however, and the market is very firm. Good business has been done during the early part of the week, commencing with the first dry day, and the prospects are that it will so continue. Stocks while fair are none too large in face of the present demand, though no great anxiety is felt by traders.

Long clear bacon, per lb	0 13½ 0 14
Smoked breakfast bacon, per lb	0 16 0 17
Roll bacon, per lb	0 13
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13½ 0 14
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 17 0 17½
" pea meal	0 18 0 18½
Heavy mess pork, per bbl	23 00 23 50
Short cut, per bbl	25 00
Lard, tierces, per lb	0 14¼
" tubs "	0 14½
" pails "	0 14¾
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	8 00

BUTTER—The past few days have seen larger quantities of butter brought into the market. While supplies are greater than this day last week, there has been no lowering of the prices, so great is the demand. Quite large quantities are being stocked for future use, though dealers and farmers are not getting the high prices prevailing last year.

	Per lb.
Fresh creamery print	0 23 0 24
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
Tub butter	0 17
Baking butter	0 13 0 15

CHEESE—New cheese is coming on the market in increasing quantities, though supplies cannot by any means be called free. Still the demand not being very urgent the situation is not strained. Some little old cheese may yet be obtained. Prices are unchanged.

Cheese, large, prime, old	0 14½
" twins	0 14¾
" new	0 12½ 0 12¾

EGGS—Eggs have gone up a cent over last week and are scarce at the new figure. Supplies are being rushed on the market, but no large single lots are offering. Demand is fine, but by far the larger number are being candled and packed.

Fresh eggs	0 22

POULTRY—All poultry lines with the exception of spring ducks are firmer. Spring chickens, especially, are high and hard to obtain. Live poultry are the wanted lines, though some few dressed hens are asked for. On the whole the trading situation is only fair with supplies low.

Early spring chicken, alive, per lb	0 18
Young chicken, dressed, per lb	0 14
Hens, per lb. dressed	0 10
Turkeys, per lb., large	0 15 0 16
Spring ducks	0 12

HONEY—No large quantities have yet been offered for sale on the market, but a good yield is said to be in prospect. The present price is around 10 cents.

TRADE NOTES.

C. W. Ouellette, with Hudon, Hebert & Co., Montreal, is taking his holidays next week.

Mr. Ward, of J. L. Mott & Co., Halifax, was in Montreal this week visiting the trade with J. A. Taylor, of J. M. Douglas & Co., their agents.

C. S. McGillivray, Picton, Ont., has been appointed inspector of fruit and vegetable canning factories under the Meat and Canned Goods Act. This position was held by the late F. E. N. Boulter who died recently in Detroit.

Armand Chaput, of L. Chaput Fils & Cie., Montreal, has returned from the west. Mr. Chaput attended the convention of the Canada Wholesale Grocers' Exchange, and made the trip the occasion of a little holiday. He came back by boat.

Some Interesting Ontario Grocery Correspondence

Brantford Co-operative Society Not Cutting an Extra Big Swath—Picnics Galore in London — Rain Deferred Galt Merchants Excursion—Dry Weather Around Chatham Interferes With Raspberry Crop.

BRANTFORD.

July 28.—The general run of grocery trade in this city has not been affected by the co-operative movement. It cannot be said that the new concern has cut into custom or prices. The local grocers have made no efforts to counteract the promised effects of the movement—effects which, have not yet materialized. The field is practically the same as formerly. One feature that may be noted is that the local grocers generally speaking, make very little use of the newspapers in booming their lines. On Saturday in one of the leading local dailies there were only five grocers represented in the advertising columns. Their ads. were good, all well gotten up and timely, but it does seem that the proportion is somewhat meagre as compared with the large number of grocers who are doing business here. Judicious advertising, no matter what the line, always pays.

About 1,600 Brantfordites took in the grocers' excursion to the Falls and Buffalo last week. The local committee were highly complimented on the success of the outing.

LONDON.

July 28.—Wholesale trade showed improvement the past week. Teas of all kinds are firm; no quotations are yet to hand for low-grade Japans. Coffees are firm. Sugar keeps dealers guessing. The price of raws is higher proportionately than refined, which are steady and firm. Reports have been received as to California fruit crop prospects, which are good for all kinds except apricots, which will be a short crop.

Last week was one of picnics among the food-providing trades. On Wednesday afternoon the Retail Grocers' Association held their promised excursion to Port Stanley, with a moonlight trip on Lake Erie in the evening. Close on two thousand people took in the event. The steamer Lakeside was filled to its utmost capacity, and even then there were a great many who were unable to secure accommodation. The ride proved to be a most enjoyable one, and the party also had a splendid trip home via the Pere Marquette and Traction Company lines.

On the same day the annual grocers' excursion to Niagara Falls was held and was patronized by about a thousand people. The trip was made via the M.C.R. On arriving at the Falls, the picnickers, whose number had been augmented by many from St. Thomas, found contingents from Hamilton, Brantford, Aylmer, Springfield and Tillsonburg already on the ground. A very delightful day was spent, which, fortunately, was not marred by any accident, even of the most trivial nature. There were three or four bands in atendance, which helped to make the day more enjoyable. The time was spent in seeing the sights and in a series of sports. The return trip was somewhat delayed through a heated axle on one of the coaches, which necesitated the coach being left behind. But despite this the party reached London about 11.30, and everyone voted the outing a complete success.

On Saturday the employes of the two big local biscuit and candy works, Perrin's and McCormick's, picnicked at Port Stanley. The crowd was immense in size, and the day passed most pleasantly. Each party had its own programme of sports, including a baseball match, and all thoroughly enjoyed themselves.

BRACEBRIDGE.

July 28.—The "broken glass" window shown in The Grocer a couple of weeks ago, has been used as the basis for a display in the window of Hutchison Bros., and it is attracting a good deal of attention. The broken glass effect is certainly a good idea, all of which goes to show that The Grocer is a journal that we all can take lessons from.

Wet weather made trade rather dull last week, but we needed the rain, and it will bring the merchant good results later on.

Local merchants are endeavoring to put a stop to the ticket selling nuisance such as the Ingersoll merchants have done. This shows the value of friendship and co-operation among the trade — another point in favor of The Grocer, which has always been keen to arrange a better feeling among merchants in all towns and cities.

Considerable fruit was shown on Saturday last, but owing to the heavy rain little was sold. The fruit is arriving in splendid shape.

The Montmorency cherry this season is the one that is readily bought up. The sample is large and sound and prices within reach of all.

CHATHAM.

July 28.—The raspberry season will probably see its end this week. Owing to dry weather, raspberries this year have been practically little more than half a crop, what rain there was in this section last week coming too late to help them. The wholesale price, from $2.50 to $3.00 per crate, has been almost a prohibitive one, so far as canning purposes are concerned. In Essex and along the Lake Erie shore heavy rains are reported, which will help the crop there.

Wallaceburg bakers have, following the Chatham precedent, cut the 5c loaf

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
Wax-Waterproof Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

Choice Haricot White Beans
f.o.b. Marseilles, France,
at very attractive prices for direct shipment.
W. H. ESCOTT
BROKER
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

When writing advertisers kindly mention having seen the advertisement in this paper.

Pure Cream of Tartar

GROCERS—As you are interested in knowing about the quality of goods which you are supplying to your customers we recommend that you get a copy of Bulletin No. 180, issued in June by Inland Revenue Department of Dominion Government.

It will show you that the claim we always make of having chemically pure goods is correct.

Gillett's Cream Tartar

You need not take our word for it—see what the Chemists employed by the Government say on the question. There is possibly no article adulterated and tampered with as much as Cream of Tartar. The Government Chemists report that many samples examined did not contain any Cream Tartar at all, but were composed of a mixture of phosphate and alum.

GILLETT'S CREAM TARTAR is the only brand reported in the Bulletin as being **100% pure.**

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

Clark's Pork and Beans

The grocery trade know that the greatly increased cost of beans compels an increase all round in the cost of pork and beans.

They know further that

CLARK'S
Pork and Beans

to keep up the standard of high efficiency they have reached must cost them more.

The public will gladly pay the slightly increased cost, understanding the reason and knowing that CLARK'S means **all that is good** and **all that is possible** in Pork and Beans.

Wm. Clark, Montreal

Manufacturer of

HIGH-GRADE FOOD SPECIALTIES

REMEMBER

BOVRIL

is invaluable in the kitchen in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. ***Bovril*** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

from 1¼ pounds to one pound, owing to the price of flour.

D. F. Bezaire of Amherstburg, has decided to give up the grocery business, owing to his wife's failing health. He intends disposing of his stock in about three weeks.

G. C. Crawford, grocer and general merchant, of Highgate, has a novel version of an old scheme to draw trade. Every parcel handed out is stamped with the picture of a dog, and the person bringing in the most dogs (ie. dog pictures) on Aug. 23 wins the best pair of boots or shoes in the store.

GALT.

July 28.—The Retail Merchants' Picnic was held as per arrangements on Thursday afternoon last. The fact that it rained hard all afternoon didn't prevent more than six hundred people getting aboard the special train for Waterloo Park. The rain, however, prevented the pulling off of any of the sports. The party remained for luncheon, and a short dance was held in the pavilion the special returning at eight o'clock. The committee with that promptness and energy which characterizes Galtonians generally, met in the train on the way home and decided to have the real picnic in Victoria Park, Galt, on Thursday afternoon, July 29, and arrangements are already completed for this big outing, which will be bigger and better than the picnic originally intended. A feature of the picnic on Thursday last was a rube band, composed of merchants who played real music. This band will again be out on Thursday afternoon next. All the merchants will close their stores for the occasion.

W. W. Mullett, the enterprising Bond street grocer, has decided to branch out. He has leased the fine store on Main street formerly occupied by Chapple the stationer, and will open a down town branch about the first of August. Mr. Mullett has many friends in the down town section and his new venture will doubtless prove successful.

Miss Lottie Viola Smith, of the office staff of Sloan's grocery, has returned from a pleasant holiday in Chatham.

The Galt market grows by leaps and bounds. On Saturday the building was too small to hold the crowd. The purchasers were so numerous that many were disappointed. Butter advanced to 23 cents per lb. and eggs remained stationary at 22 cents dozen. New potatoes were 40 cents a peck and raspberries two boxes for a quarter.

T. L. Philip, who recently purchased the grocery business of T. G. Robinson on Brant Road, announces the business for sale. The death of the proprietor's wife is responsible for Mr. Philip's giving up.

W. A. Gay, who was recently on the subscription staff of the MacLean Publishing Co., in British Columbia, is no longer authorized to transact any business for that company.

TRAVELERS' VACATION TIME.

During Next Two Weeks None Will be Calling on Retail Trade Representing Houses Named Below.

Many Ontario wholesale houses have decided to allow their travelers a two weeks' vacation beginning with the first of August, so that from that time until the 14th none of the salesmen from these houses will be out calling upon the trade.

The following agreement explains itself:—

"Whereas, at a meeting of the Wholesale Grocers held in Toronto, May 17, 1904, it was unanimously agreed by those present that travellers' summer holidays are necessary and desirable and whereas, for the purpose of properly acquainting every firm with the particulars as to territory and date and thus avoid misunderstanding, it is proper that an agreement should be signed (in duplicate) agreeing to same.

Now this agreement witnesseth that we the undersigned agree that we will withdraw all our travellers (in the district west of, but not including Toronto, as far north as, but not including North Bay, and as far west and including Windsor) for a period of two weeks dating from as near as possible first two weeks in August and that during that time we will not send out a substitute to cover such territory, or solicit business by peronal or telephone canvass. We also agree that each succeeding year we will withdraw all travellers for a holiday season of two weeks commencing from the early part of August of each year, the exact date to be fixed at each Annual Meeting. The date fixed for 1909, is July Thirty-first to August, Fourteenth, inclusive.

In witness whereof we hereby set our hands this first day of June, 1909:

Toronto.—The Davidson & Hay, Ltd., Eby-Blain, Ltd., Thos. Kinnear & Co., Perkins, Ince & Co., John Sloan & Co., F. W. Humphrey, H. P. Eckhardt & Co., Warren Bros. & Co., Ltd., Jas Lumbers & Co., Parsons Brown & Co., and Medland Bros.

Hamilton. — Balfour, Smye & Co., James Turner & Co., Ltd., Macpherson, Glass & Co., Geo. E. Bristol & Co., W. H. Gillard & Co., and H. W. Zealand.

Sarnia.—T. Kenny & Co.

Windsor.—J. F. Smyth & Co.

London.—T. B. Escott & Co., M. Masuret & Co., A. M. Smith & Co., Edward Adams & Co., Elliott, Marr & Co., and John Garvey.

Berlin.—Randall & Roos.

Brantford.—Geo. Foster & Sons, Ltd. and Geo. Watt & Sons.

Guelph.—The Simpson Co.

Stratford.—The Stratford Wholesale Grocery Co., Ltd.

St. Catharines.—W. H. Merriman.

North Bay.—A. J. Young, Ltd.

Sault Ste. Marie.—W. H. Gillard & Co., (branch of Hamilton).

TRADE NOTES.

G. A. Goheen, grocer, Peterborough, Ont., was in Toronto on Monday on a business trip.

J. H. Schmidt, general merchant, of Millbank, Ont., has made an assignment to Richard Tew. The first creditors' meeting will be held on August 10th.

Peanut Vending Machines

Rust and weather proof. Holds 9 lbs peanuts, 13 lbs. candies, net 40 Canadian pennies to pound. Cost $7 apiece, or $6 in ten lots, hang or stand.

Address P.O. Box 314, Jackson, Mich.

SUCHARD'S OOOOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranted SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactued at

82 Beaudry Street MONTREAL

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas

Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

WHY IMPORT BISCUITS?

It isn't a question of the Quality of imported Fancy Biscuits at all. We know that British manufacturers have reduced baking to an exact science—a fine art. But we also know that our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, etc. are the best made in Canada. We also know that *all*

CHRISTIE'S BISCUITS

will compare favorably with any imported line—*however high the Quality.* Christie's fancy biscuits are superior to any baked on this continent, and they are equal in Quality, Purity and Nutriment to any fancy biscuits baked anywhere. Besides—*it's a matter of dollars and cents to YOU.* You can get Christie's biscuits when you want them. Think it over before placing your Christmas orders.

N.B. Our "Madeira Mixed" and "Cherry Rings" are the acme of Biscuit perfection.

Christie, Brown & Co., Limited

TORONTO

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURER

MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

VANCOUVER, J. F. Mowat & Co., 354 Water St.

Both the name and the design of

Cowan's

Maple Buds

are patented and registered.

The great popularity of this superior confection has brought out imitators.

We wish to warn the trade that all infringers of our patents and registered rights will be prosecuted.

The Cowan Co., Ltd.

Toronto, Can.

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO
H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GEATLINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G Bedlington, Calgary

Flour, Cereals and Confectionery Department

Western Grain Markets Decline But Flour and Cereal Prices Remains The Same—Wheat Crops Promise Well — Ontario Oats Backward—A Good Confectionery Season.

The western grain market shows a decline due chiefly to the excellent crop prospects. This, however, has had little or no effect on the flour and cereal market prices which remain in practically the same places as a week ago. Reports from Western Canada state that the wheat crop never looked brighter and if the month of August during which is the frost zone is favorably passed, the harvest will be a bountiful one.

Those grocers who are fortunate in having a confectionery department, carefully operated, are making good money these days. The summer time always brings with it a demand for confections, pastry, soft drinks, etc., and this season is no departure from those of the past. When attention is paid to this department and proper care exercised it is found to be a particularly profitable one.

MONTREAL.

FLOUR—No change of note has occurred since last week. Hand-to-mouth business is reported by millers. A little more export business is materializing each week.

Winter wheat patents, bbl	6 80	6 85
Straight rollers, bb	6 50	6 60
Extra, bbl	6 00	6 10
Royal Household, bbl		6 30
Glenora, bbl		5 80
Manitoba spring wheat patents, bbl		6 30
" strong bakers, bbl		5 80
Five Roses, bbl		6 30
Harvest Queen, bbl		5 80

FEED—A heavy demand for feed is reported by dealers, with supplies scant, and difficult to replace, once cleaned up. The scarcity of all kinds of feed is making it difficult for millers to fill orders, which are arriving more quickly than for some time past, everybody wanting feed now that it is so hard to secure.

Ontario bran, per ton		22 00
Manitoba shorts, per ton		24 00
" bran, per ton		23 00
Mouillie, milled, per ton		28 00
" straight grained, per ton		32 00
Feed flour, 98-lb. bag	1 55	1 85

ROLLED OATS—Prices are steady this week, but a decline would not be a surprise. Speculators in oats have not been able to piece out the situation to their entire satisfaction, the tide turning against them, so that theirs is almost a case of the biter being bitten. With sentiment in favor of a decline, and prospect of new crop oats in a short time to accentuate the downward tendency of the market, it would not be unreasonable to expect an easier feeling in rolled oats—the manufactured product.

Fine oatmeal, bags		3 15
Standard oatmeal, bags		3 15
Granulated " "		3 15
Golddust cornmeal, 98-lb. bags		2 10
Bolted cornmeal, 100-bags		1 85
White cornmeal	2 00	2 05
Rolled oats, bags		2 80
" barrels		5 25

TORONTO

FLOUR—The fact that prospects are splendid for a good wheat crop in the west is responsible for an easier tone to the flour market. Prices show little change however, from last week. The Ontario wheat crop is being harvested and from all reports it is a good one, some farmers realizing as much as 35 bushels to the acre. One in Niagara district claims that he will have 50 but if he does it will be due to the scientific use of fertilizers. The wheat market shows a decline.

Manitoba Wheat.

1st Patent	6 20	6 40
2nd Patent	5 80	6 10
Strong bakers	5 60	6 00

Winter Wheat.

Straight roller	5 50	6 00
Patents		6 40
Blended	6 00	6 40

CEREALS—There is not much movement in the cereal market just now. The prospective harvesting of the new crops is providing all the interest. Ontario oats are backward and reports from various sources indicate that the crops will not be anything extra. While cereal markets are easier this is only expected to be temporary. At any rate changes before the first of October are not anticipated here.

Rolled wheat, car load		3 50
" oats "		2 75
Oatmeal, car load		3 00
Rolled wheat in barrels, 100 lbs		3 70
" oats in bags, per bag 90 lbs		2 90
Oatmeal, standard and granulated, in bags 98 lbs		3 20

PERSONAL NOTES.

J. W. Strike, of L. H. Packard & Co., Montreal, is at present on his holidays.

Ald. A. D. Fraser, of Fraser, Viger & Co., Montreal, has left for a holiday in Europe.

Jos. Ethier, manager Laporte, Martin & Co., Montreal, is expected home from the west on Saturday.

F. J. White of Minto Bros., Toronto, with Mrs. White, visited his branch tea establishment in Buffalo last week.

Aaron Childs, a traveler for John Taylor & Son, Toronto, died suddenly in Hamilton last week, following an operation.

J. H. Boyd, a traveling salesman for Red Rose Tea, Toronto, was among the guests at the moonlight excursion of the London Retail Grocers' Association last week, which went out from Port Stanley.

F. F. Adams, merchant in Cardinal, Ont., returned home at the beginning of the week from a three weeks' trip to Winnipeg and neighboring points and to North Dakota. Passing through Toronto he called at the office of The Grocer.

Sell the Sodas People Know

All sodas are crisp when they come out of the oven. Mooney's Perfection are crisp on your customer's table. This is worth remembering and you will find Mooney's a little bit better in other respects.



The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, CANADA



COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH.



"BORDO"

(REG.)

CHOCOLATES

What can they mean to you?

Just what you make them.

They're winners, profit-getters, customer landers.

Why?

Because 25 years' experience in turning out this particular chocolate — our leader—has taught us just how to make it to suit the taste of the critical public.

Therefore, these Bordo Chocolates, pleasing the fancy of the public, meet a popular demand.

By having Bordo Chocolates in stock you cater to the public—get this profitable, "waiting to be taken" trade.

A Sample and Prices obtainable from

The Montreal Biscuit Company, "The Originators"

MONTREAL

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.



The Cowan Co. are putting out a new and very attractive chocolate confection in a nut milk chocolate bar that retails at 5c. The bars are packed 24 in a box. This line makes one of the most attractive counter displays we have seen for some time and which is illustrated herewith. The Cowan Co. says that this new specialty, which is an exquisite milk chocolate with fresh nuts, is taking well and the trade find it a splendid seller.

Rose & Laflamme, who have been the Montreal representatives for the Joseph Campbell Co., Camden, N.J., for some years, have been appointed agents for Toronto and western Ontario. The company manufactures soups, salad dressings and other condiments.

Two new agencies have just been added by Laporte, Martin & Co., Montreal, to their already good list of first-class houses. These are the Chateau Robert Springs, St. Yorre, France, proprietors of Vichy Lemonade, "La Savoureuse," most exquisite and refreshing; and the Belfast Mineral Water Company, Ltd., Belfast, Ireland, makers of Trayder's Brand Belfast ginger ale—dry and very dry, prepared from the purest ingredients. The water used comes from the celebrated Cave Hill springs. The firm is in receipt of their annual shipment of Soleil Brand asparagus and French peas from France. The shipment of asparagus is the largest yet brought into Canada. Quotations are also being given out by the firm's travelers on all lines domestic canned fruits and vegetables, and wise retailers are awaiting the coming of the representatives of the house before buying.

WHITE SWAN

100%

PERFUMED - POWDERED

LYE

BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

Harold H. Hughes, manager Canadian branch Spratts' Patent, Ltd., has returned from Winnipeg, where he attended the Winnipeg Industrial Exhibition Dog Show, at which the dogs were fed on Spratt's dog cakes. Mr. Hughes went west with a contingent of Montrealers, including Messrs. Stewart and Ross, in a special car. They took forty-five dogs with them. At the show they quite held their own, taking twelve championships, besides securing first prizes in all classes in which they entered, with the exception of two. While in Winnipeg Mr. Hughes visited the trade in company with J. Scott, who looks after Spratts' interests for F. Hughes & Co., Montreal, who are the general agents for Canada.

TRAVELERS' VACATION TIME.

The two weeks succeeding the first of August this year will be commercial travelers' vacation time. Many of the salesmen connected with wholsale grocery lines will during that period "haul down their flags," and enjoy a fortnight of rest and pleasure. Retailers who need goods during the next two weeks should telephone the wholesale house from which they want to purchase them.

TRADE NOTES.

S. J. Mathewson has returned to Montreal from Metis.

L. E. Geoffrion, of L. Chaput Fils & Cie., Montreal, is spending a few days in the country this week.

D. G. Harlow, of the Annapolis Valley Cider Co., Bridgetown, N.S., was in Montreal this week in the interests of the firm.

John Falconer, of Poulton & Noel, Ltd., London, England, was in Toronto this week, and appointed Rose & Laflamme agents for his company's products in Toronto and Western Ontario. He left on Wednesday for Winnipeg and western Canada, and is accompanied by Mrs. Falconer on the trip.

WILSON'S FLY PADS

The most profitable summer goods sold by retail Grocers.

Every ten-cent packet will kill more flies than three hundred sheets of sticky paper.



Why Not Cash Big Dividends Daily?

Consider awhile the stock investor.
Not the dabbler, nor "fly by night" speculator—
The *prudent* investor, Mr. Retailer.

* * *

Out gunning for dividends with *safe-guarded capital.*
Wants profits, Immediate and Future —"even as you and I."
Studies the proposition from *every* angle; the past, present and future of it; consults *"the man who owns one";* advantages or disadvantages; no *delusions* about values; *knows* what he buys—buys what he *knows.*
For, he uses *analytical buying judgment.*
That, Mr. Retailer, is the real article —*buying genius.*

* * *

Likewise in buying *flour* to sell again. Consider the past of FIVE ROSES —pleasing trade *a quarter century*— trade *increasing* for maker and seller —*both of us.*
The present—*three* mammoth mills built on that *solid* foundation.
The future—what *you* make it, for *your* future is *ours.*
FIVE ROSES *oldest* retailers are FIVE ROSES *most enthusiastic* sellers.

The *quality-flour,* the thing itself, is what you're after—call it whatever name you please. We call it FIVE ROSES.
You are an *ambitious* salesman, else you wouldn't read The Grocer; you want the good points of *good* flour, else you wouldn't read about FIVE ROSES.
And to the *real, ambitious* salesman, FIVE ROSES bristles with characteristics.

* * *

Not selling FIVE ROSES in the past, haven't you overlooked the one *best* bet—*big paying investment?*
And it costs you NOTHING—
For every sale nets cost plus your profit; you get back your *capital* and cash your *dividends* every day.

* * *

That's why Immediate Action means Increased Dividends.
Why, every day YOU delay loses you money—FIVE ROSES dividends.
Any other flour *won't* do as well—won't *insure* re-orders—won't build a *quality bulwark* against mere *price competition.*
Only FIVE ROSES with its *cashable reputation.*
Why not FIVE ROSES, Mr. Retailer?
And NOW.

LAKE OF THE WOODS MILLING CO.

LIMITED

MONTREAL **Makers of Five Roses** **WINNIPEG**

The Grocer's Encyclopedia From Week to Week

The Manufacture of Oleomargarine and How It is Often Substituted For Butter—Made From Beef Suet and Vegetable Oils—Not Allowed to be Sold in Canada.

MARGARINE — A commodity well known by reputation but not frequently used in Canada is oleomargarine. Even those people who have been for years habitually, if unwittingly, consuming it have but a vague idea of what this substance really is.

If the question, "What is margarine?" were put to a hundred people, it is safe to say that over 90 per cent. would be unable to vouchsafe an answer except in the most indefinite terms. The general notion is that it is a mysterious concoction to be avoided as far as possible. Yet it has been on the market in some places for a considerable time. As far back as 1871 it is said to have been sold by at least one firm under the name of "butterine." "Margarine" was subsequently substituted for this name by Act of parliament.

The trade in margarine, especially in the populous manufacturing areas of Great Britain, has increased enormously of recent years, and is still growing, says the Irish Independent.

How It Is Made.

A proper mixture of beef suet, with certain vegetable oils will produce a substance that approximates to the fat found in cream. Of course there is a considerable difference. The one, as everyone knows, is drawn from the milk of the cow, whereas the other is primarily a blend of the fatty substances obtained from the slaughtered beast. Perhaps it is only natural for margarine manufacturers to contend that the resultant product in each case is practically the same, and that their method is more economical than that of the cow-keeper. This, however, is not the general impression.

Just as is the case with butter, of which it is avowedly an imitation, margarine is of various grades. In the higher class article unskimmed milk is mixed with refined beef suet (from which the insoluble stearine has been extracted), a proportion of specially prepared vegetable oils being added. The whole is churned into a substance which, when properly colored, so closely resembles butter, even in taste, that few experts, except by analysis, can detect the difference. As for the cheaper brands, the ingredients are in general of vastly inferior quality, and skimmed milk is substituted for the unskimmed.

For anyone to whom opportunity offers a visit to an up-to-date margarine factory will prove of immense interest. There he will see that, as the first process, the milk and fatty substances are thoroughly churned. The mixture is then discharged into troughs and thence conveyed below to the vats. Iced water which causes the fatty matter to rise to the surface, is then poured in. This is skimmed in exactly the same way that butter is taken from the milk after churning. Kneading then follows, and for the first class trade the substance, during the various processes, scarcely comes in contact with the hand at all, the kneading and mixing being done by machinery. After kneading, the margarine, if so required, is mechanically weighed into pounds and half-pounds and packed in wrappers, still without being touched by hand. It is then ready for the market.

In the case of the higher priced brands of margarine it is quite common for a percentage of butter to be added. Not many months ago a trader in Dublin, Ireland, was prosecuted by the corporation for selling margarine containing butter in excess of the maximum percentage allowed. A conviction was obtained and a fine imposed.

Substitute For Butter.

Margarine is, unfortunately, commonly sold as butter, and in the British markets Irish butter has suffered very keenly from this form of illegitimate competition. In fact it was recently admitted that of 115 samples of Irish butter purchased by officers of the department in Liverpool and London, England, no less than 93 proved on analysis to be margarine.

A good story is told of a large butter retailer who found his premises unexpectedly visited by a food inspector. He had no butter, but succeeded in delaying the inspector until he got a satisfactory answer to an urgent message to a confrere. Here's the message: "Send me one pound of butter by bearer. Inspector has called and I have nothing but margarine."

Oleomargarine is not allowed to be sold in Canada and food inspectors are constantly on the look out for it.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

Every Progressive Grocer handles
PICHET TEA BISCUITS
as well as every First Class Hotel and Leading Tobacconist handles the Famous Imported
Germinal and
La Perla Del Oriente
Manilla Cheroots at 10c.
No equal value on the market for the money.
JOS. COTE, Importer, Sole Agent,
186-188 St. Paul St. Branch—179 St. Joseph St.
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade



"CANADA'S BEST"

A NEW, WHITE
Laundry
Soap



"Here is a NEW laundry soap. It is WHITE—not yellow! It is NOT ADULTERATED WITH RESIN, as are yellow soaps. Resin ROTS clothes, you know."

If you were to show a woman a bar of "Canada's Best" and make the foregoing statement you know she would straightway buy this New, White Soap.

You could certainly make things HUM around your soap section if you had "Canada's Best" in stock—and why haven't you? Just write for prices and terms.

UNITED SOAP COMPANY - BRANTFORD, CAN.



Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Canadian
FRUITS
are in good supply and this week should see
RASPBERRIES at their best
CURRANTS red and black.
CHERRIES, Cooking and Eating
VEGETABLES
NEW POTATOES TOMATOES
CUCUMBERS BEANS

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO
For good satisfaction, order
LATE VALENCIA ORANGES
NEW VERDILLI LEMONS
CALIFORNIA LEMONS
California Peaches, Pears and Plums
Watermelons and Cantaloupes

Whether
Hot or Cold
St. Nicholas
Home Guard
Lemons are always in demand. Never let your supply run out.
AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Plenty of New Fruit on the Market — California Pears and Peaches Commanding Attention— Raspberries Plentiful and Blueberries Coming on—New Vegetables Become Cheaper—Fair Trade in Fish.

MONTREAL.

GREEN FRUITS.—Berries are arriving much more freely this week, and prices are lower. Toward the end of this week and the beginning of next, raspberries are anticipated as being quite plentiful, in fact early next week will likely see the beginning of the end of the season for these berries. Blueberries are arriving in larger boxes now, and are going into consumption rapidly, at prices which are fairly attractive. Gooseberries, selling in baskets, are rather slow at the moment. Strawberries are finished. Cantaloupes and lemons are higher this week. Late Valencia oranges are strong sellers at practically unchanged prices. Some few Valencias are held in storage, but not any great quantity. Watermelons are lower, the supply being larger. California apricots are finished, while pears are more plentiful and easier. Peaches have been advanced. Grape fruit has advanced since last week. On the whole, dealers report satisfactory trade in mostly all lines.

Apples are of but little interest at this period.

Apples, Spies, XXX, bbl	7 00	7 50
Bananas crated, bunch	1 25	1 90
Blueberries, 16-qt. box		2 50
Cherries, California, black, per box	2 00	2 50
" " white, "		2 00
Cantaloupes, Georgia, crate	5 00	5 50
Cranberries, per crate		5 00
Cocoanuts, bag		4 00
Gooseberries, 6 qt. boxes	0 45	0 50
Grape fruit, per box		7 00
Lemons, box	2 75	5 00
Limes, per box		1 00
Oranges, California navels	3 00	3 75
" " late Valencias	3 50	3 75
" " Mexican		2 50
" " Sorrento		2 50
" " Messina Ovals, half boxes		1 50
Peaches, California, box		2 00
Pineapples, Florida, crate	4 25	5 25
Plums, California, per crate	1 50	2 00
Pears, California, (Bartlett) per box	3 00	3 25
Raspberries, quart		0 12½
Watermelons, each	0 30	0 40

VEGETABLES.—Tomatoes are selling this week at $1.25 a bushel crate, at which figure dealers claim there is no money in them. Buyers of ten and fifteen case lots can shade this price down to $1, owing to the fact that the market of late has been glutted. Competition has been of a cut-throat nature. This, of course, favors the buyer, but the dealer gets little out of his business. American celery is finished, and some few odd lots of locally grown stuff have appeared on the market, but as these shipments are composed of lots pulled too early the quality is not the choicest. Next week better stock will be coming in. Mushrooms are about done. Cucumbers are slightly firmer this week, on Saturday last having been as high as 50c. A few thin parsnips are quoted this week, and will be in better supply next. Old parsnips are about done. New potatoes are coming in freely and are lower again, both Canadian and American. Old potatoes are very scarce, and prices for all kinds are firmer. Parsley is much cheaper, as are cauliflower and lettuce.

Beets, old, bag		1 25
" new, dozen bunches		1 50
Carrots, new, dozen bunches		1 50
" old, bag		2 00
Cabbage, dozen	0 30	0 50
Celery, Canadian, dozen	0 30	0 50
Cauliflowers, dozen	1 00	2 50
Cucumbers, dozen	0 30	0 40
Green peppers, crate		3 00
Horse radish, lb	0 15	0 20
Lettuce, dozen	0 15	0 40
Leeks, dozen	1 00	1 25
Mushrooms, lb	0 50	0 75
Onions, doz. bunches		0 15
" Egyptian, 112-lb. bag, lb	0 02½	0 03
" large, white, dozen		0 50
Potatoes, new, American, bbl		3 00
" " Montreal, bbl	3 00	3 50
" New Brunswick, bag		1 15
" P.E.I., bag		1 15
Parsley, dozen		0 25
Peas, Canadian, 20-lb. bag		0 75
Parsnips, bag		1 25
" local, dozen	0 40	0 50
Sage, dozen		0 60
Savory, dozen		0 50
Spinach, Canadian, box	0 40	0 50
String beans, bag		0 75
Tomatoes, small flats		1 00
" hot-house, lb		0 15
" Jersey, bushel crate		1 25
Turnips, bag		0 50
" new, dozen		0 15
Watercress, dozen		0 40

FISH.—The salmon season is nearly over, and supplies are beginning to dwindle, each successive shipment being smaller. In consequence, it is not surprising to note that prices are higher. An advance of 2c has occurred since last week. Whitefish, also, is higher than it was a week ago. Receipts of lake fish, such as trout and dore, have been smaller than usual, owing to storms. Haddock and cod are arriving freely and a fair amount are being sold. Mackerel are in doubtful supply. Halibut is coming in freely. Demand for all lines of fresh fish is normal. In pickled fish, there is some movement in new Labrador sea trout in barrels, and new Labrador herring. In smoked, new haddies are selling satisfactorily.

FRESH	
Haddock, shore, per lb	0 04
Steak cod, per lb	0 05
Grass pike, per lb	0 08
Halibut, per lb	0 09
Dore, per lb	0 12
Mackerel, per lb	0 10
Sea trout, per lb	0 10
Lake trout, per lb	0 10
Whitefish, per lb	0 10
Gaspe Salmon, per lb	0 18
Brook trout, per lb	0 22
Bluefish, per lb	0 12
Flounders, per lb	0 10
SMOKED	
Haddies, 15 lb. bxs., per lb	0 08
Kippered herring, per box	1 10
Smoked herring, small boxes, per box	0 18
Smoked salmon, sugar cured, per lb	0 25
SHELL FISH	
Choice bulk oysters, per gal	1 50
"Sealshipt" oysters, per gal	1 90
Live lobsters, per lb	0 28
FROZEN	
Steak cod, per lb	0 04
Halibut, per lb	0 08
B.C. salmon, red, per lb	0 10
Qualla salmon, per lb	0 09
Fall salmon, per lb	0 08
Dore, round, winter caught, per lb	0 10
Large whitefish, per lb	0 08
Small " "	0 06
SALTED AND PICKLED	
Labrador herring, half barrel	2 80
B.C. salmon, half bbls	9 00
No. 1 mackerel, pail	2 00

No. 1 " half bbls	8 00
Labrador sea trout, bbls	12 50
" " half bbls	6 50
Skinless cod, 100 lb. case	5 25
Salt sardines, 20 lb. pail	1 00

Boneless cod, in blocks, 5½, 6, 8, 9 and 10 cents per lb.

TORONTO.

GREEN FRUITS.—The fine weather following on the heels of last week's rain has greatly stimulated buying this week. California fruit holds the centre of interest. Peaches, plums and pears of fine quality are on the market in plenty. Georgia Elberta peaches hold the palm for quality, however, and keep the price stiff. Some splendid California plums are shown, egg, blue and purple, the latter of the Burbank variety are packed with the sheen still showing on the skin. Certainly California fruit growers know how to pack attractively, all the boxes of fruit opening fresh and sound. Pears are coming in more plentifully, and they are rolled individually in paper.

A few late strawberries from the Oakville district were offered at three times the price of a fortnight ago. Apples are off, except for an add basket of new greens. Raspberries, cherries, gooseberries and currants in the small fruits class are fairly free, and watermelons and cantaloupes are opening their season well. Late Valencia oranges are the best keepers in the fruit line just now. Prices are much the same as last week, except in the case of lines getting scarce, which are going up.

Oranges, Cal. Valencia	3 25	3 65
" Cal. small	....	2 50
Lemons, Verdelli	5 00	5 50
Bananas	1 75	2 25
Cherries, Canadian, per basket	0 60	0 85
" eating	1 00	1 50
Currants, red, basket	0 65	0 85
" black, basket	1 25	1 50
Strawberries	0 00	0 11
Raspberries	0 10	0 12
Peaches, Cal., per case	1 50	1 75
" Georgia Elbertas, crate	3 00	3 50
Apricots, Cal., per case	1 25	1 50
Plums, Cal., per case	1 50	2 00
Pears, Cal., per case	2 75	3 00
Gooseberries, per basket	0 75	1 50
Blueberries, per basket	....	1 25
Watermelons, each	0 30	0 45
Cantaloupes, case	....	4 50

BUY YOUR

RASPBERRIES

This week at their best
Short Crop

CHERRIES
Montmorency Sour
Black English Murillo

CURRANTS
Red and Black

Canadian Vegetables

NOW READY
TOMATOES
CUCUMBERS
CABBAGE
BEANS
NEW POTATOES

Wire, Phone or Mail your Orders to

Stevens & Solomon
Shippers of Canadian Fruits, etc.
HAMILTON, ONTARIO
Phones 2700 and 690

California Fruit

Peaches Plums Pears
Apricots Watermelons
Cantaloupes.

Fresh Canadian Strawberries and Cherries.
Fancy Lemons and Oranges.
Full Lines for the Hot Weather Trade.

WHITE & CO., Limited
TORONTO and HAMILTON



RECEIVED THIS WEEK

"Your car Lemons came to hand and giving excellent satisfaction—nearly all sold. When will my next car arrive?"

Always order, you cannot forget the popular brand.

"BUSTER BROWN"

FOLLINA BROS., Packers W. B. STRINGER, Agent

New Crop Lemons

EXTRA FANCY

California "Squirrel" brand 270s and 300s
Verdelli "Marconi" brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, "Golden Orange" brand, *the Best Orange Grown in the world*

GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

HUGH WALKER & SON
GUELPH, ONTARIO

VEGETABLES.—Potatoes are scarce this week, but two houses have old Ontarios, and the new local "spuds" are anything but good looking. Howveer, with the exception of imported potatoes, which are slightly easier, all the Canadian potatoes are at the old quotations. Green onions are coming in fairly well and ousting the dried varieties. Tomatoes are a little lower in price, and Canadian red tomatoes are increasing in supply. Cabbage is easier, and in fact so are all the native early vegetables and greens. The range of lines offering is enlarged this week by the coming in of beets and spinach.

Potatoes, Ontario, per bag	0 90	1 00
" Tennessee, per barrel	....	3 25
" Canadian, per basket	....	0 50
Onions, Canadian, green, per dozen	....	0 25
Tomatoes, Jersey, per bushel	....	2 25
" Canadian, per basket	1 00	1 25
Carrots, new, per bunch	....	0 75
Cabbage, Canadian, per crate	....	1 75
Turnips	0 50	0 60
Radishes, per dozen	0 20	0 25
Lettuce, per dozen	0 20	0 30
Green peppers, per basket	0 25	0 40
Cucumbers, per basket	0 65	0 75
Asparagus, per basket	1 25	1 50
Green onions, per basket	....	0 50
Rhubarb	0 25	0 30
Beets, new, bunch	....	0 75
Spinach, hamper	....	0 50
Beans, wax	0 40	0 60
Peas, per basket	0 40	0 50
Corn, per dozen	....	0 16
Cress, per basket	....	0 75
Water melons	0 35	0 40
Egg plant, per basket	....	2 00

FISH.—Supplies of fresh water fish are scarce and so are fresh salt water lines. Demand is good and prices firm, although no change has yet taken place. Some few lobsters are offering.

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish, fresh caught	....	0 11
Trout, fresh caught	....	0 10
Cod, fresh caught	....	0 08
Halibut, fresh caught	....	0 10
Haddock, fresh caught	....	0 07
Pike	....	0 06
Perch	....	0 07
Carp	....	0 03
Yellow pickerel	....	0 09
Sea salmon	....	0 17
Mackerel, each	....	0 20
Eels, per lb	....	0 08
Finnan haddie	....	0 08

ONTARIO'S FRUIT GARDEN.

Large Shipments Being Made From the Niagara District.

Niagara District has long been known as the "fruit-garden" of Ontario, and from the reports as to the quantities of fruit being sent out from there regularly, it justly deserves the name. Up to Thursday of last week it was estimated that the average number of crates, which include strawberries, raspberries, blackberries and currants, that have found their way out of the district, comprising the Jordon, Beamsville, Grimsby and Winona localities, have been from 3,000 to 6,000 per day. The average number of baskets going hinges around 4,000. These include tomatoes, beans, peas, currants, cherries and peaches.

This fruit has been distributed in all directions from Toronto to the sea, and as far west as Wninipeg.

WHITE SWAN
100% PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

There is a good demand for CHERRIES, RASPBERRIES, POULTRY, dead or alive, and we have the customers. Let us have your consignments.
THE DAWSON COMMISSION CO., TORONTO

Now is the Time
to Order Your Lobsters

Catch this year is much below the average, and this is a good time to place your orders to ensure deliveries and prices that have not advanced.

For the highest satisfaction to yourself and your trade order Canada's leading brands:

Loggie's Golden Crown Lobsters
and
Golden Key Lobsters

Always possess the same consistent high quality.

SPECIAL NOTE
We are also booking orders for 1909 Pack Golden Diamond Brand Canned Blueberries, twos and gallons, for future delivery.

Sole Packers:
W. S. LOGGIE COMPANY, LIMITED
CHATHAM - - - - - - - - - N.B.

Lines That Will Sell Well Right Now!

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:

Queen Quality Pickles
Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.



NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS
German Sauer-Kraut Pickles in Brine.

RYAN & HOPPER, Toronto Agents
Taylor & Pringle Co., Ltd.
Owen Sound, Ont.



MAGI WATER

That we are advertising Magi Water very extensively you know. That we shall continue to advertise it goes without saying. The results we have obtained in persuading the public to drink Magi and the dealer to push Magi have convinced us that a meritorious article, well advertised, is the only proper combination in successful merchandising.

Put Magi Water in stock—display signs (we will furnish them) saying that you handle Magi Water and you will build up a family trade that will be satisfactory and highly profitable to you.



And remember that while Magi is recommended by physicians for Gout, Rheumatism and similar ailments arising from disordered kidneys it is further the most delicious water you can persuade your customers to put on their tables purely as a beverage. Try it yourself.

THE CALEDONIA SPRINGS CO., Limited
Caledonia Springs, Ont.

Prices altogether have been rather firm, and if anything a little stiffer for the grower than last season. There is a fair probability of their remaining so in all lines.

Growers are now well advanced on the raspberry crop, which promises a good yield. The big end of the tomatoes comes next, along with the Lawton berries, and the first peaches, pears and harvest apples.

The oat crop, however, is rather disappointing both as regards to straw length and the grains.

BEAVERTON EXCURSION.

The members of the Toronto Fruit and Produce Association will hold their first excursion and picnic on Monday next, Aug. 2, to Victoria Park, Beaverton, going by special C. N. O. train. An orchestra for dancing will go along and a programme of races and games has been arranged, including baseball matches between the fruit and produce men and between the married and single fruit merchants. A water polo match will be the novelty. All kinds of fruit will be supplied free. W. B. Stringer is secretary of the committee looking after the excursion.

OBJECT TO FRUIT GROWERS' METHODS.

Fruit dealers are complaining about the way growers are packing and shipping fruit in crates and baskets. Those in the Grimsby district have been getting wrathy about the condition of boxes, baskets, etc., and recently held a meeting to discuss the situation. They have had so many 'kicks' from customers that they decided to attempt to change the existing conditions as regards the packing, quality of contents and poor measure.

At the meeting they decided that if complaints continue they would appeal to the Agricultural Department for an inspector.

If the growers do not pay more attention to the packing of fruit there is evidently going to be some vigorous protesting from dealers and retailers who handle it.

TO CARRY OUT CONTRACTS.

Currant Shippers Form Association To Promote Their Own And Customers' Interests.

Watt, Scott & Goodman have received a circular letter from Patras signed by a number of prominent shippers of currants in which is expressed the desire of these houses to promote and safeguard the joint interests of shippers and their customers, and to protect the honor of their calling.

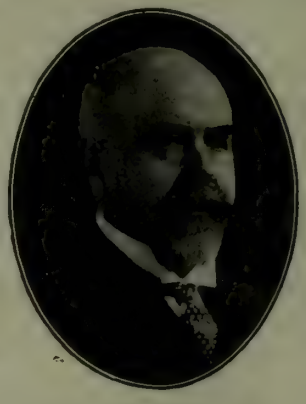
To this end the signers of the circular have constituted themselves by legal act into a friendly society to be managed by a committee of five elected by the members. The firms forming the society are Hanburger & Co., P. A. Burlumi, Greek Currant Co., Hancock & Wood, J. Caramandani & Co., D. Pasqua, N. C. Raftopulo & Co., Meyer & Co., Ltd., Cremidi Bros., A. T. Zini, D. Ciclitira, N. G. Cremidi, A. D. Cremidi, D. Parthenopulo and Ag. Cremidi.

In the act of incorporation it is provided that the contracting parties bind themselves, each of them to all the others and to one another, to fulfill their engagements to their foreign customers and to ship to them the quantity and quality of currants contracted for. In the event of its being legally proved that any one of the members has failed to carry out his engagements the remaining members are empowered to hold a meeting and by a majority of votes at such meeting to expel such member from the society. The offending member shall have no right to vote upon the resolution for his expulsion. The passing of the resolution constitutes for the offending member a breach of this agreement on his part, which breach renders him liable to damages, but gives him no right to such damages against the society or its members for his expulsion. The resolution of expulsion may be revoked if the expelled member shall fulfill his broken engagements abroad within a month of his expulsion and shall produce a certificate of his aggrieved foreign customer that the debt to him has been paid.

The contribution of the members to the common fund, for defraying the expenses of administration has been fixed at three drachmas (under 3d per cwt.) per thousand Venetian pounds of currants exported by each such member. There is no other obligation on the part of the members to the society and their freedom of action in the conduct of their business remains unfettered.

GOES BACK TO TORONTO.

Theo. Miles who formerly was the Toronto representative of the Boeckh Bros., Co., Ltd., but for several years has been looking after the territory west



THEODORE MILES.

from Port Arthur to the Pacific Coast, is again about to look after the wholesale trade in the Queen City. No doubt many of his old time Toronto friends will be pleased to hear of this change. He has been with the same firm for thirty years.

FRUIT NOTES.

Fire swept the whole cranberry-growing district for a radius of three miles, near Mount Holly, N. J. As a consequence fruit may be scarce and high in price.

The banana business is practically demoralized so far as prices are concerned, according to John B. Cefueil, president of the Southern Steamship Co., New Orleans, which has contracted for fruit produced along a part of the coast of Spanish Honduras. He says the season has been too good, and it is impossible to find a market in Canada and the United States for all the bananas that were grown.

BEAN PROSPECTS IN KENT.

Authority States Crop Will Aggregate About 900,000 Bushels—Moist Weather Needed.

Chatham, July 26.—"With good rains, the bean crop in Kent this year will aggregate close upon 900,000 bushels."

The foregoing was the prediction voiced this afternoon by N. H. Stevens, president and general manager of the Canada Flour Mills Company, Limited, Mr. Stevens is one of the extensive dealers in beans in this section of the country, takes frequent trips over the territory, and may be looked upon as closely in touch with the bean situation.

The need of good rains seems to be the crux of the situation, though Mr. Stevens states that even with the present dry spell, the beans are making good progress.

"The old beans have been practically all shipped out," remarked Mr. Stevens. "Some two months ago it was predicted that Canada would experience a shortage of beans unless she imported, and this prediction is now being realized. Some foreign beans are now coming into the country. It will be approximately 50 days yet before we will get the first new beans.

"The acreage this year is larger by 20 per cent. than it has been any year since 1903, and the growing conditions are favorable. The plant needs rain, but is making remarkably good progress as it is, with what little showers we have had.

"On the whole, we may look for a very good average crop of beans; and for considerably more than an average crop if we eget showers within a few days.

"The price to-day for old beans is $2 for ordinary primes. But with the favorable reports of the bean crop in the state of Michigan, it is likely that new beans will come on the market at a much lower price.

"The estimated crop last year was about 600,000 bushels. In 1903 it was nearly 900,000 bushels. And we ought to have 900,000 bushels this year, provided we get some showers.

"There is a good acreage. There is quite a short acreage of wheat, owing to land being too dry to put in wheat last fall, and considerable of this ground has been put into beans. Again, owing to the wet season this spring, many fields that would have been sown in barley and oats have gone into beans also. Ground which did not get into condition in time for other crops has been put into beans."



We Get the Best Obtainable

We have several traps of our own for catching sardines, while we buy only the choicest herring, haddock and kippered herring.

The Brunswick Brand

is the best that can be turned out in the line of sea-foods.

From the raw state until hygienically sealed in air-tight tins, we have only one end in view—the purity, excellence and quality of the finished product.

Mr. Groceryman—Write us about prices and for list showing the number of tins to case. Reputation counts.

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co. Calgary; J. Harley Brown, London, Ont.



By Special royal permission.

"King Oscar"

Brand

Norwegian Sardines

You are vitally interested in the fact that "King Oscar" Brand Sardines are BIG SELLERS. Their quality gives them first call with discriminating buyers.

These Sardines have established the reputation as the purest, sweetest and best packed on the market.

STOCK "KING OSCAR" SARDINES

J. W. BICKLE & GREENING
(J. A. HENDERSON)
Canadian Agents HAMILTON, ONT.



BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and Pictou, N.S. Canada

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue : "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Coristine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
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ESTABLISHED 1849

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Capital and Surplus, $1,500,000
Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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—OFFICES IN CANADA—

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Western Canada, Toronto

TO WHOLESALE TRADE:—
Buy your

Whole Spices, Coffees, Sardines, etc.,

from

H. COLLINGS & Co.

16 Philpot Lane, E.C.
LONDON, ENGLAND

"Repeat Orders the Rule"

Quality always right. Shipments prompt.

Agents in MONTREAL, Mr. J. Russell Murray
" KINGSTON, Mr. C. de Carteret.
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bickle & Greening.
" LONDON, Mr. Geo. H. Gillespie.
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Established 1856

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERY WHERE

System is Everything

Modern business success is built upon System. The house that is ahead is the one that is best systematized in every detail—especially in the selling end.

THE **Allison** COUPON BOOK SYSTEM

is the most important phase of selling system so far as the grocer is concerned. You can get along without them, but not nearly as well as you can WITH them.

How They Work

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.

Order them from your Jobber



Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, deliv'd. Book 8 D free. ABSORBINE, JR., for mankind, $1. Removes Painful Swellings. Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores. Allays Pain. Book free.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

TEA LEAD

Best Incorrodible

Buy "PRIDE of the ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO.
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CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.

Toronto Limited



Holds Bags of Every Size

McGregor's Patent

If you want to have quick service, method and convenience in your store you should install one of these time and money savers.

Let us send you Prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO



Fastest Grinding
Easiest Running
Coffee Mill Made

THE . .

ELGIN NATIONAL

It is a beauty, an ornament to any grocery, with steel grinders and warranted in every particular. It embodies all the improvements that our twenty years experience in making coffee mills can suggest, and it is undoubtedly the cheapest and best machine on the market.

Ask any of the following Jobbers for our Catalogue,

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
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BLACK JACK

"THE WONDERFUL PASTE FOR FAMILY USE."

TRY IT.

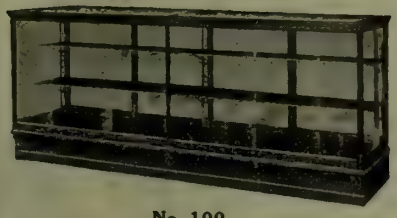


SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

Wolverine

Show Case



The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

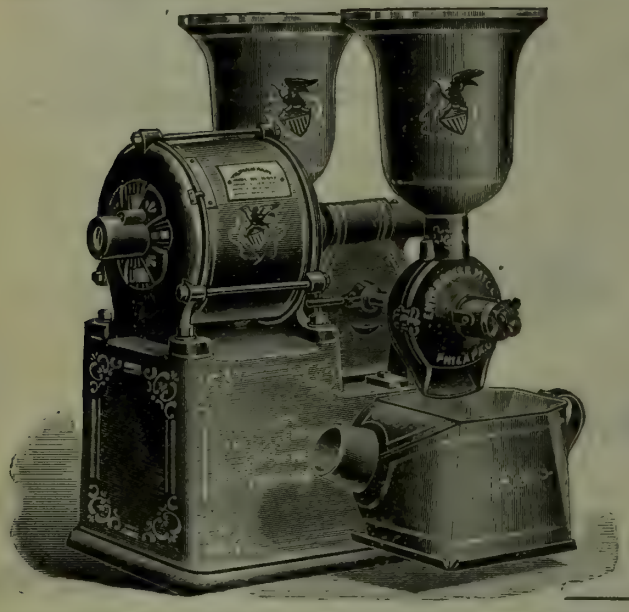
W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

"Enterprise" Economy



An Enterprising grocer, who does things *right*, uses an **"Enterprise" Electrically-Driven Coffee Mill.**

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven at a cost for current of $3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with ½ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York — 438 Market Street, San Francisco

STENCIL BRANDS

Stencil Inks and Brushes
Marking Pencils and Pots

ALL OF THE BEST

Can you afford to be without a

Bradley Stencil Machine

for your shipping room?

This is a question worthy of your consideration.

HAMILTON STAMP & STENCIL WORKS, Limited
HAMILTON, ONTARIO

TRADE MARK KEYSTONE BRAND REGISTERED

ANY LINE OF THE

KEYSTONE BRAND BROOMS

may be depended upon to give satisfaction and in choosing the

KLONDIKE
JUBILEE
STERLING

you get the very best as well as sufficient range of price to meet all requiremen's.

Manufactured by

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, - ONTARIO, CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	½-oz.	0 60
6 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 55
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	5 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case).

	per doz.		per doz
Strawberries	3 25	Sweet cherries	2 40
Peaches	2 85	Red currants	2 40
White cherries	2 85	Black currants	2 40
Red raspberries	2 40	Green G. plums	2 40
Black raspberries	2 40	Lombard plums	2 40
Lawtonberries	2 40	Blue plums	2 40
Red cherries	2 40	Pears	2 40
Black cherries	2 40		

Less 12½ p.c. trade discount and 1 p.c. 10 days. Delivered.

SIMCOE PURE PRESERVES

(Packed 2 doz. to the case.)

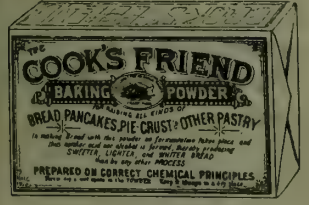
12 oz. Simcoe Pure Strawberry Preserves	1 35
16 " " " " "	1 75

Less 15 p.c. f.o.b. factory.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

In Cartoons	per dozen
No. 1, 1-lb., 4 dozen	2 40
" " 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" " 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " 2 "	2 20
No. 12, 4-oz., 6 dozen	0 70
" " 3 "	0 75
In Tin Boxes	**per dozen**
No 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs	14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.



White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.60.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz., $1.40.

White Swan Flaked Rice, per doz., $1.

White Swan Flaked Peas, per doz., $1.

Blue.

Keen's Oxford, per lb. $0 17

In 10-box lots or case $0 16

Gillett's Mammoth, ½ gross box $2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED.



Cocoa—	
Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 32

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 38
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. Maclaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	1.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto,
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz. 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb. "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 26
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

	Pails.	Tins.	Bbls.
In 15 lb. pails and 10, 25 and 50 lb. boxes.			
White Moss, fine cuts	0 12	0 11	0 17
Best Shredded	0 13	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 1
Desiccated	0 16	....	0
White Moss in 5 and 10 lb. square tins,			21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

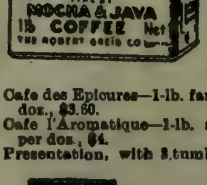
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14
Package Coffees	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb.

Mo-Ja, ½-lb. tins 30c. lb.

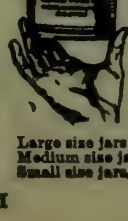
Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agen

The Davidson & Hay, Limited, Toront

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	30 "	"	½ "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2
" " groats ½-lb. tins	1
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.





Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.

5 boxes.... $ 75

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz $ 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 2 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07



BUSINESS FOR YOU AND FOR US.

SUN PASTE Stove Polish in Tins goes so much farther on the stove than the so-called liquids (which are always settling out) that the up-to-date housekeeper is bound to be far better pleased when you sell her SUN PASTE.

It is always ready to use, no separation of the ingredients and, as a result, she uses it oftener and comes back to you for more. That's business. Good for you and good for us.

MORSE BROS., Props. - Canton, Mass., U.S.A.

"Cobra" Polish

5 SIZES



is admittedly the most satisfactory polish for black or brown boots.

It does not form a film on the leather, nor choke the pores.

Brilliant and Lasting

Let us send you samples and quotations.

Chas. Parsons & Son
Front St. E. Toronto

Makers
BLYTH & PLATT, Ltd.
Watford, England





Always the Same

2-in-1

On damp days, cold days, wet days and hot days this celebrated polish is all the same. It never soils the clothes, injures the leather or lessens the life of a shoe.

There are more persons to-day using 2-in-1 polish than there ever were before. Moral: if you are not handling it you are losing a good profit and a good trade as well.

The F. F. Dalley Co. LIMITED
Hamilton, Canada Buffalo, N.Y.

STILL TO THE FRONT

BLACK LEAD, THE OLD RELIABLE FORM OF STOVE POLISH

"JAMES DOME"

the best brand on the market. An article of real merit. All Lead. No Dirt or Dust. Gives a lasting, brilliant, easy shine.

W. G. A. LAMBE & CO., Canadian Agents

GOODWILLIE'S "HOME INDUSTRY" BRAND FRUITS

(IN GLASS)

Packed fresh from the vines and trees. There is no delay. The factory is located on the farm, not in a town or city. Therein lies the secret of the superiority of GOODWILLIE'S over all others.

Place your order with your jobber. ACCEPT NO SUBSTITUTES.

ROSE & LAFLAMME Limited

Canadian Selling Agents.

MONTREAL **TORONTO**

	Per lb.
30-lb. wood pails	0 08½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

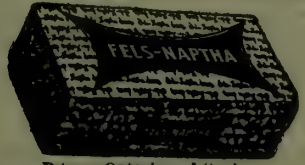


Assorted Case,	Contains 4 doz. $3.60
Assorted Case,	Contains 2 doz. $1.80
Lemon (Straight)	Contains 2 doz. $1.80
Orange (Straight)	Contains 2 doz. $1.80
Raspberry (Straight)	Contains 2 doz. $1.80
Strawberry (Straight)	Contains 2 doz. $1.80
Chocolate (Straight)	Contains 2 doz. $1.80
Cherry (Straight)	Contains 2 doz. $1.80
Peach (Straight)	Contains 2 doz. $1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 00
Five cases, or more	4 95



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0

Discounts on application.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10¾
½-bbls.	0 11
Tubs, 60 lbs.	0 11
20-lb. Pails	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11¾
" 5-lb.	0 10⅝
" 10-lb.	0 10¼



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10½
Tubs	0 10⅝
20-lb. pails	0 11
20-lb. tins	0 10½
10-lb. "	0 11¼
5-lb. "	0 11⅝
3-lb. "	0 11¾

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (35 or 50 sticks), per box	1 [illegible]
"Ringed" 5-lb. boxes, per lb.	0 [illegible]
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulo large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 25

"Shredded"—

1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross net	$12 00
" per case of 2 doz. net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$4.70
Ditto, hotel	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.40

Mustard

COLMAN'S OR KEEN'S

D.S.F.	¼-lb. tins, per doz.	$ 1 40
"	½-lb tins, "	2 50
"	1-lb. tins, "	5 00
Durham	¼-lb. jar, per jar	0 75
"	1-lb. jar, "	0 25
F.D	¼-lb. tins, per doz.	0 85
"	½-lb. tins, "	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts 24's	3 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases	60 1-lb. packages	$ 2 75
No 2, "	120 ½-lb. "	2 75
No. 3, "	{30 1-lb. " / 60 ½-lb.}	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	$ 3 8
5 cases	3 7



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 08
Straw hat polish	"	18 20



3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb
No. 1 White or blue, 6-lb. carton	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 06
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

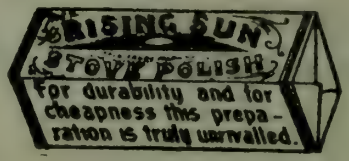
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
3a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s and ½s, 20c.; ¼s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

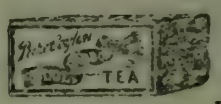
100 lb. lots freight paid.



Blue Label, ¼'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 26	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ¼'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 43	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	0 67	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters			
Gold Tins, 5's	35c.	1.75	50c. 2.50
Gold Tins, 3's	35c.	1.05	50c. 1.50
Gold Tins, 1's	35c. each		50c. each
Gold Label, ½'s	18c ea.	36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea.	70 lb.	50c ea. 1 00 lb.
Red Tins, ½'s	18c ea.	72 lb.	25c ea. 1.00 lb

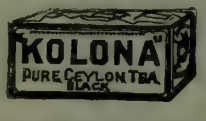


MELAGANA TEA

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ¼s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 23
Green Label, " 40c		0 33
Red Label, " 50c		0 35
Orange Label, " 60c		0 47
Gold Label, " 80c		0 55

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon



Wholesale.	Retail.
Carnival Household, 1's and ½'s	0 40
Old Country, 1's and ½'s	0 50
5 o'clock, 1's and ½'s	0 60
H.M.S., 1's and ½'s	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	Wholesale	Retail
Wood's Primrose, per lb	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	38
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug moking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	35 00
El Sergeant, 1-40	35 00
El Sergeant, 1-100	35 00

Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 35
" 1-9	0 35
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 40
" " 1-lb "	0 80

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$12 00
Absorbine Jr., per dozen	3 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 15
Gillett's cream yeast, 2 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S BAKING SODA

It isn't only that

"COW BRAND" BAKING SODA

is stronger and purer than any other package or bulk soda but that it is always uniform and thoroughly reliable.

The housekeeper's guarantee lies in the reputation of the manufacturers.

Your guarantee for profit lies in "COW BRAND" Baking Soda's popularity with the housekeeper.

Ask your jobber for same

Church & Dwight

MANUFACTURERS

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied You'll be, Too!

The Beardwood Agency

313 New York Life Building - MONTREAL

There's a Difference
in
SALT

You can get
the best from

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of
WETHEY'S
LAUREL
BRAND
speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand

Good Canned Vegetables at low price. If in want, call us up. Get prices. You will buy them.

TRAVELERS' HOLIDAYS
commence 1st August

We again call your attention to 'PHONE SYSTEM.
We have 4 free phones.
Use them freely.
You will find this a most satisfactory way and expeditious.
Try it and be convinced.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, AUGUST 6, 1909. NO. 32.



The World's Laundry Blue—

Keen's Oxford Blue

follows the flag—Commerce and its expansion means the sale of more Keen's Oxford Blue.

—In Canada every grocery jobber sells it.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, **Montreal**

Thousands of Boxes of Starch

are now going into all the stores of Canada.

The brands on these thousands of boxes are

Edwardsburg "Silver Gloss" Starch (for the laundry)
Benson's Prepared Corn (for culinary purposes)

There's the whole story in a few words.

For sale by all jobbers.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal



THE SURE SELLER.

WHY?

"SURPRISE" Soap is sold before it ever goes into your store.

You never have to think about bad soap stock if it is "SURPRISE," because everybody knows that "SURPRISE" is the best laundry soap in the country.

To you it is as negotiable as government bonds or coin of the realm.

"SURPRISE" is a bigger seller this year than it was last year, and it will be still bigger as the country's population increases.

The St. Croix Soap Manufacturing Co.

Factory at St. Stephen, N.B.

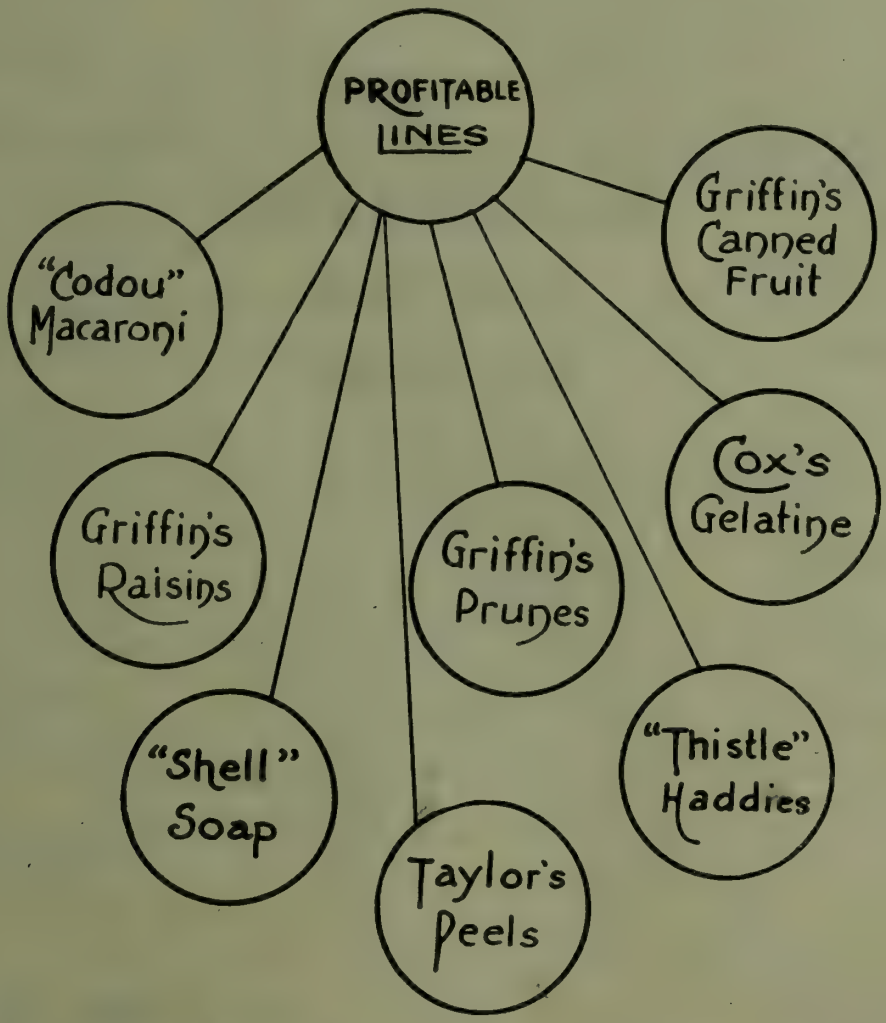
Branches: Montreal, Toronto, Winnipeg, Vancouver, West Indies

Only the Best — Always the Best

is advertised on this page

RIPE FRUIT

—is always most wholesome and always the best. It's poor fruit that makes trouble—the same rule works through everything—



IT PAYS to sell these

Arthur P. Tippet & Co.

AGENTS



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

FACE TO FACE BUSINESS
I am on the job all the time. Why not give me a trial?
Grocery and Confectionery Brokerage my Specialty
G. WALLACE WEESE
Manufacturers' Representative 30-32 Main East
Let's get close and talk it over—Now HAMILTON

WRITE TO
10, Garfield Chambers, Belfast, Ireland
For sample copy of the
Irish Grocer, Drug, Provision, and General Trades' Journal
If you are interested in Irish Trade.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

STORAGE IN OTTAWA
We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways —tracks to the door. Centrally located.
Secure Our Low Rates.
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. STAMPER
Wholesale Grocery, Fruit and Confectionery Broker.
Manufacturers' Agent and Warehouseman.
Importing Commission or Buying Agent.
Warehouse: City Spur Track.
Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
SASKATOON,
Western Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines.

W. H. Millman & Sons
GROCERY BROKERS
Toronto

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A,B,C, 5th edition, and private.

Importer, Wholesale Broker and Commission Merchant.
Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties.
Can handle more Good Lines.
G. C. WARREN
P.O. Box 1036. REGINA, SASK.
Established 12 Years.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ON SPOT
Finest Whole Halves and Broken
SHELLED WALNUTS
also
2, 3 and 4 Crown
SHELLED ALMONDS
LIND BROKERAGE CO.
23 Scott Street Toronto

Merchants, Manufacturers and Shippers
We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.
Good track storage.
Advances made on consignments.
J. D. Brack & Co.
Wholesale Brokers
WINNIPEG

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

H. B BORBRIDGE
Manufacturers' Agent and Broker
OTTAWA
Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

To
Brokers and Manufacturers' Agents
—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.
Write for particulars to
THE CANADIAN GROCER
Montreal Toronto Winnipeg

J. F. Eby,
President

Hugh Blain,
Vice-President

We can make it well worth your while placing your order NOW for

"ANCHOR" brand Condensed and Evaporated MILK CREAM

Write us at once for quotations "delivered at your station"

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

A PHENOMENAL SELLING LINE



40c.	Grade	costs you	30c.	per lb.	in lead packages.
50c.	"	"	35c.	"	"
50c.	"	"	35c.	"	in 5lb and 3lb fancy tins.
50c.	"	"	36c.	"	1lb and ½lb " "
60c.	"	"	42c.	"	in lead packages
75c.	"	"	50c.	"	" "
1.00	"	"	70c.	in ½lb	fancy tins
1.00	"	"	72c.	" ¼lb	"

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St., MONTREAL

The Point in a Nutshell



¶ The difference between the vinegar we make and the others you're sometimes asked to buy lies in the brewing. An honest attempt to produce a good article is not always rewarded with success, but—

¶ **Since 1849** we have been renowned for the excellence of our plant and the perfection of our product.

¶ During that time our trade has developed and extended to all parts of the world.

Contractors to the War Office and Admiralty

CANADIAN AGENTS:
Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.
Messrs. G. Stanway & Co., Toronto,
Mr. Kenneth H. Munro, Montreal.
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

White Cottell & Co.

Camberwell, S.E., LONDON, ENG.

Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

HAVE COME TO CANADA

With their well-known Brand in Glass Moulds and Tins.

English Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

Excellence of Quality

Guaranteed Pure and all Packed in England

Agents—ROSE & LAFLAMME, Ltd., Montreal



The Factory where the Best Canned Goods in Canada are packed

Now is the time to book that FALL ORDER

THE ESSEX CANNING & PRESERVING COMPANY

LIMITED

ESSEX, ONTARIO

In a Class all by Itself

is the

Farmer Brand Canned Goods

We have facilities and resources such as are possessed by no other factory and our position puts us just that much ahead of our competitors.

We grow our Fruits and Vegetables on 3,000 acres of the finest, most fertile, garden land and we are enabled to raise the choicest products that can be cultivated—unsurpassed anywhere.

WE ARE THE LEADERS; WE INTEND TO KEEP AHEAD

The FARMERS' CANNING CO.

LIMITED

BLOOMFIELD, ONTARIO

What Are You In Business For?

Well, you naturally reply, to make a living, keep employed and earn a few dollars beside. Many things combine to contribute to a man's success. One of the most potent is the quality and character of the goods he sells and the reputation he has of providing only the best.

Old Homestead Brand
Canned Fruits and Vegetables

is a name that stands for something. It brings to mind the place on the old farm and the fruit and vegetables that mother was accustomed to place before us. This is one reason why grocers find our goods so easy to dispose of.

Combined with their quality, flavor and purity there is no better selling or better known brand offered to the trade.

Specify Old Homestead Brand
WHEN ORDERING FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton, - Ontario

E.D.S. BRAND
Jams and Jellies



Stand for Purity and Health

They are packed in sterilized air-tight receptacles and contain nothing but pure fruit and granulated sugar.

Whenever you see jams or jellies packed in non-air-tight jars suspect that the products are impure. Very likely they contain chemical preservatives.

Mr. Grocer—insist on having the E.D.S. brand, because it is pure.

E. D. SMITH'S FRUIT FARMS, - WINONA, ONT.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

THE CREAM OF THE TRADE

IS SECURED WITH THE

RIVERDALE BRAND

The only sure, steady and sound way to retain it is to keep on selling this brand of canned fruit and vegetables, which is the standard of quality and excellence. It represents something that bears out exactly what we claim--absolute purity.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

Ginger-Bread
BRAND
Molasses

Simply Out-Classes—That's All

Packed in tins, 2's, 3's, 5's and 10's.

Pails, 1's, 2's, 3's and 5's, and in bulk.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

CRYSTAL SUGARS

Retailers throughout Canada handle them.

You deal direct with the factory.

Standard, Fine, Coarse, Berry, Powdered.

The best for PRESERVING.

Always the same, the best.

Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited

Wallaceburg, Ont.

The essence of

SNAP



is that it is the original and only genuine **Hand Cleaner.** There is nothing that your customers will accept on the plea that it is "just as good."

It will remove all traces of work that soils, besmears or blackens the hands. It is antiseptic and gives one a positive pleasure in using, as it does its work so well and leaves the hands smooth, soft, delicate and clean.

Your jobber will supply you.

The Snap Company, Limited

MONTREAL, - CANADA

NO SPRINGS



Merchant's Side

The "TOLEDO"

Automatic Weighing System

NO SPRINGS

HONEST WEIGHT GUARANTEED



Customer's Side

NO SPRINGS

PLEASES CUSTOMERS—BRINGS NEW TRADE—THE GREAT MONEY-SAVER AND MONEY-MAKER

NO SPRINGS

102 STYLES AND SIZES

"MADE IN CANADA"

Suited to All Kinds of Stores

GROCERY, MEAT, TEA AND COFFEE, DELICATESSEN, CONFECTIONERY

The T. Eaton Co. Ltd., Toronto, using 25 Toledo Scales, says:

"Regarding the Toledo Scales which we have, we wish to say that they are perfectly satisfactory in every respect. They are not affected by heat or cold, and are certainly money-savers on overweight."

PRICES AS LOW AS **$40.00**

OUR GUARANTEE: We guarantee to give you a better Computing Scale for less money than you can get from any other concern in the world. It will pay you to investigate. : : : : : :

WRITE FOR ILLUSTRATED BOOK

Toledo Computing Scale Co., 335 YONGE ST. TORONTO

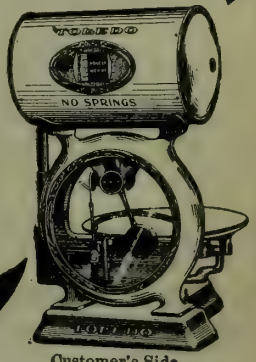
OFFICES:

Montreal, St. Thomas, Winnipeg, Calgary, Edmonton and Vancouver



Merchant's Side

NO SPRINGS



Customer's Side

Quaker Salmon

Just try a tin yourself. See if it is not all that we claim it to be.

Then send us your order, for your customers can appreciate a line which will so appeal to you, a judge that cannot be fooled.

MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL



She wouldn't take as a gift any other salt but

Windsor Salt

for table or dairy.

She knows that "Windsor" Salt is pure—that no adulteration is added to keep it from caking—and that it gives a delightful savor to the food, the butter and the cheese.

She knows, too, that no other salt is "just as good".

The Canadian Salt Co., Limited

Windsor, Ont.

The POPULARITY of
H.P. SAUCE and PICKLE
IS STEADILY INCREASING

We have another car arriving this week consisting of

350 cases H.P. SAUCE
500 cases H.P. PICKLE

These lines are manufactured by the LARGEST VINEGAR DISTILLERS in the world, and are sold by all leading grocers.

FREE SAMPLES and ADVERTISING MATTER in each case.

Ask your Wholesale Grocer or write direct to

W. G. PATRICK & CO.

MONTREAL — CANADIAN AGENTS — TORONTO

Carveth & Company

Manufacturers' Agents
and Importers

Sole Agents for Canada for

The Swiss Frey Chocolate Company, Limited

MILK AND NUT CHOCOLATE SPECIALTIES

ALSO

Sultan Brand
Genuine
Turkish Delight

600 LINDSAY BUILDING, MONTREAL

"Canada's Pride"
Canned Goods Still Leads

We would advise that we are now running heavy on Peas, packing a finer quality than we have ever turned out because of the excellent condition of the raw material, which with our careful handling, fine equipment and unequalled sanitary factory, enables us to far excel in quality any previous year.

These same conditions will apply to the full line of fruits and vegetables which we pack.

Don't be deceived by Brands and Trade Marks similar to ours which some packers are using, trying to place on the market inferior goods on our well-earned reputation.

Canada's Pride stands for Cleanliness and High-Grade Quality

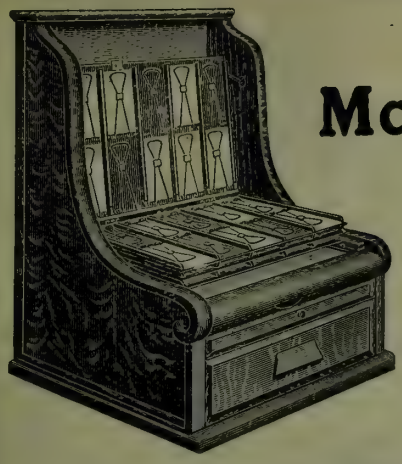
One trial will make you a strong friend of "Canada's Pride."

To be had of the following wholesale representatives: Wm. Galbraith & Son Montreal, Que.; Fenwick, Hendry & Co., Kingston, Ont.; Medland Bros., Toronto, Ont.

PACKED ONLY BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager — NAPANEE, ONTARIO



The McCaskey Gravity Credit Register

THE McCASKEY ACCOUNT REGISTER SYSTEM is recognized and acknowledged by Expert Accountants, Auditors, and up-to-date Merchants who have used it, as being the most complete simplified method of handling accounts ever devised.

Complete information at a glance regarding every detail of your business that pertains to your accounts.

It takes care of Accounts Receivable and Accounts Payable, Merchandise and Stock Accounts, Credit and Cash Sales, Produce and Exchange and C.O.D. Sales, Money Received on Account and Money Paid Out.

It will give you more information in five minutes than you can get from the Day Book and Ledger in hours.

You only write the account once. No copying, no bother, no forgotten charges, no disputes. It pleases the customer, draws new trade, and collects the accounts.

Drop us a Postal for further information.

The McCaskey Register Co.

Cor. Hughson and Rebecca Streets - Hamilton, Canada

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E. London, England

The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

The Queen Quality Leads

WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is overlooked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get in them

PURITY, PERFECTION and SATISFACTION

Manufactured by

The BELLEVILLE CANNING COMPANY
BELLEVILLE - - - ONTARIO

ARRIVED

CAR LOAD Butter Bowls

14 in. to 23 in.

WHITE WOOD

Ask us for price.

Walter Woods & Co.

Hamilton and Winnipeg

To the Trade:

Of Course YOU Know That

CEYLON TEA

makes

BEST ICED TEA

but

Do You Impress That Fact Upon Customers?

Its Lemony Flavor

Just Suits Hot Weather Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impairing Its Tonic Values.

H.P. SAUCE

IS SELLING VERY FREELY

Shows a good profit and the demand is constantly growing.

Wouldn't it be worth your while to stock it?

It brings new and permanent customers.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.
Colville, Smith & Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



Valencia Raisins

A. MAHIQUES PARIS
DENIA

For Quality and Price

This is What Buyers Say of this Brand:

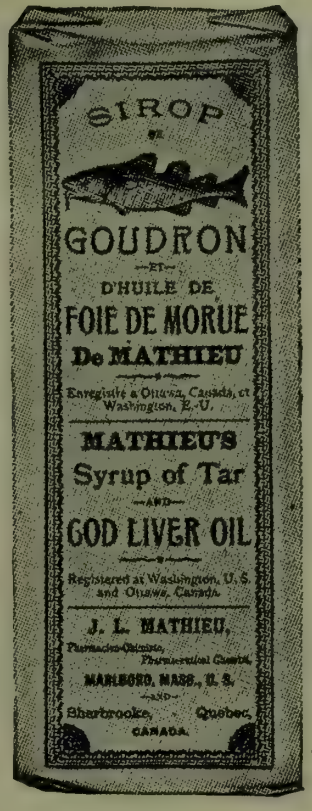
Nov. 25th, 1908.

"It gives us great pleasure to say that "the A. Mahiques Paris Brand Fine "Selected Raisins purchased from you "this year have turned out exceedingly "fine in quality. We have compared "them with what we considered other "first-class brands, and in our opinion "they are superior to any Fine Selected "we have examined this year."

Thos. Bell, Sons & Co.

AGENTS

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.

2. One person recommending it to another, and probably telling him that he got it at your store.

3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

ALWAYS READY AND RELIABLE
THERE IS NOTHING BETTER TO CARRY IN STOCK THAN

Canada First Evaporated Cream

It is manufactured and guaranteed by Canadians, is of superior quality and perfectly sterilized and pure.
It sells easily and rapidly.



Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

While our travellers are enjoying their vacation write, 'phone or wire your orders at our expense.

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

ST. LAWRENCE

GRANULATED

and

GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The Canada Sugar Refining Company, Limited
MONTREAL, QUE.

A Cool Drink to Quench Your Thirst—

That's how **COLD SPRING LEMONADE POWDER** will appeal to you.
We'll send you a sample package to try. Write us.
If it appeals to you in that way, will it not also similarly appeal to your customers?

8-oz. and 4-oz. packages. **Sold by you for 20c. and 10c.**

The sole makers are:

S. H. EWING & SONS, Montreal and Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST

VINEGAR



LONDON, ENGLAND MADE FROM THE FINEST MALT

COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co , South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms *Write our Agents for Particulars*

THIRSTY CUSTOMERS

August, with its intense summer heat, creates a large demand for

Lytle's Lime Fruit Juice

AND

Raspberry Vinegar

Wideawake grocers will see that they are well stocked with these popular summer drinks.

T. A. Lytle Co., Limited

Sterling Road, Toronto, Can.

NEW SEASON Strawberry Jam

Now Ready

We have put up the largest packet of any single factory in Canada—still we are short. Book your orders quickly.

WAGSTAFFE, Ltd.

Pure Fruit Preserves

Hamilton, - - Ont.

JAPAN TEAS

We have a good assortment of New Teas on hand. We invite Jobbers to write us for samples.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



The Original.

Merit and Integrity

Have sustained the
High reputation of

BORDEN'S BRANDS

For over 50 years.

Borden's Condensed Milk Co.

"Leaders of Quality"

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.



Banner and Princess Brands Condensed Milk.

¶ Just you try them in your own home, and then you'll take a real pleasure in recommending them to your most particular customers.

WRITE FOR PARTICULARS.

John Malcolm & Son,
ST. GEORGE, - ONT.

I offer for prompt shipment a very fine parcel of last season's crop

SULTANA RAISINS

AT AN UNUSUALLY LOW PRICE

ANDREW WATSON, Importer
91 Youville Square, Montreal

Imperial Quality!

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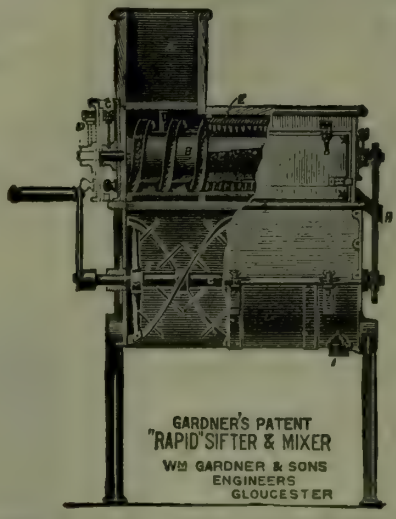
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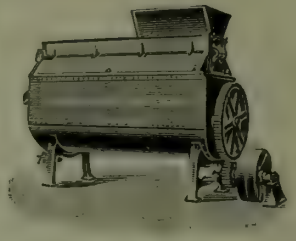
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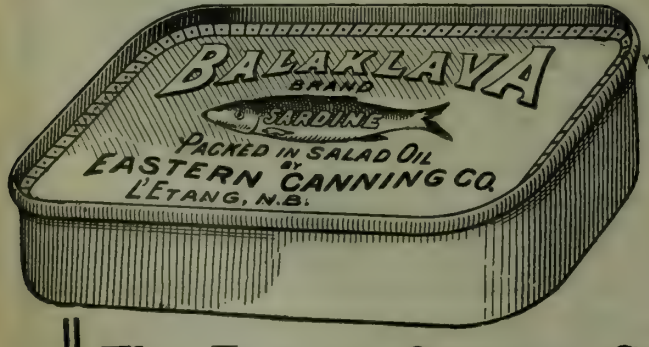
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Malaga	Table	Raisins
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Very finest quality

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MONTREAL and TORONTO

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Circulation Department
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THE VERY FINEST CEYLON TEA

is used to uphold the unexcelled reputation enjoyed by

"SALADA"

To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality.

REMEMBER THE SALE IS GUARANTEED

The "SALADA" Tea Co.
Toronto or Montreal.

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 58
American Tobacco Co. 52
Aylmer Condensed Milk Co. 13

B

Balfour, Smye & Co. 17
Bell, Thos., & Son. 20
Belleville Canning Co. 22
Benedict, F. L. 44
Berry, Wm. 44
Blue Ribbon Tea Co. 3
Bor ridge, H. B. 2
Borden Condensed Milk Co. 16
Bowser, S. F. & Co. 60
Brack & Co. 2
Bradstreet's. 58
Bristol, Geo. & Co. outside back cover
B. C. Soap Works. 39
Brown Mfg Co. 22

C

Canada Sugar Refining Co. 14
Canadian Biscuit Co. 47
Canadian Cocoanut Co. 17
Canadian Condensing Co. 16
Canadian Salt Co. 9
Capstan Manufacturing Co. 62
Cargill, H. 44
Carveth & Co. 10
Ceylon Tea Ass'n. 12
Champion & Slee. 15
Chaput Fils & Cie. 24
Christie, Brown & Co. 47
Clare & Little. 2
Clark, W. 45
Clawson & Co. 2
"Cobra" Polishes. 17
Collings, H. & Co. 58
Common Sense Mfg. Co. 19
Connors Bros. 57
Constant, H. 44
Cooper, Cooper & Co. 11
Cornet Chemical Co. 21
Cote, Joseph. 52
Cowan Co. 48
Cox, J. & G. 49

D

Dalley, The F. F., Co., Limited. 62
Davidson & Hay. 14
Dawson Commission Co. 54
Dignard, Ltd. 47
Dominion Molasses Co. 8
Dominion Wafer Co. 22
Dominion Warehousing Co. 2
Downey, W. P. 19-41

E

Eastern Canning Co. 22
Eby-Blain Limited. 3
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 39
Epps, Jas. & Co. 46
Escott, W. H. 44
Essex Canning Co. 5
Estabrooks, T. H.
Evans, F. G., & Co. 39
Ewing, S. H., & Sons. 14

F

Farmers' Canning Co. 5
Fearman, F. W., Co. 42
Fisher, A. D., & Co. 59

G

Gardner, Wm., & Son. 20
Gibb, W. A. Co. 54
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 45
Goodwillie & Co. 23
Gordon, McDonald Co. 18
Gorham, J. W., & Co. 2
Grant, W. J. 52
Gray, Young & Sparling. 46
Gunns Ltd. 42

H

Hillock, John & Co. 59
H. P. Sauce. 13
Hough Litho Co. 20

I

Imperial Extract Co. 17
Imperial Tobacco Co. 52
Irish Grocer. 2
Island Lead Mills Co. 59

J

Jameson Coffee Co. 39

K

Kilgour Bros. 59

L

Lake of the Woods Milling Co. 51
Lakeside Canning Co. 7
Lambe, G. W. A. 2
Laporte, Martin & Co. 24
Lear, Sidney. 42
Lind Brokerage Co. 2
Lucerna Anglo-Swiss Milk Choc. Co. 47
Lytle, T. A. Co. 15

Mc

MacNab, T. A., & Co. 2
McCabe, J. J. 54
McCaskey Register Co. 11
McDonald, Gordon & Co. 18
McDougall, D., & Co. 52
McIntosh, F. R. 39
McLaren, W. D. 19
McLeod & Clarkson. 39
McWilliam & Everist. 54

M

Magor, Frank. outside front cover
Mahiques, Domenech. 24
Malcolm, Jno, & Son. 16
Marshall, Alex. 39
Marshall, E. A. 39
Mason, Geo. & Co. 45
Mathewson's Sons. 9
Mathieu, J. L., Co. 13
Midland Vinegar Co. 13
Millman, W. H., & Son. 2
Mollin's Food Co. 19
Montreal Biscuit Co. 50
Mooney Biscuit and Candy Co. 49
Morse Bros. 62
Mott, John P. & Co. 46

N

Nagle, H. 62
Napanee Canning Co. 10
National Licorice Co. 48
Nelson, Dale & Co. 48
Nicholson & Bain. 41
Nishimura, S. T. & Co. 15

O

Oakville Basket Co. 44
Oakey, John & Sons. inside back cover
Old Homestead Canning Co. 6

P

Packard, L. H., & Co. 22
Paradis, C. A. 44
Patrick, W. G. & Co. 2, 10
Pickford & Black. inside back cover
Poulton & Noel. 4

R

Richards Pure Soap. 19
Ridgways' Tea. 19
Roberts Patent Filling Machine Co. 21
Rose & Laflamme, Ltd. 63
Royal Polishes, Ltd. 62
Ryan, Wm. Co. 42

S

St. Croix Soap Co. inside front cover
St. Lawrence Sugar Refining Co. 14
"Salada" Tea Co. 25
Sanitary Can Co. inside back cover
Scott, David, & Co. 18
Segalerva. 23
Sherbrooke Cigar Co. 53
Smith, E. D. 7
Snap Co., Ltd. 8
Snowdon & Borland. 17
Southall & Smith. 20
Spratts Limited. inside back cover
Stamper, D. 2
Stevens & Solomon. 55
Stewart, I. C. 58
Stringer, W. B. 55

T

Thurston & Braidich. 41
Tippet, Arthur P., & Co. 1
Toledo Scale Co. 9
Toronto Salt Works. 44
Truro Condensed Milk Co., Ltd. 42
Tuckett, Geo. E., & Son Co. 51

V

Verret, Stewart Co. outside back cover
Victoria Fruit Exchange. 39
Vincentelli, P. & F. 19

W

Wagstaffe, Limited. 15
Walker Bin and Store Fixture Co. 58
Walker, Hugh, & Son. 55
Wallaceburg Sugar Co. 8
Warren, G. C. 2
Watson, Andrew. 16
Watson & Truesdale. 2
Weese, G. Wallace. 2
Wethey, J. H. outside back cover
White & Co. 55
White, Cottell & Co. 4
White Swan Spice & Cereals, Ltd. 40, 50, 63
Wilson, Archdale. 50
Wilson, W. Harry. 39
Windsor, J. W. 57
Winn & Holland. inside back cover
Wiseman, R. B. & Co. 41
Wood, Thomas, & Co. 63
Woodruff & Edwards. 59
Woods, Walter, & Co. 11

Y

Young, W. F. 58

Drummers Bid Care Begone; Celebrate Like Princes

Annual Outing at Erin This Year an Event to be Long Remembered—More Successful Than Ever—The Old Become Youthful in Tendency and the Young Join in With the Old—Funny Happenings of a Night and Day Confined to Fun and Pleasure.

Staff Correspondence.

Erin, Ont., August 2.—It was pleasure unconfined. For an evening, night and day this pretty little village was handed over to the men of the Drummers' Snack Club composed of Central and Western Ontario knights of the grip. For seventeen years past, ever since the club first saw the light of the day, the members had hied themselves to Alton hamlet where dwelleth William Algie, founder of this august body. 'Algieville' was their original stamping ground; but in the Year of Our Lord, 1909, Erin nestling serenely on the banks of the Credit was the Mecca for the drummers and host of admiring friends.

As intimated above there was no cover to the cap of joy. It was boundless. There were no counterfeits there and no room for them. All did homage to the Prince of Pleasure and the consequence was the Drummers' Snack Club outing of nineteen hundred and nine will pass down into history as the king of snacks in the first eighteen years of the club's existence.

Travelers are good fellows, and when good fellows get together there is bound to be something doing—as the old song implies. Yet, while fun and frolic marked every scene succeeding the drawing of the curtain as the C.P.R. rumbled into the Erin station on Friday evening, there could have been no more orderly fun. And if visitors at the outing for the first time, had ever entertained from hearsay a doubt as to the quality of the sport, that doubt took its winged flight when the final curtain was ringed down behind the departing 'princes.'

A Word For Erin.

The outing had always before been held at Alton where the good folk were ever willing to help on with the fun. Circumstances, however, bring about changes, and this year the committee in charge sought out Erin as the place, July 30th and 31st as the time, and as for the girls—well each individual was responsible for that.

Some 500 inhabitants dwelleth in Erin. It is one of those picturesque and peaceful little hamlets which we would all desire to see when we 'cross the Jordan.' Stanley Park is there and within its boundaries a beautiful miniature lake formed by the back water in that particular portion of the Credit. In a word the location was an ideal one.

Erin folk are said to be nearly all of Scotch descent. This became evident when their hearts were captured by the rousing strains of the Alton band and the kilt-like costumes of the knights of the grip who invariably were 'follering the band.'

Robert Asher was president of the club until the annual meeting held beneath the big circus tent on Saturday morning. He is distinguished among the past-presidents by being the youngest of them all. "Bob" is naturally a good fellow to which the citizens of Erin can bear testimony. Whether as a school boy pondering over his books and obeying the commands of the master or as the good angel bringing peace and dresses and stockings into the Grundy home; whether he plays short stop or attempts to umpire even an indoor baseball game amid the scoffings of enraged fans, he wears that smile that won't vacate the premises. Suffice it to say that he with his energetic staff of lieutenants had with clock-work diligence attended to everything possible to bring to a successful culmination the memorable outing of the current year.

To enjoy such fun as was provided by these Ontario Mark Twains, one must needs have been on the spot. Written words necessarily treat of the subject inadequately—the expressions, the pictures, the inflections are wanting.

A Concert Fit For a King.

When the mere incident of obtaining supper on Friday evening had occurred after the last train had arrived with the crowd, there was a big noise as if a show of some description was not far distant.

All doubt was dispelled when the resonant voice of 'Mike' Morrison was heard from the foot bridge that carried one beyond the Credit. 'Mike' reminded one very much of those 'brave days of old' when Horatius kept the bridge against the Tuscan foe. But Michael's foe although a formidable one was conquerable. How could it have been otherwise when those musical notes: "Secure your tickets for the great and only—musical, humorous, literary, etc." the final words being lost as they floated so gently over the ripples of the Credit lake.

So a big crowd went to the big show. The tent had apparently been built on the circus-canvas plan and even then the sides bulged out with humanity. The great Barnum would have been proud to have seen such a following. It was estimated that more than 2,000 souls stood or sat beneath the canopy sheltered from the fast falling dew.

Finally, President Asher touched the match to the fireworks and the fun had begun in real earnest. Talk about accomplished artists! But don't bet on the best until you see Jack Wildfong, Sol Walters, Billy Meen, Johnny and Billy Charles, Harry Ritchie, Willie Reilly, Georgie Campbell, Bobby Asher, Bobby Algie and a few of the rest of them. Then there are some high class



A Portion of The Crowd In The Ball Grounds at The Conclusion of The Street Parade.

artists from the Mountain City including H. Eckstein, Billy Dore, J. B. Mundie, Sam Male, Geo. Smye, etcetera, who are certainly past masters in the amusement art whether on or off the stage.

Space does not permit a deep research into the individual merits of the different performers. There were all, however, of the A 1 variety.

The president threw out his chest like a pompous army officer when he stepped



BAY HILL.

The New President of The Drummers' Snack Club.

on the platform and surveyed with keen satisfaction the vast throng. He told them all how welcome and how good looking they were and how if they became homesick that Ross Cameron would 'cash their cheques of disappointment' when the Union Bank opened in the morning.

He said: "The Snack Club was born in 1892 at Alton; Wm. Algie was the founder; it was nursed by Robt. Algie, treated by Dr. Algie and fed by Miss Aggie Algie."

Geniality, affability and felicity were necessary characteristics of a membership in the club; sociability was the first requisite.

Bob said a great deal more which was appreciated as the cries of "good boy, Bob," that come from all corners of the canvas indicated.

Dr. Hamilton, an Erin citizen assured the assemblage that there was no bacteria in the Erin water and hoped they would all enjoy themselves. The former precaution, one would think would scarcely be necessary, but nevertheless it was really surprising to see how often and how long the good pump worked during the night and day.

Studies in Blue.

Then they ringed up the curtain once again and "Two Little Girls in Blue" thrust their graceful figures and features on the unsuspecting audience. The duet was composed of Johnny Wildfong, a fat boy, and Willie Reilly, his antipodes in breadth. It was actually pathetic in parts when it came to 'hollering down the rain-barrel' and 'playing in our yard.' The ribbons and embroidery in the usual places were interesting features of the costumes which held spellbound the fascinated auditorium.

Sol Walters fairly hypnotized his listeners. Mouths were open 'from ear to ear' through his entire Irish monologue which would have done justice to any theatre-stage in the Dominion. He certainly passed out some original ones that have not yet appeared in the columns of the Ladies' Home Journal. Sol was irresistible and was not allowed to retake his seat in the dressing room without presenting that classic ballad "The Kank-Kee-Kee or the Ko-Ko-Moe."

Harry Lauder was even out-laudered by Willie Dore, a Hamilton soloist who told the boys all about what happened "When Highland Mary drank her first Scotch-High-Ball." He wore the kilts too and at once gained the affections of the lassies of Erin settlement.

In The Olden, Golden Days.

The Toronto drummers 'put on' a School-Day Skit which had the times of Tom Brown faded into a mere shadow. J. H. Wildfong was the school-master and one would judge from the size of



ROBT. ASHER.

Past President of The Club and a Prince of Good Fellows.

his 'wing' and the Teddy Rooseveldt stick he wielded, that several of his little boys would be unable to sit down in comfort for several days. Especially did Bobby Asher and Johnny Charles have reason to remember its sting.

When it came to recitations and answering questions the school children excelled themselves.

For instance:

Teacher—What goes round the 'sun'?

Pupil—Pants, teacher.

Teacher—Who was the first female swearer?

Pupil—Eve; she said, "I don't care A-dam if you do."

Mary and her lamb came in for their usual share of comment, among the new ones being:

Mary had a little lamb
With which she used to tussle;
She pulled the wool all off its back
And rammed it in her bustle.

The play included a visit from Phineas McIntosh, the J. L. Hughes of the school section. Although nothing was issued for publication at the time, it was intimated among the 'inside ones' that Pedagogy Wildfong would be recommended to take hold of some occupation about which he knew at least a little. However true this may be, James L. could have secured several pointers for his staff on how punishment should be properly administered.

Once when the curtain was rolled up a bunch of Hamilton drummers made their little bows prior to the presentation of "Schnitzelbank" from a map on the wall. This was decidedly German in tone, and was conducted by a leader, one Eckstein by name, who looked as if he were the twin brother of a small baloon erected on the top of two inflated pillow-cases.

Another individual had converted one of his wife's crazy quilts into a pair of trousers, illustrating the different colors of the rainbow and many others besides. Pyjamas and some unmentionables were observed among the other costumes providing you had secured a seat not too distant from the platform. At a distance you would scarcely care to venture what they were.

"Our Bitterest Foe" was the subject of an interesting drama by M. Cleworth, his wife and W. H. Pringle. Things began to look serious during its recitation for the fugitive French officer and a deep sigh of relief arose from the feminine portion of the audience when like the 'good' novels everything turned out



Billy Charles Took An Early Morning Cruise On The Credit.

all right and they got married and they lived happily forever afterwards. The same two gentlemen, with Miss M. Cleworth, also figured in a domestic sketch known as "The Salt Cellar," which showed the troubles of a newly-made household and which was also conspicuous from its felicitous ending.

Other performers were Miss Frances Wright, a Toronto contralto, who was presented with a handsome bouquet of flowers; Master Wilfrid Morrison, the boy soprano, who soon will begin a world tour; his brother Master Milton Morrison, a juvenile just turned five; Bert Harvey, whose reputation as a humorist needs no comment here, and the Georgina Quartette composed of Manley Sherris, Geo. Ross, Bartley Brown and R. L. Collins. E. R. Bowles took the accompanist role. These are all real artists in their particular line and the program they presented was equal to any high-class New York musical entertainment. The Alton brass band was there and played its best during intervals.

Around the Banquet Board.

Although the Erin clocks had tolled off the midnight hour, that was no reason why the Drummers should seek their downy couches. Nor did they. After the concert came the banquet in the park pavilion where a wholesome menu, fit for a king, was spread and where the appetites of the guests silently testified to the health of Erin as well as to the excellence of the repast. Drummers brought their wives and several others came with sweethearts. Especially did the latter seem to grasp at each fleeting minute and to stretch it into two; but time would not wait and soon the post-prandial speeches began. President Asher occupied the chair. Bouquets were thrown from one to another, but the best went to Wm. Algie, the club's founder and his aimable wife. In an enthusiastic speech, Wm. Colville paid some splendid compliments to Mr. Algie, humorously remarking that he was the only traveler who had ever returned from across the great divide. (In refering to the Snack Club outing, a Toronto evening paper had referred to him as the late Wm. Algie.) The name of 'Algie' was an honored one among the toilers of the road, and one which would always be looked up to by those who had ever came in contact with the father of the club.

Mr. Algie was then presented with a gold-headed cane, and Mrs. Algie with a gold-headed silk umbrella, directoire style, by Bay Hill.

When he rose to reply, Mr. Algie was greeted with a fusilade of cheers. He supposed he had returned to earth to answer for his misdeeds, but, he added, that "if one thing more than another can arouse me from my last long sleep it will be an invitation to attend the outing of the Drummers' Snack Club." (Applause.)

"If I am father of the Snack Club, I am proud of my family," was another of his observations, and he meant it too.

He gave some good advice to his listeners, when he said: "Enjoy yourself while you live, for you'll be a long time dead," and his advice was undoubtedly taken the following day at least.

Among the distinguished guests in attendance was John Gibson, president of the C.T.A. He spoke at the banquet and gave, on behalf of the association he represented, the hearty approval of the outing. Significant among his facts were that there were 9,000 members of the Canadian Travelers' Association in Ontario, and 24,000 in the Dominion.

Reeve Carrol and Dr. Hamilton replied to the toast to Erin, to which everybody drained their glasses. Of course, there were songs galore as : "See him Smiling," "For he's a jolly Good Fellow," and "We won't go Home till Morning."

The latter was evidently sung in earnest, for few did go home—at least not till morning—but nevertheless the lights were out and gone were all the guests when the hour of two was struck. Then the good folk of Erin, like the good Samaritan of old, took in those who had not found a place on which to rest their weary heads. But how many found rest in the arms of Morpheus! Some slept; perhaps they dreamed—but none overslept, and when the sun rose up from the underground in the morning, Erin was a regular bee-hive of life.



Drummers On The Line of March Headed By Jack Wildfong.



SONS OF BILLY MEEN.
They Are Twin Brothers And One With A Broken Arm Pluckily Ventured In Several Races.

Election of Officers.

There were two events of importance in the morning—the annual session held in the big tent and the Hamilton-Toronto ball game on the diamond.

Without here going into the details of the election the result was:

Past Pres.—Robt. Asher, Toronto.
Pres.—Bay Hill, Hamilton.
Vice-Pres.—J. H. Wildfong, Toronto.
Sec.-Treas.—Robt. Algie, Toronto.
Hamilton Sec.—Geo. Smye.
Toronto Sec.—Wm. Meen.
Home Sec.—Ross Cameron.
Asst. Home Sec.—D. C. Russell.
Auditors—P. McIntosh, Toronto, and C. Smye, Hamilton.

Hamilton Eexecutive—W. Dore, Harry Eckstein, W. Pringle, S. Male, R. E. Smith, C. Wilson, C. Kirkpatrick, M. B. Tufford, E. F. Clarke, P. A. Somerville, B. Arthur, W. H. Pusey, and O. Wilder.

Toronto Executive—W. Madill, Geo. Campbell, C. A. Colwell, W. Scott, C. Silver, T. Gloster, W. Riley, W. H. Cross, Sol. Walters, W. J. Mill, Bert Groskurth, and Earl Maltby.

Executive at Large—T. Scott, M. Matthews, W. Irwin, C. C. Weese.

Home Executive—Dr. Gear, J. Gibson, G. F. Scott, Dr. Hamilton, A. J. Thompson, M. Carrol, J. H. Matthews, and W. Hull.

Honorary Members—J. Gibson, president C. T. A.; Bert Harvey, Toronto;

Martin Clewworth, and Master Milton Morrison.

Fun on the Diamond.

It was not necessary for anybody to ask: "Take me out to the ball game." No school kept and no office duties hampered anyone, so that when Umpire Francis sounded the notes, PLAY BALL and C. C. Weese echoed it through a megaphone that rivaled him in breadth, all were on hand. It was all about a silver cup—the P. W. Ellis trophy—and Hamilton carried away the scalps, the victors by 4 runs to 3.

The players were:

Hamilton—Simons c., Kirkpatrick p., Wilson 3b., Mills 2b., Dore 1b., Smye s.s., Male l.f., Eckstein r.f., and Pringle c.f.

Toronto—Maltby c., Gloster 1b., Asher s.s., Riley c.f., Irving 3b., Collins 2b., Groskurth r.f., Oakley l.f., and Leigh p.

The Hamilton slab artist at first looked easy to the hungry leather eaters on the opposing team. Maltby hit the first crack out of the box and stole second. Gloster, who by the way had his eye on a dark spot in the woods beyond the Credit where he intended to place the ball, merely struck out but Asher, while waiting for the good ones was given a complimentary ticket to first—seeing he was the president. Both these on bases hit the trail for home and arrived there safely aided by a comedy of errors. Riley, like the famous Casey of old, struck out, but the Rev. G. O. Black had chalked down 2 runs for Toronto before the side was retired.

Kirkpatrick, however was the real goods and only allowed one more run in the third when Leigh accepted a nice line of goods from the man with the double name. He stole both second and third and even then was not arrested. Somebody sang "Oh, theres no Place Like Home," and Leigh came galloping in when Bobby Asher knocked a grounder to short stop and got out himself at first. Riley, conscientiously spared the ball again and the side was retired. In this innings Wilson tried to kill the umpire but the latter's head was evidently made of something firmer than was reckoned on and he lived.

But every good pitcher has his bad innings and Leigh got his'n in the fourth. Kirkpatrick was an easy out from short to first and Wilson also took the low road to Gloster unassisted. Then lucky Mill secured the big stick and although he got his finger pinched by a pitched ball he stayed with the game sending out one with red-hot stuff on it which burned Asher's fingers. He arrived at first in good time and witnout the aid of the Erin 'bus. He stole second and third and trotted home on third baseman's error.

Willie Dore—who it will be remembered had presented the story of Highland Mary drinking her first Scotch high-ball the evening before also took pity on the ball but he went to first on errors. He stole second and third and while there gently disabled Irving who was forced to leave the game with a twist in his knee.

One Toronto fan was mean enough to remark that so few Hamilton players reached third that he got a cramp waiting. Sol Walters was the substitute and of course the others moved to the opposite side of the field. It would merely have been a case of redundancy had anybody else occupied the half-field in which Sol was located.

Dore stole home and Smye was passed. Stout Sam Male touched Leigh for a three bagger and strange to relate his knee went wrong on the third sack also.

When the kink was straightened out he went home as the catcher let one go between his legs. Eckstein retired the side, Leigh to Gloster. But it was too late then, for Hamilton had notched 4 runs and Toronto failed to tally in the fifth. The game was five innings in length.

Treat For The Erinites.

Great events followed in quick succession throughout the entire day. The next was the big parade, in costume, from Erin business centre to Stanley Park. Chief Bay Hill arranged his retinue in line and headed by the Alton band took the high road to the ball diamond. Jack Wildfong smoked incessantly on the line of march, a few others were inclined to converse with the fair sex rather frequently but outside of that the procession was a grand one. Erin school boys joined in to swell the numbers.

When the bridge was reached there sat Michael Morrison. He had kept the bridge all night. But nevertheless he has every Sunday school secretary in the land faded away when it comes to selling tickets. Folks at the Cataract Junction heard him and came down to see the possessor of the voice. The drummers vote him the best ticket agent on the road and his occupation will be permanent.

The indoor-outdoor baseball game followed on the heels of the parade. The teams were:

No. 1.—Jack Charles, Harry Ritchie, pensey, Billy Meen, Wilder, Ross, Cameron, Arthur, Smith, Silver.

No. 2.—Geo. Smye, C. Weese, R. Algie, J. B. Mundie, W. Charles, Col. Jno. Stoneman, Sol Walters, W. Scott, M. Malone.

It was a great game. No. 2 team won by 18 to 17 runs and at that an extra innings had to be played, the winners notching 2 to their enemy's 1. R. Asher took his life in his hands by consenting to umpire but he emerged from the fray with only a few unkind verbal missives being hurled his way. For instance, Jack Charles remarked that all the ump. had for his side was a smile. Sol Walters concluded the sentence by adding, "and a prayer." Both Charles the first, and Charles the second caught for their respective teams and the way they corralled the ball in their mits would have been enough to have saved a whole family of Charles' from the execution block. On one occasion Ross Cameron hit such a terrific liner to Weese on third that he almost knocked him off the bag. Mike Malone played short-stop and hung within two feet of the home plate all the time. He was one of the main coachers. The picnic was held on the wrong day of the week for Mundie, who found it a difficult proposition to get his eye on the ball. Billy Meen is another 'Casey at the bat,' and Col. Stoneman had no difficulty in holding down second base. But he had such a long way to reach, that several easy grounders passed safely between his legs. At any rate No. 2 team above mentioned won the Wildfong trophy.

Foot-Races and Things.

While the ball game was in progress several other events were happening—it all reminded one of the three ring circus. The married ladies won the Melagama Tea tug-ofwar from those who have not yet tasted the joys or otherwise of the connubial life. The Comfort Soap race was entered by some thirty or more of the feminine sex and the scramble that ensued was worth while seeing. Several slid for the tape with the result that the soap became absolutely necessary if the same hosiery and whitewear has to be worn again.

Milton Morrison with Wilfrid, his brother second, won in the artists race. The single ladies defeated the married in the Blue Ribbon Tea Broom Hockey match which proved a feature of the sports. Geo. F. Campbell gave the winners each a pound of tea.

In the three-headed race for travelers, the conquerers were: 1st.—Morris, Maltby, Groskurth; 2nd.—Gloster, Dare Scott; 3rd.—Simons, Cross, Kirkpatrick. W. Charles captured the sack speeding event with P. Smith a close second; J. W. Mill, J. Charles, S. Male were the good ones in the fat man's event.

When it come to walking Billy Dore knows a lot. He won with Morris and Groskurth 2nd and 3rd. The Erin citizens' race was taken by R. M. Bell, Ross Cameron and G. T. Scott in the order mentioned, while in the Erin merchants' event it was Bell, Scott and E. C. Russell.

As Billy Meen had not up till that time won anything, he took in the Consolation event and was actually first. Strange to say W. B. Scott and C. C. Weese came second and third. The Visitors' Race was won by N. Foster; W. Foster and B. Huston respectively. At catching chickens, the best four were W. Meen, Mrs. W. Meen, W. Scott, and Jos. German. Nora Wildfong, May McKinnon, and Mary McGivern were one, two and three in the Red Rose Tea picking-up-packages sprint. Then there were other races including The Farmers' Trot which all helped to pass away a pleasant time. W. Colville was a valuable assistant in the foot races, and arranged and started many of them.

Through The Megaphone.

Eighteen annual Snack Club picnics have been held with not a rainy day.

Take off your hats to the new president, Bay Hill.

While Billy Meen may be no use on a hundred yards dash, just let him loose in a barn-yard among a flock of chickens and see what he can do.

"See the human hairpin"—was one of Drummer Weese's remarks as he pointed to Billy Dore on first base.

Bouquets were freely handed to Bob Asher, past president, on the occasion of the annual meeting.

It is understood that an enquiry will be made into the identity of the Toronto men who slept in the Erin 'bus on Friday night. They did this in order to get a five o'clock start at the trout fishing in the morning when with the young lady guides they captured 14 trout and 7 frogs.

Once during the ball game when Collins went to bat, the man with the megaphone wanted to know if there were any lemons in that Collins.

If a man became nervous about his hands in the indoor ball game all he had to do was to put his arms around the ball.

Billy Cross had to purchase a fine tooth comb to get the hayseeds from his hair—he slept in a hay-mow.

Bay Hill would sooner be president of the Snack Club than Governor General. It was rather hot weather anyway.

Jack Wildfong got giddy once and drew two ladies around the grounds in a gig.

Dr. Algie was missed from the gathering this year.

Somebody handed a drummer a glass of "ginger" ale with considerable foam on top. Naturally he blew it off. This called forth an unpleasant remark from an Erin farmer. It was: "Blowin' your own horn, eh!"

Mike Malone was an unofficial policeman at the ball game.

Billy Charles cracked a joke in the third. Somebody hit a ball out which was delayed in its progress by a lady's parasol—"a shady play", he remarked.

Concert receipts amounted to $237.80; button receipts $146 and programme advertising $150.

J. H. Wildfong won first prize in the button sale contest, with 70 to his credit; W. Colville was next with 30 and Sol Walters third with 12. The prizes were of cut glass.

Mrs. Meen was given a handsome silk petticoat for winning the travelers' wives race. Some of those who took part in the Comfort Soap event and who slid several feet will have to get new ones also.

In the MacLaren Imperial Cheese race it was—What you get you hold.

The Erin Chief of Police was a study in brown and straw hat. Some person went to throw him off the ball grounds when he said: "Can't you see my badge?"

C. Weese offered a dollar to the first man who hit Sol Walters in the bay-window with the baseball. The price went up quickly to two.

Robt. Algie didn't want to accept the secretaryship of the club for the next year; but when Jack Wildfong growled, "Sit down and don't sas your teacher", he passively obeyed.

Sam Male brought a tin hat to serve the dual purpose of head-gear and drinking cup.

W. Hull of the Erin Advocate showed the "Power of the Press" when he helped keep back the crowds on the ball grounds. He had a "hull" of a time at times.

Wille Riley was very particular about hitting the ball—or rather not hitting it.

Sol Walters' jokes in his monologue stunt would have made George Ade, Bill Nye, etc., travel off the map had they heard them.

Jack Charles' smile in the school-day skit only wore off when the slab-artist exercised his muscular powers.

What about 1910! The boys captained by Bay Hill are already making preparations and there is nothing more to be said.

The travelers' wives who came one, two and three in their race were Mrs. W. Meen, Mrs. J. Charles and Mrs. Campbell.

Kirkpatrick, Groskurth and Dore showed their heels to the rest in the married travelers' race.

Capt. Sol Walters and his tug-of-war team lost to J. W. Mill's eight.

Notes from the Maritime Provinces and Quebec

Halifax Grocers Fined for Selling Adulterated Coffee — Good Prospects for Nova Scotia Apples—Drop in Prices of Ontario Flour in St. John.

ST. JOHN.

Aug. 3.—There has been a sharp drop in the price of Ontario flour. The price went down 40 cents last week, which makes a drop of 70 cents from the highest point. Ontarios are now selling at $6.70 retail and Manitobas are steady at $7.40. The drop in Ontarios is due to the milling of new wheat. Oatmeal which declined 40 cents about a week ago is expected to decline again within a short time. Dry cod has advanced about 25 cents a hundred pounds. Beans are lower and yellow-eyes are out.

Countrymen report that the general outlook for crops this year is good with the sole exception of hay. It is generally agreed that hay will be lighter than for many years, owing to the cold, dry weather. Had it not been for warm rains latterly, the crop would have been an entire failure.

The oat crop is reported as showing rust in some sections but it is not expected to have much effect. Wheat, buckwheat and barley as well as garden stuff are all reported as satisfactory and butter and eggs are expected to be cheaper than last year.

HALIFAX.

August 3.—The first prosecution in Halifax in ten years for a violation of the pure food act took place in the police court yesterday when, under the provisions of chapter 133 of the revised statutes of Canada, five retail grocers were fined the minimum penalty, five dollars and costs each. Those convicted were Asapah Knock, Phillip Nicolls, William Moore, Henry Hallett and John P. Bucley. They were charged with having "on or about the 22nd of October, 1908, in the said city of Halifax, unlawfully expose for sale an adulterated article of food, to wit, coffee, in which was substituted a cheaper substance, to wit, starch, in part for said coffee." The proceedings were taken by the Dominion inspector here on instruction from the Government.

"I expect that the apple crop in Nova Scotia will this year exceed three quarters of a million barrels," said G. H. Vroom, chief fruit inspector, who was in Halifax this week. "From reports I have received," said Mr. Vroom, "this year will be a record one for apples. The dry weather this summer has been most beneficial to the apple crop and with one or two exceptions every district heard from reports that the crop will be very large." Mr. Vroom is now in the city for the purpose of inspecting the small fruit packages, viz., strawberry boxes, etc. The Fruit Marks Act requires that the boxes shall contain at least 55 cubic inches or be marked as short. Yesterday Mr. Vroom visited a number of stores and found quite a number of boxes that were from two to four inches short. The dealers however, told him there had been no complaint about the size as far as strawberries were concerned, but the baskets of plums were a little short weight. The Department have issued orders that the Act respecting the grading and packing of fruit and the size of fruit packages will be strictly enforced. Importers of foreign fruit will be held responsible for the packing and marking of the fruit which they sell as well as for the size of the packages.

The plum and pear crop this year will be an average one and the present prospects for a large cranberry crop are good.

MONTREAL.

Aug. 3.—A. H. Scott, of Watt, Scott & Goodacre, Montreal, has returned to Montreal from his holidays, which he spent in the Laurentians.

S. Rousseau, assistant manager Laporte, Martin & Co., leaves Montreal for his summer residence, on the Lake of Two Mountains, to-morrow, when he will begin his holidays.

Friends of S. D. Stewart, who looks after the interests of Heinz' goods in Montreal and Quebec, for Hudon, Hebert & Co., will regret to learn that there has been no marked improvement in his condition lately.

E. B. Goodacre, of Watt, Scott & Goodacre, Montreal anticipates spending a few days in the Laurentians, on a fishing expedition about 20th inst.

R. W. Barry, manager Laing Packing and Provision Company, has returned to Montreal after his two week's holidays.

The Canadian Grocer

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FOOD ADULTERATION.

A recent bulletin issued from the laboratory of the Inland Revenue Department of the Dominion government showed that food adulteration is still in existence in Canada. The report dealt with the inspection of 225 samples of cream of tartar and while 180 were found to be genuine, yet 41 were adulterated and 4 doubtful. In other words 80 per cent. were pure, 18.22 per cent. adulterated and 1.78 per cent. doubtful.

This, however, shows an improvement over 1905 when only 72.2 per cent. were genuine. A fact worthy of notice is that New Brunswick, Kingston, Windsor, Manitoba and Calgary show no adulteration of the product, while Nova Scotia, Prince Edward Island, London, Vancouver and Victoria had only one case each.

While the improvement is gratifying, there is considerable room for more improvement. If cream of tartar can be manufactured without adulterants, or impurities then it should be done. The analyst's report shows that some manufacturers are turning out a genuine product—then why shouldn't all?

This illustrates the necessity for the inauguration of a national pure food law to counteract the tendency in many cases to manufacturing and selling adulterated goods. The retailer who aims to sell nothing but quality goods receives unfair treatment when he is sold adulterated food products without his knowledge. In some cases the retailer is to blame, but it stands to reason that if adulterated foods are not manufactured they cannot be sold to the public.

The establishing of a pure food law, and more particularly the enforcing of it, would do much to mitigate the evils of dumping goods on the market which are other than what buyers are led to believe they are.

SPAIN'S SUPPLY OF GROCERIES.

Should the unsettled state of political affairs in Spain develop into actual civil war, and the possibility of this is grave, its effect would be felt by the grocery trade in all quarters of the globe. Canada would be no exception.

From Spain we get figs, raisins, currants, nuts, grapes, preserved fruits and preserved fish.

In some of these our importations are small and their loss would not materially influence the market, but in others, and notably raisins and nuts, the effect would be disturbing should the supply from Spain be cut off. Over a third of our supply of raisins comes from Spain and nearly half of our imported nuts.

Our imports of all kinds from Spain run between eight and nine hundred thousand dollars, while our exports to Spain are insignificant. In fact among the important nations she is our poorest customer. She ranks even below her neighbor, Portugal.

It is to be hoped that by the time the nut-cracking season is on Spain will have settled her internal troubles.

THE CO-OPERATIVE MOVEMENT.

A twelve-month has slipped by since the Brantford Co-operative Society was organized. As yet no outstanding success has accompanied the movement in that city, and this has been freely admitted in an editorial in the Brantford Co-operative News—the organ of the society.

It bemoans the fact that the movement was begun in the midst of a time of depression and concludes a paragraph with the bitter-sweet assertion: "The co-operative store still survives although up to the present it has not paid a dividend."

Not only that, but it charges disloyalty on the part of members to the movement and this, of course, is an unpardonable sin in connection with any business. It takes condolence from the fact that since it was established many an individual merchant has gone "to the wall."

The Grocer has before pointed out the disadvantages to the successful carrying on of a store along co-operative lines. It has also published the failures of some four or five such stores occurring within a short space of time, which, when the total number doing business is considered, does not speak well for the new movement in Canada.

WHY TRADE PAPERS SHOULD BE READ.

Frequently the cry is heard from members of the retail trade that they haven't time to read their trade paper. Why this is the case is rather difficult to understand, when it has been proven time after time that merchants have saved money and have increased their business from the pointers and information they have received from their trade paper. This has been admitted by scores whose unsolicited declarations as to the value of the trade press cannot be belittled.

It is a fact that many retail merchants have not yet learned how to read their trade paper. Possibly this may be because they are not apprised of its object.

That object is the laying before the trade of all information concerning events which are of vital interest to that trade, business or profession to which the subscribers of a trade paper belong. Many subscribers to such a paper see an item concerning the predicted failure of a manufacturer of some product. Now the average article manufactured depends upon advertising for its success. If a firm is about to fail and has not the money with which to carry on an advertising campaign, it's a pretty sure thing that the product manufactured by that firm is going to have a rough road. It's advertising that is the life of trade to-day. So, if an item tells of troublesome times for a firm, and the chances seem to be that this firm will go out of business, you don't want to carry an extra large stock of such a firm's goods.

Legislation affecting a particular trade is another item which should be closely watched by all its members. The news columns have often occasion to point out the exact nature of some law that is about to go into effect. The daily press seldom sees the reason why it should go into particulars. The trade is warned and as a result trouble is oftimes escaped. These are but a few reasons why the trade paper should be read.

The subscriber to the trade paper should read it and read every news item and advertisement contained between its covers. They should not be read in haste, as there is not an article in it which does not have some significance for the merchant and his clerks. The valuable trade papers are worth several times more each issue than the price paid for fifty-two.

AYLMER SYRUP FRUITS IN GLASS

We have pleasure in advising that we are now marketing Fruits in Pint Glass Jars, put up in Heavy Syrup.

The Manager of our Preserving Plant has had many years experience in the Old Country, and several years experience in one of the best and most important Fruit Preserving Plants in the United States

These Fruits are guaranteed to be absolutely pure in every respect, consisting only of the fruit itself and a syrup made from the finest quality granulated sugar.

The jars have glass tops, not metal tops, and are hermetically sealed with rubber rings. No coloring. No preservatives. The process is precisely the same as that used by all good housewives. These Fruits are guaranteed equal to the finest home-made.

Place your order at once as stocks are limited.

CANADIAN CANNERS
LIMITED

Canadian Markets and Market Notes.

QUEBEC MARKETS

Montreal, Aug. 6, 1909.

Strawberries (canned) are firmer this week, prices having advanced. Other lines of canned goods are moving out fairly satisfactorily, though not so quickly as might be desired. Sugar is firm at last week's advances, demand being good at the higher figures. Teas are very firm. Beans are easier in feeling, though there has been no actual change in prices. Reports indicate a large crop of Valencia raisins. Sultana raisins are easier, as are fancy seeded. Advices from Patras are not encouraging. Californian dried fruits are steady at unchanged prices. Reports from Spain continue to dwell upon the shortness of the crop.

SUGAR—Sugar has been quite firm at the advances of last week. Demand has been strong for all popular grades.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 35
" Beaver	4 35
Paris lump, boxes, 100 lbs.	5 50
" " " 50 lbs.	5 60
" " " 25 lbs.	5 80
" " 5 lb. cartons	0 35
Red Seal, in cartons, each	5 40
Crystal diamonds, bbls.	5 50
" " 100 lb. boxes	5 60
" " 50 lb. "	5 80
" " 25 lb. "	5 42½
Extra ground, bbls.	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls.	4 85
" 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 " bags	4 20

Bbls granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES. — Fair business is being done in syrups, while molasses continues to be as interesting as for the past few weeks.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 22	0 35½
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½ bbls.		0 03¾
" ¼-bbls		0 04¼
" 38½-lb. pails		1 75
" 25-lb. pails		1 25
Cases, 2-lb. tins, 2 doz. per case		2 40
" 5 lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

DRIED FRUITS—Regarding Valencia raisins, everything points to a large crop. Cosmelli & Co., Denia and London, writing to their agent, Andrew Watson, state that the crop is progressing very favorably. Reports to them say that there will be 20 p.c. to 25 p.c. more of a yield this year than in 1908, and it would appear as if the coming crop would total 30,000 tons, when harvested. Continuing they advise buyers to hold off, at least until the end of the month, as they predict low prices, particularly toward the opening of the season, owing to the large supply anticipated. There is a great deal in the suggestion that buyers wait a little time before placing their orders, for it is foolish to rush in and order when first quotations are made, especially under the circumstances as they exist this year. Later on prices are likely to decline, and the poor broker is severely called down for not having protected his customer. Sultana raisins are somewhat easier in price, a reduction of ½c having been made by wholesalers. Fancy seeded raisins are lower, the same amount. The former are selling from 7½c to 8c lb. now, while the latter run about the same price. Hallowee dates, old crop, of course, are easier by ½c, selling at present for 4c to 5c lb. Cable advices from Patras are not satisfactory. One wire received this week stated: "Weather very unfavorable; crop damage increasing; damage is severe". This report led to further buying for future delivery. Californian dried fruits are steady at last week's prices. Almonds show an advancing tendency, shippers asking 6d. per cwt. more for new crop Tarragonas. Marbot walnuts have advanced 1c and are now worth 12c to 13c. Pure Mayette Grenoble walnuts are selling 14c to 15c.

Currants, fine filiatras, per lb.	0 06	0 07
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Dates		
Hallowees, per lb.	0 04	0 05
Sairs, per lb.		0 05
Evaporated Fruits, California		
Apricots, per lb.	0 12	0 15
Peaches, "	0 11	0 13
Pears, "		0 13
Prunes		per lb.
Prunes, 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 07½	0 08
" " " 90-100s		0 07
Raisins		
Australian, per lb., (to arrive)	0 08½	0 09
California, choice seeded, 1-lb pkgs.	0 06½	0 07½
" fancy seeded, 1-lb. pkgs.	0 07½	0 08
" loose muscatels, 3-crown, per lb.	0 07½	0 08
" " 4-crown, per lb.	0 08½	0 09
" sultana, per lb.	0 07½	0 08
Valencia, fine off stalk, per lb.	0 04½	0 05
" select, per lb.	0 05	0 05½
" 4-crown layers, per lb.	0 05½	0 06

TEA.—All Japan teas are firm with no advices of particular interest to hand from Japan. No developments in other teas are reported.

Choicest		0 40	0 50
Choice		0 35	0 37
Japans	Fine	0 30	0 35
	Medium	0 25	0 28
	Good common	0 22	0 25
	Common	0 20	0 22
Ceylon	Broken Orange Pekoe	0 21	0 40
	Pekoes	0 20	0 22
	Pekoe Souchongs	0 20	0 22
India	Pekoe Souchongs	0 19	0 20
Ceylon greens	Young Hysons	0 20	0 25
	Hyson	0 20	0 22
	Gunpowders	0 19	0 22
China greens	Pingsuey gunpowder, low grade	0 14	0 18
	" pea leaf	0 20	0 30
	" pinhead	0 30	0 50

COFFEE.—Business is as large as it usually is at this time of year. No reports of particular interest have been received from primary markets.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

RICE AND TAPIOCA.—Patna rice is reported as being quite firm at recent advances, while Rangoon is steady. Local jobbers are doing a fair trade at old prices. Tapioca is firm, but the market is featureless. Small sales are reported.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 86
" " pockets, 25 pounds	2 96
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

SPICES.—No change of note has occurred since last week. Gingers are reported as quite firm.

	Per	lb.
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS.—A somewhat easier feeling is noticeable in beans, although there has been no actual change in quotations. Offers are reported by brokers as being freer. The fact that there are so many Austrian beans offering, with more coming, has something to do with the easier tendency noticeable, as well as the fact that new crop prospects are favorable.

Peas continue firm and very scarce, good stock commanding fancy figures.

Austrian beans, bushel	2 25	2 30
Ontario prime pea beans, bushel	2 40	2 50
Peas, boiling, bushel	1 50	1 60

EVAPORATED APPLES. — Prices continue nominal.

Evaporated apples, prime	0 07	0 07½

MAPLE PRODUCTS.—Nominal prices continue to rule as below.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL.—Grocers are not buying freely by any means, but orders of fair size are being placed here and there. It seems to be the general opinion that f.o.b. factory prices are not nearly as satisfactory as quotations of a more definite nature, and some wholesalers find it very difficult to do business with their customers on this basis to their mutual satisfaction. Strawberries are firmer this week, as will be noticed in quotations. Salmon sales, while not numerous, show that thre is some movement in this line.

Peas, standard, doz.	$ .82½	$ .87½
Peas, early June, doz.	.87½	.92½
Peas, sweet wrinkled, doz	.97½	1.02½
Peas, extra sifted, doz.	1.42½	1.47½
Peas, gallons	3.77½	3.82½
There are wholesalers quoting also at:		
Beans, doz	$ .72½	$ .80
Corn, doz	.72½	.80
Peas, doz (according to grade)	.72½	1.40
Tomatoes, doz. (Ontario and Quebec)	.75	.82½
Strawberries, doz.	1.37½	1.42½
Clover Leaf and Horse brands salmon:		
1 lb. talls, per doz.		$1.72½
½ lb. flats, per doz.		1.15
1 lb. flats, per doz.		1.87½
Last year's prices were:—		
1 lb. talls, per doz.		$2.00
½ lb. flats, per doz.		1.20
1 lb. flats, per doz.		2.15
Other salmon prices:—		
Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz.	1.50	1.55
Red Sockeye, doz.	1.55	1.65

TORONTO.—Many orders are being filled by jobbers for future canned goods and last year's stock in tomatoes, corn,

a few peas and canned peaches is also being called for. The canned goods situation is still difficult to gauge and jobbers are careful as to what they do. No changes in prices of account are observed.

Beans,	$ .75	$ .80
Corn	.75	.80
Peas (according to grade)	.80	1.40
Tomatoes	.77½	.80
Strawberries	1.32½	1.37½

Clover Leaf and Horseshoe brands of salmon are quoted as follows:

1 lb. talls, per doz.	$1.72½
½ lb. flats, per doz.	1.15
1 lb. flats, per doz.	1.87½

ONTARIO MARKETS

Toronto, Auglst 5, 1909.

This is the first week of travelers' vacation and as a result the wholesale houses are pretty busy attending to letter and telephone orders. To make it worse, they are shorthanded, due to the holiday season, and besides, business is good.

Few changes in prices are noticed from last week's quotations. Sugar is firm at the five-cent advance mentioned last week, while several commodities are higher on the primary markets. Teas are very firm and evaporated apples on account of low stocks have advanced.

SUGAR—The advance of five cents announced last week still holds good. Sugar is not moving at a rate satisfactory to wholesalers, orders being small.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	7 65
" " Dominos, cases, 20-5 boxes	7 65
Paris lumps, in 50-lb. boxes	5 80
" in 100-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	7 15
St. Lawrence granulated, barrels	4 75
Beaver granulated, bags only	4 45
Redpath extra granulated	4 75
Imperial granulated	4 45
Acadia granulated (bags and barrels)	4 65
Wallaceburg	4 65
St. Lawrence golden, bbls.	4 35
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 "	4 35

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—The market in these commodities shows very little movement—it is in fact about as slow as the proverbial "molasses in January."

Syrups		
Medium, corn	0 30	0 35
Bright, corn	0 40	0 45
		Per case.
2 lb. tins, 2 doz. in case		2 50
5 " " "		2 85
10 " ½ " "		2 75
20 " ¼ " "		2 70
Barrels		0 03¾
Half barrels		0 03¾
Quarter "		0 03¾
Pails, 38½ lbs. each		1 80
" 25 " "		1 30
Maple Syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 00
Molasses—		
New Orleans, medium	0 31	0 33
" bbls.	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 62

TEA—The tea market in general is strong. Ceylons are firm with Indians more so. A few shipments of New Japans have arrived with prices higher than a year ago. Prices on Indian teas have been kept up on account of the London market buying freely. This is because so much has been shipped to the United States during the recent tariff talk.

COFFEE—The same steady demand still exists in the coffee market with few features.

Rio, roasted	0 13	0 14
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green, roasted	0 11	0 12

DRIED FRUITS—There is yet a good sale in prunes. This seems to be the case all over Canada. Apricots are moving slowly, while figs are, and have been practically, off the market for some time. Not enough were imported to satisfy the demand. Currants are firm in price but no changes have occurred to the retail trade.

Prunes				Per lb.
30 to 40, in 25-lb. boxes				0 10½
40 to 50 " "				0 09
50 to 60 " "				0 08
60 to 70 " "				0 07½
70 to 80 " "				0 07
80 to 90 " "				0 06½
90 to 100 " "				0 06
Same fruit in 50-lb. boxes ¼ cent less.				
Apricots—				
Standard				0 13½
Choice, 25 lb boxes				0 14½
Fancy, " "				0 15
Candied and Drained Peels—				
Lemon	0 10	0 11	Citron	0 17 0 20
Orange	0 10½	0 12		
Figs				
Elemes, per lb				0 08 0 10
Tapnets, "				0 03½ 0 04
Bag figs				0 03½ 0 04
Dried peaches				0 08 0 08½
Dried apples				0 07½
Currants				
Fine Filiatras	0 06¾	0 07	Vostizzas	0 08½ 0 09
Patras	0 08	0 08½		
Uncleaned ½c less.				
Raisins				
Sultana				0 07½ 0 09
" fancy				0 11 0 12½
" extra fancy				0 14 0 15
Valencias				0 05½ 0 05½
Seeded, 1 lb packets, fancy				0 08
" 16 oz. packets, choice				0 08
" 12 oz. " "				0 07
Dates—				
Hallowees	0 05½		Fards choicest	0 08
Sairs	0 05		" choice	0 07½

NUTS—As previously pointed out there is little business in nuts with the exception of shelled almonds and walnuts.

Almonds, Formigetta				0 12½
" Tarragona				0 13
" shelled			0 33	0 35
Walnuts, Grenoble				0 14
" Bordeaux				0 11
" Marbots				0 12
" shelled				0 26
Filberts				0 12
Pecans			0 16	0 18
Brazils				0 15
Peanuts			0 10	0 12

SPICES—This market shows no features this week. Some peppers are a shade higher on primary market.

Peppers, black, pure	0 14	0 20
" white, pure	0 20	0 25
" whole, black		0 16
" whole, white		0 23
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25

RICE AND TAPIOCA—Nothing unusual is noted in this market. Offerings of cheaper grades of tapioca are attracting attention.

	Per lb.
Rice, stand. B	0 03¾
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05¼ 0 05¾
Japan	0 05¼ 0 06¼
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½

BEANS—Prices are now around $2.35 to $2.40 for beans and buyers are more willing to pay them than some time ago. They apparently know that stocks are scarce.

EVAPORATED APPLES — Small stocks in evaporated apples cause firmer prices, the local figure being 8 cents which indicates a slight advance from last week.

Some Interesting Ontario Grocery Correspondence

Perth Stores Selling Beans by Weight Only — A Fruit Merchant not a Grocer—Bracebridge Dead-beats Being Eliminated —Grocers' Association in Hamilton Shows Daylight Fireworks —Wide Range of Fruit ars Sold in Peterboro.

HAMILTON.

Aug. 4.—Grocery travelers have disappeared as if the earth had opened out and swallowed them up. The grocers will have a rest from the blandishments of the guileless traveler. But the "Hello Girl" will be working full time. The grocers hope they will have a good time, and come back with good, broad smiles.

Wholesale houses report July business large, with collections good, and profits in better shape.

As an aftermath of the annual picnic, the grocers gave an exhibition in Dundurn Park on Wednesday of last week, of daylight fireworks—the first time shown in Ontario. These were taken to the Falls to use at the picnic, but the wet weather would not permit their ascendancy. The event was witnessed by about 15,000 people. After the exhibition the grocers treated the children to ice cream and candies, and of course, were voted to be good fellows.

There was great rejoicing here on Saturday, when a wireless message informed Hamilton, that our own and only Bay Hill had been elected president of the Drummers' Snack Club. It has long been known that Bay was looking for Snacks, but to get right up to the top in the Drummers' Club was more than the people here were prepared for.

PETERBORO.

August 4.—Harry Bradshaw, since opening his store at the corner of Charlotte and Downie Streets, has been do-

ing a successful business. His experience has been broad and this combined with enthusiasm and clear judgment are factors in extending his business.

White & Gillespie have an interesting window this week expressive of summer and one of its greatest pleasures—camping. Walter Fitzgerald has effected a pronounced realism in his idea. The scene represents a camp beside a stream with trees around and the inevitable basket with its dainty outing lunch—an absolute necessity after four or five hours in the healthy free air. The window has attracted favorable attention and after dark the effect is enhanced by a colored light carefully hid but illuminating the scene with a soft hue.

Grocers are presenting their customers with a wider range of preserve jars. The variety is very marked this year and the gem jar or sealer is meeting with keen competition. Peter Connal & Son, recently had a window display of preserve jars of the several kinds now on the market and the variation in design was quite noticeable.

Peterboro grocers, generally speaking, are not heavy users of printer's ink. E. F. Mann Co., J. R. Bell, White & Gillespie, and R. A. Dutton are the most consistent advertizers.

W. J. Byers, who conducts a grocery store outside the city limits at what is known as Byersville, reports a successful business since he opened his place to the public a little more than a year ago. He has had occasion to enlarge his first premises and has now a large list of customers. His motto he states is to handle only the best in every line and thus provide against complaints against the quality of his goods. "There can be no two prices following such lines and satisfaction is guaranteed. The average buyer demands good quality and if they begin to feel that you have only the best on your shelves, they will be inclined to come back, whereas a poorer quality would probably deprive you of a good customer." Mr. Byers states that he will endeavor to follow up this principle, as so far it has proved a good one from every standpoint.

LONDON.

Aug. 4. — Business continues fair throughout Western Ontario. Travelers entered on their annual holidays on Monday. For two weeks wholesalers' trade will be confined to filling mail, telephone and telegraph orders.

The feature of the week in the grocery trade was the advance of five cents per hundredweight in all refined sugars. Raws continue very firm, and the expectation is they will advance. All classes of teas are very firm.

According to a statement made by the manager of the Canadian Packing Company, pork prices are higher at present than ever before known in Canada, having within the last few months advanced fully 25 per cent. Many factories are running short time owing to their inability to secure the necessary hogs. "Farmers are not raising them," he told an interviewer.

A. J. McGuffin, the north end grocer, is just now displaying in his store a magnificient piece of silverware, which he and three other Londoners are justly proud of. How it comes in its present quarters is worth explaining. "Mac" is an enthusiastic bowler and member of the Thistle Club. The rink for which he plays lead, entered the contest for the Labatt trophy. Enough said. "Joe" wears his honors modestly enough, and gives all the credit to the other three meen. J. D. Tytler, grocery broker and agent for Frederick Dane, Toronto, won first in the doubles. Jim McDougall, another grocery man, and thrice-winner of the trophy, failed, probably owing to advancing years, to give his customary good account of himself.

President Ed. Ryan of the Retail Grocers' Association, is an unusually busy man just now. He is president of the Irish Benevolent Society, famous for its big annual picnics, and, besides, his usual business duties, is devoting considerable time to make this year's outing, which is to be held on Aug. 12, as big a success as any of its predecessors. Ed. is equal to the occasion.

M. J. Lahey, grocer, corner Richmond and Kent Streets, has made an assignment. He has been in business less than a year.

A. J. Lyons, grocer, Hamilton Road, is selling out. F. L. Ross, who formerly conducted the business, is understood to be the purchaser.

CHATHAM.

August 4.—Arangements for the Merchants' Picnic, to be held on Aug. 26, are progressing splendidly. The various committees are actively at work, and both merchants and clerks are working unitedly for the success of the big outing. With the possible exception of some of the dry goods stores, every establishment in the city will close at noon on Picnic Day.

Raspberries are still hanging on, and the price is lower than when local berries were most plentiful. Though the local season was cut short by drought, the Lake Erie shore region got plenty of rain at the critical moment, and berries from that section are still coming in. The price is 10c a box, $2.25 a crate.

Butter at 25c and eggs at 20c, were features of Saturday's market, and grocer's prices for the former on Saturday eventually went up to the market figure. On the contrary, the tendency of meat prices is slightly downward, though live hogs last week sold as high as $8.25 per cwt. A drop of 25c to 50c in hogs is predicted by local dealers.

Wilfred McCorvie, of John McCorvie & Son, writes home from Seattle, under date of July 25, that he has had an enjoyable trip through the west, and is delighted with the Exposition.

Herbert Malcolmson, of H. Malcolmson's grocery, is spending three or four weeks in Montreal and vicinity.

Early apples, "of a kind," are commencing to come in, and, despite their defects, sell rapidly at from 20c to 40c a peck, 30c being the ruling price.

According to Magistrate Houston, in his judgment on the case brought against Gaspare Favata for purchasing on the market before 10 o'clock, a fruit merchant is not a grocer, and hence fruit merchants cannot be excluded from public markets. The statute expressly names grocers, butchers, hucksters and runners as within the scope of municipal by-laws; and the prosecution in the recent case tried, but without avail, to bring Favata within the by-law by citing him as a "grocer." Favata also pleaded, and his plea was upheld, that he had purchased only for his own household. The magistrate's finding on the first plea may be of interest in other municipalities where similar by-laws have been enacted.

There has been a considerable growth in the number of grocer advertisers in this city during the past two years. In 1907 there were but five grocers who used newspaper space. Not only are all five of them still using it, but there are several additions. The list now includes H. Malcolmson, W. Anderson, Bradley & Son, John McConnell, the King Edward Grocery (these are the original five), and D. J. O'Keeffe, Burnie & Co., J. H. Kadwell, Jas. A. Mackness, H. A. Andrew, John McCorvie & Son and R. Reaume. Mr. Malcolmson, who is the pioneer advertiser, declares frankly that he would not like to try the experiment of doing without it. "While it is hard to trace sales to advertising, the people undoubtedly read our ads," he remarked the other day, adding that he advertised for the simple reason that it paid.

The announcement that Bracebridge merchants are endeavoring to put a stop to the ticket selling and kindred nuisances in that town will be received with a sympathetic fellow feeling locally, where a similar anti-ticket-selling campaign on the part of the merchants has been crowned with a good measure of success.

W. J. Cain, Port Lambton, announces his grocery and general store for sale. Grocer —Correspdonce

LINDSAY.

W. Bell, one of the members of the town fire brigade, who was seriously injured some months ago while attending a fire, can be found back behind the counter again in A. L. Campbell's grocery store. His many friends and the large number of customers are pleased to see him shaking the sugar once more.

TRADE NOTES.

R. J. Sharpe, Montreal, was in Quebec this week, selling White Dove specialties.

J. C. Beauchamps, of Dignar, Ltd., Montreal, leaves shortly on a business trip to the Pacific Coast.

Every order sent in an envelope to a catalogue house takes just that much away from the value of the soil of the farmer's farm.

Current Business Happings in Western Canada

Another Co-Operative Association Fails—Chilliwack Merchant Establishes Cash System—Important Markets in Edmonton.

VANCOUVER, B.C.

Aug. 3.—With a good and constant market offering, the wonder has been why someone did not start before to raise hothouse vegetables for spring and early summer use. The Royal Greenhouses, of this city, are now in the field, and in putting tomatoes on the market this week have brought down the price very materially. The Victoria tomatoes have held place so far, the price starting at $4.50, and latterly was down to $3.75 for a box of 20 pounds. The Royal Greenhouses, which are supplying the trade direct, quoted $2. A reduction to $3.25 was made to meet this, and now it is announced that the $2 price will be met. The Royal Greenhouses state that they are making money even at this figure, and that they will be producing not only tomatoes, but lettuce, cucumbers, etc., next winter. The hothouses are located at Magee, on the Lulu Island electric line in the suburbs of the city.

Reliable information concerning the crops was given The Grocer by Thos. Cunningham, inspector of fruit pests, who has returned from a week's business trip to the Chilliwack Valley. Oats, hay, potatoes and root crops are all very good, in fact the best he has seen. Apples, however, will be lighter than for many years; pears will be two-thirds of a crop, the Bartletts being better than other varieties; Italian prunes, full crop. Mr. Cunningham says he is particularly interested in this fruit, since he introduced it into British Columbia. It has been found to be a certain bearer and profitable.

While this season has been backward and rain has come more frequently than in former years, a beneficial peculiarity is noticed in that several of the pestiferous insects are decidedly in the minority. For instance, mosquitos, usually very numerous in rural sections, are few, and caterpillars, which last year were a pest in some portions of the province, all died young. They were attacked by a fungus disease and also by the tynid parasite. But the best of all is the absence of the hop flea beetle. This destructive pest last year did $150,000 damage to the hops in Chilliwack and Agassiz districts, and few of the standard insecticides were found to have any effect. This year, however, there are none to be found, and Mr. Parker, who came up from the agricultural college, of Berkely, California, to study the beetle, cannot find enough to experiment with. The crop of hops will be large this year.

Eighteen carloads of Virginia leaf tobacco, put up in huge casks, are here and will be shipped to Japan by the American Tobacco Trust. Previously, large consignments of American cigarettes were shipped to Japan, but the import duty was raised so high that now the Japanese merchants are importing the leaf, and manufacturing the cigarettes in their own country.

The Moyie, B.C., Rochdale Co-operative Association has been obliged to close its doors, as it has not been found to be a paying venture. It was opened in February, 1908, and supported by the workingmen of that town.

W. G. Lillie, of Chilliwack, B.C., announces that on and after August 1, he will conduct his business on a strictly cash basis. He says: "To make this unqualified announcement in a community where credit has been so indiscriminately granted for so long a time requires no small amount of courage, and I realize that for a time at least sales may fall off. I have studied the whole situation carefully, and I am positive that the saving effected by cash buying will more than convince the most prejudiced credit man in favor of the new system."

EDMONTON.

August 3.—The carpenters' strike, one of the chief reasons for the quietness in business in general in the city for the last six weeks or so, is at last settled.

There is every indication of a bumper crop this year in this section of the west, which makes everybody happy. If the almost ideal conditions of the past three weeks continues harvest will be under way within a period of five or six weeks and another wave of exceptional prosperity will be experienced in Western Canada.

Good offerings of cattle and hogs are reported from the packing houses. Grass fed steers are not yet on the market so no prime beeves are available. Hogs are steady at the the quotations which have been ruling for several weeks showing that a steady market is being maintained.

Old potatoes are about off the market. New potatoes are selling at 5 cents per lb., 6 lbs. for 25 cents. New green peas are selling at four pounds for a quarter, beets and carrots 5 cents a bunch, new onions, three bunches for 10 cents.

Chas. Hall is in his new store, a brick building built on the site of his old premises. He has a nicely furnished ice cream parlor in connection with his grocery, fruit and confectionery business.

Murray & Macdougall, who have for the last year or so, been conducting a grocery business on the corner of 6th and Athabasca Ave., have dissolved partnership. The business is to continue under the name of A. Macdougall.

On Monday, July 26th, B.C. granulated and Raymond beet sugars advanced 5 cents per cwt.

EDMONTON MARKETS

Sugar—	
B.C. granulated	5 54
Raymond beet	5 44
Raisins—	
Valencia, per 28 lb. box	2 20
California 3-crown Muscatels, per lb. in 50 lb. bxs	0 06½
Seeded, 12 oz. package	0 07½
California prunes, 90-100, per lb. (½c. rise on a size).	0 05
Currants, cleaned, in bulk, per lb.	0 07½
" 1 lb. cartons	0 08½
Peaches, evaporated, per lb.	0 07
Apricots, per lb.	0 12½ 0 13½
Dates, Hallowi, per lb., in 30 lb. cases	0 07
Maple sugar, per lb.	0 11½
Flour—	
Capitol Brand, 98 lb. sack	3 25
White Rose, 98 lb. sack	3 25
Royal Household, 98 lb. sack	3 45
White Rose, 98 lb. sack	3 45
Beans, prime Ontario	2 70
Rice, best grade Japan, 50 lb. sacks	0 04
Tapioca	0 05
Evaporated apples, 50 lb. boxes	0 08½
Butter, per lb.	0 16 0 20
Eggs, per dozen	0 23
Canned salmon, 4 doz. case	4 00 7 85
" peas, standard, case	1 90
" tomatoes, 3's	2 50
" corn	2 00
" apples, 3's	2 50
" " gallons	1 60
" strawberries, 2's	4 00
" " gallons	3 80
" raspberries, 2's	4 00
" " gallons	3 80

WINNIPEG.

Aug. 3.—The secretary of the Board of Control for the city is calling for tenders for the supply of groceries to the Isolation hospital from July 27, 1909 until April 30, 1910. Each tender must be accompanied by a cheque or cash deposit for a sum equal to 5 per cent. of total amount of tender.

Local grocers are interested in the agitation which has recently been inaugurated regarding the improvement of rural roads in Manitoba. A daily paper, published in this province, recently stated that there are not fifteeen miles of real good roads in Manitoba. This may be slightly over-drawn, but the fact remains that those who live in rural districts find it difficult to maintain a regular trade with the merchants owing to the bad condition of the public highways. The grocers in the towns and cities of the province are much in need of farm produce, such as eggs and vegetables which the farmers do not take pains to supply owing to the lack of facilities. In Ontario farmers are not seriously inconvenienced in driving twenty miles in order to land their produce, because the roads are in a comparatively good condition.

Charles H. Webster, secretary of the Calgary Board of Trade, was in Winnipeg a few days ago, in order that he might add the prestige of the Calgary board to the idea of a world's fair in this city in 1912. He said Calgary always benefited by Winnipeg's development.

R. B. Scott, who for twenty-eight years conducted a general store in Dominion City, Manitoba, died in that town on July 20. Mr. Scott was known in Winnipeg, and highly respected as a business man.

A. V. Darby, for the past five years warehouse foreman for the Winnipeg wholesale house of Foley Bros. and Larson, left for Fort William on July 24 to to take charge of the wholesale warehouse of Cameron & Heap.

G. W. Robertson, who for the past two years has been a clerk in the store of J. G. Hargrave & Co., left on the first of August to manage the grocery business of A. MacDonald, on Portage avenue.

MANITOBA MARKETS

Corrected by Telegraph.

Pointers :—

Advances.—Icing, powdered and lump sugar ; dried peaches.

New Goods.—Apricots and Middlesex pears.

Declines.—Sultana raisins ; canned gooseberries and lawtonberries.

Winnipeg, Aug. 5, 1909.

Wholesale houses report good business done by travelers throughout the country. At this season of the year the prices are usually in an unsettled condition, due largely to the increasing income of new fruits. In order to keep stocks of other goods under control prices are often reduced, each jobber setting his own price. This is the condition at present. In speaking to a traveler who has spent three weeks in southern Manitoba, the writer was amazed at the extensive orders taken for prunes alone. Merchants are stocking this popular commodity in extra large quantities, preparatory for the increased trade when harvestiog and threshing begins. Merchants are buying freely in many lines, being influenced to do so by the unsurpassed prospect for an abundant wheat yield.

The local retail trade is active but limited more or less to a few lines, the fresh fruits being the best line of trade. Many customers are out of the city and efforts are being made to attract the transient trade. On the whole the grocery business in the west is in a much better condition than one year ago. Buying is freer and collections are heavier. It is also noticed that each year sees the retailer in the more remote parts of the country, ordering an increased variety of goods.

SUGAR—Sales have been very heavy. Domestic preserving has been much more extensive than last year, which indicates that fruits have had a better market than formerly. The following prices are firm at present.

Montreal and B.C. granulated, in bbls	5 15
" " in sacks	5 20
" yellow, in bbls	4 75
" " in sacks	4 70
Bar sugar	5 55
Icing sugar, in bbls	5 75
" " in boxes	5 95
" " in small quantities	6 00
Powdered sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 25
Lump, hard, in bbls	5 95
" " in ½-bbls	6 05
" " in 100-lb. cases	6 05

SYRUP AND MOLASSES—Syrup is moving very freely. It is a popular table product in rural sections. We quote an advance in Crown brand.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 10
" " 5-lb. tins, per 1 "	2 25
" " 10-lb. tins, per ½ "	2 40
" " 20-lb. tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	3 10
" 5 " 1 "	3 60
" 10 " ½ "	3 30
" 20 " ¼ "	3 20
Barbadoes molasses in ½-bbls., per gal	0 49
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 36

FOREIGN DRIED FRUIT—The demand is strong for prunes, peaches and apricots. The prices of peaches and apricots are advanced and prunes are firm.

MAPLE PRODUCTS—We have been quoting bush prices until the present. The following are the wholesale prices. The market has been weak for some time.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per case	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

POT AND PEARL BARLEY—The market is weaker, but no change can be recorded in prices.

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" per ½ sack	2 05

QUAKER OATS—The breakfast food trade is good in larger centres. The following prices prevail.

Family size	5 00
Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs	2 00
Pettijohn breakfast food, 18 pkgs	2 25
Puffed rice in bbls., per lb	0 22

ROLLED OATS—It is not expected that they will advance beyond this price. Manufacturers were not successful in inflating the price a few weeks ago.

Rolled oats, 80 lb. sacks, per 80 lbs	2 40
" 40 " " 80	2 45
" 20 " " 80	2 50
" 8 " " 80	2 85

NUTS—Wholesalers are gratified with the way the trade in nuts keeps up. Almonds are selling well. These prices prevail generally.

Shelled Walnuts, in boxes, per lb	0 23
" small lots, per lb	0 24
" Almonds, in boxes, per lb	0 27
" " small lots, per lb	0 28

CORNMEAL—The market is weaker than it has been for many months. We quote the ½ sacks at $1.07 this week. Some wholesalers have reduced the price per sack.

Cornmeal, per sack	2 10
" per ½ sack	1 07
" per bale (10, 10's)	2 40

HONEY—There is no new honey on the market but it will soon arrive. We quote wholesale prices in small quantities.

Honey, 2 lb. tins, per tin	0 33
" 5 " "	0 70
" 1 lb. glass jars, per dozen	2 35

BEANS—A decline of 10c. per bushel is reported. They are still scarce but the demand is weak.

3-lb. picker, per bushel	2 60
Prime white, per bushel	2 50

FRESH FRUITS AND VEGETABLES—The demand is strong for all lines. Wholesalers are not handling many vegetables since the local grown is handled direct by the retailers.

Celery, Florida, per doz	1 25
Tomatoes, Florida, per case	3 75
Lettuce, per doz	0 25
Radishes, per doz	0 25
Parsley, per doz	0 30
Oranges, per box	3 00 4 00
Lemons, "	5 50 6 50
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 qts	3 00 4 00
Pineapples, per crate	3 50
Apples, Black Arkansas	3 50
Rhubarb, per box	2 00
Watermelons, per dozen	6 00
Plums, per crate	1 90
Pears, per crate	3 50
Peaches, per crate	1 75
Apricots, per crate	1 75 2 00

CANNED GOODS—Trade is good in several lines. Gooseberries are reduced in many quarters. They have not moved well for some time. We also mark down lawtonberries.

Apples and pineapples are selling well and prices are firm.

Apples, gallons, per case of ½ dozen	1 40
" 3s, per case of 2 dozen	2 34
Apricots, 2½s, Rose brand, per case of 2 dozen	4 15
Blueberries, 2s, Loggie's, per case of 2 dozen	2 00
Cherries, red, 2s, pitted, per case of 2 dozen	4 08
" white, 2s, pitted, per case of 2 dozen	4 28
ORANGE	Per case of 2 dozen
Gooseberries, 2s	4 00
Lawtonberries, 2s	3 75
Peaches, 2s, yellow	4 08
" 3s, "	6 44
" Pie, 3s	3 24
Pears, 2s, Bartlett, heavy syrup	3 98
" 2s, Flemish Beauty	3 58
Pineapple, 2s, grated	3 80
" 1½s, sliced, case of 4 dozen	
" 2s, " " 2 "	3 20
" 1½, whole, case of 4 dozen	5 00
" 2s, " " 2 "	3 05
Plums, 2s, Damsons	2 00
" 2s, Green Gage	2 98
" 2s, Lombard	2 00
Raspberries, 2s, red	4 08
Strawberries, 2s	3 00

MEATS—The market is in a weak condition just now. The following prices prevail as standards.

Clark's 1 lb., porkand beans, plain, per case	2 90
" 2 " " " " "	2 48
" 3 " " " " "	3 07
" 1 " tomato sauce, per case	2 95
" 2 " " "	2 48
" 3 " " "	3 07
" 1 " Chili " "	2 95
" 2 " " " "	2 48
" 3 " " " "	3 07
Soups, per doz	1 20
Corned beef " 2's per doz	2 70
" " 1's per doz	1 50
Roast beef, 1's, per doz	1 50
" 2's "	2 70
Potted meats, 1's, per doz	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue, 1's, per doz	3 30
Sliced smoked beef, ½-lb. tins, per doz	1 55
" " 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's, "	3 15
Geneva sausage, 1's, per dozen	2 00
" " 2's, "	3 65
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's, "	6 60
Paragon ox tongue, 1½'s, per dozen	7 35

BUTTER—Jobbers are asking 25c. per pound for creamery fresh churned bricks. Dairy is selling for 16c. per pound in tubs.

EGGS—There are many stale eggs on the market and prices are somewhat reduced. Guaranteed eggs are jobbing for 20c. per doz.

PERSONAL NOTES.

W. H. Millman has returned to Toronto after an extended trip through Western Canada and the Western United States.

W. D. Martin, traveler for the Stratford Wholesale Grocery Co., Stratford, Ont., spent a few days this week in Toronto and included among his visits one to the office of The Canadian Grocer.

A. R. Whittemore, with Salada Tea, has returned from a four months' health and pleasure trip to the Barbadoes, coast of Africa, England, Scotland, Norway and other places. He just added 15 lbs. —that was all.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

The sale of Wilson's Fly Pads up to July 4, of this year, was greater than for the whole of last season.

ACCOUNTS COLLECTED.

DOES ANYONE OWE YOU MONEY? We recover debts and trace missing debtors anywhere. Advice and information free. The Canadian Debt Recovery and Legal Aid Association, Merchants Bank Building, Vancouver.

FOR SALE.

GROCERY BUSINESS FOR SALE on Main Street Vancouver. Price at valuation, about $3,000 ; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

GROCERY BUSINESS FOR SALE—Going at cost, about $800 ; terms if required. James Brooks, Merchants Bank Building, Vancouver. (35)

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Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
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VANCOUVER, B.C.

MR. MERCHANT—

Do you want to add to your profit? Then don't overlook the two best sellers on earth:

White Swan Soap

AND

White Swan Washing Powder

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VICTORIA VANCOUVER CALGARY

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Coffees, Teas, Spices, Etc.
"Feather-light" Baking Powder
Cor. Langley and Broughton Sts.
VICTORIA, B.C.

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500,000
Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished and are available only by reputable wholesale jobbing and manufacturing concerns, and by responsible and worthy financial, juduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.

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—OFFICES IN CANADA—

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Western Canada, Toronto

We have Competent Salesmen
Best facilities for Distributing and Storing
W. HARRY WILSON & CO.
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Wholesale Manufacturers' Agents
Correspondence Solicited.
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THE CANADIAN GROCER
British Columbia Office at Room 15, Hartney Chambers, Cor. Pender and Homer Sts., Vancouver.
H. HODGSON Manager

The Toronto Fruit and Produce Men Make Merry

First Picnic a Huge Success—Fruit Galore—Exciting Baseball and Polo Games—Some Representative Grocers Present — Dancing and Boating for the Grown-ups; Candies and Games for the Youngsters—Glad to Be Home Again.

Toronto, Aug. 4.—The families and friends of the members of the Toronto Fruit and Produce Assn. to the number of nearly 700 went by special train to Beaverton on Civic Holiday, Monday, Aug. 2, where a picnic was held in Victoria Park, on the shore of Lake Simcoe. From the moment the train left the station here until its arrival back in the evening, there was "something doing."

Every firm in the association was represented at the excursion and all had donated something either in the way of prizes or for the comfort and convenience of the picnickers. Fruit was freely distributed on the way up and back, and at Beaverton station there was a big representation of the native small boy to help carry Art. McBride's watermelons, and incidentally help himself when nobody was looking. J. J. Ryan was glowingly telling a group of grocers what fine potatoes were grown in the country they were to visit, as the train sped through the Don Valley.

Tom Vance acted as advance guard. He went up on Saturday to see that things were arranged properly, and he certainly had things looking fine when the crowd reached the town. Dave Spence acted as policeman on the way up, and prevented the children falling off the car platforms. J. J. McCabe and Herb. Peters smiled on everyone, and even on the holiday were looking for business.

Arrived at the picnic grounds tables were set in the grove and soon there was a clatter of dishes and a disappearance of eatables set to the music of a good orchestra. A baseball game between the married and single fruit men opened proceedings in the afternoon, and this was followed by a series of races for ladies, boys, girls and smaller children, every one of whom won a prize.

Baseball Contests.

The baseball games (there was a second one between the fruit and produce men) excited the curiosity of the natives and stirred up the enthusiasm of the excursionists. The married men badly beat the bachelors by 8 to 2, in spite of Fred Kimpton's boast, which induced his father to put up six bucks on the losers. Much of the success of the benedicts is due to the "rooting" of Art. McBride. The second game went to the produce men—7 to 4. J. W. Sanderson umpired both games. It is said he left on the Cobalt train afterwards, and is now roaming the wilds of northern Ontario. Anyway he didn't come back with the excursionists. A feature of this game was the splendid catch of a fly made by Charlie Dawson, who performed a double play on the trick. He is herewith recommended to Manager Kelly of the Toronto team as a centre fielder.

Another interesting event was the water polo match played about a mile out in the lake between Charlie Kimpton's eight and Tom Vance's double quartette. Tom won, but we haven't heard the score. Charlie says some assassin struck him a foul blow below the belt thus spoiling his chances to win. He is looking for the would-be murderer, and also for the ball which was lost in the melee. He will make another trip to Beaverton to search for it. Of course it need hardly be said the players were all expert swimmers—standing on good soil. However, it is well they played out so far as some of the bathing suits looked a trifle above sea level. Each of the polo players was presented with a necktie for amusing the crowd, and the winners had a pair of suspenders thrown in Charlie intends tieing up to land sports in future.

The races were hotly contested and much fun was evoked by the coat race in which the runners had to pick a young lady to turn the coat inside out and then button it up the back of the victim, but who was the winner, Mr. Thorpe ? and did Geo. Stronach have the race run over again ?

The Wily Editor.

The grocers' deputation consisting of Billy Snow, Frank Johnston, Dave Radcliffe and Tom Scott walked into the town to see the sights and while there called on the editor of the Beaverton Bugle. "Could I have a glass of ice water," said one of the quartette, who forbids the publication of his name. "You could not," drawled the editor as he lit his pipe. "And why not ?" "Well, because there don't happen to be any ice water here. Last week I read that ice water stopped circulation and I ain't running any chances."

Supper brought relief to a number of the tired competitors, and dancing gave enjoyment to the young people. After that came the distribution of prizes (and peanuts) and then the usual race for the train by those who made sure nothing was left behind. Among the latter was Dave Spence, who tried hard to hold the train until 9 o'clock, although Charlie Kimpton and the great majority said 8 was late enough.

The train made a quick run in and everybody was "home and in peaceful sleep" as per program by 11 o'clock. Not a single accident or untoward incident spoiled the day, and already next year's outing is being talked about.

Small Fruit.

J. J. McCabe said Herb. Peters was the candy kid ; and he really looked the part for the girls were giving him plenty of taffy.

Tom Vance, Charlie Kimpton, Geo. Stronach and Art. McBride looked after the games, and they looked after them well.

Most of the success of the picnic is due to H. W. Thorpe, chairman, and W. B. Stringer, secretary of the excursion committee.

Umbrellas, cardigan jackets, suspenders and neckties for the men ; parasols and handkerchiefs for the ladies ; and games, guns, balls and bats for the youngsters, were the prizes.

Every member of the Association was on one or other of the committees.

Charlie Kimpton reports that Johnnie McBride has not yet got to car 8 with the fruit.

Frank Everist took great interest in the ball games. His sons were the battery in both contests.

Fred Kimpton and Lou Everist tied for second place in the 200 yard race. Both said they could have won, but deferred out of respect to the other's feelings.

Gene McMillan did some professional stunts as catcher in the first game.

BISCUIT CO.'S ANNUAL PICNIC.

Montreal, Aug. 4.—The annual picnic of The Montreal Biscuit Co. was held on Saturday last, at Hudson-on-the-Lake. A special train of six cars left Windsor station, Montreal, at 9 a.m., arriving at the beautiful grove on the bank of Lake of Two Mountains an hour later. The employees and families, some 300 in number were met on their arrival by members of the committee, who had everything arranged for the comfort of the visitors. Hot tea and lemonade was provided for all. A first class orchestra supplied music. After an enjoyable day, and before leaving the ground, Jno. Farquharson was given the honors of the day, by a good bouncing, which was much enjoyed by the onlookers, and after three rousing cheers for Mrs. Farquharson, the picnicers wended their way to the train in waiting, and arrived home at 8.30 p.m. The following committee had the arrangements in hand: John Farquharson, president; F. J. Hodgson, E. Hart, Robt. Wilbur, T. J. Potter, M. Farquharson, Miss M. Cherry, treasurer, and J. E. Gagnier, secretary.

A REGRETTED DEMISE.

F. S. Joy, who for some two years was with the MacLean Publishing Co. on subscription work in Ontario and Quebec, passed away last Saturday night at his home in Toronto. Death was due to meningitis. Mr. Joy was a successful and energetic salesman until his health failed him, his work being very commendable. He was a young man, having scarcely passed beyond his teens, and his death at so early an age is much regretted by his many friends.

In the list of wholesale houses whose travelers are on vacation, which appeared in last week's issue of The Grocer, the name of Lumsden Bros. was inadvertently omitted.

Buffalo Brand Rolled Oats

We are open to quote to Eastern dealers for shipment last half September, all October and November.

YOUR ENQUIRIES WILL HAVE OUR PROMPT ATTENTION

NICHOLSON & BAIN

Agents for the Dow Cereal & Milling Co., Pilot Mound, Man.

Calgary **Winnipeg** **Edmonton**

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
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GUM TRAGACANTH
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Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Currants ! !

I am Agent for

Lyberopulos Patras,

and offer New Crop.

BARRELS AND HALF CASES.

Write for Prices, Import.

W. P. DOWNEY,

24-26 St. Peter Street, - - MONTREAL

The Name

GUNNS

Stands for

QUALITY

in

PORK PRODUCTS
COOKED MEATS
BEEF

"EASIFIRST" SHORTENING
ETC.

Our business is being built up—away up—on

QUALITY

GUNNS LIMITED PACKERS TORONTO

There is no Danger

in buying goods from us. Every animal is inspected before we get it and all goods bear the mark of

GOVERNMENT INSPECTION

before we send them out.

F. W. Fearman Co.
LIMITED

Pork and Beef Packers,

HAMILTON, ONT.



The Outing Season IS The Coffee Season

REINDEER
CONDENSED
MILK SUGAR
COFFEE

Combined. Ready to Use.

Very convenient for Camping Parties.

Boiling water only needed.

HOW IS YOUR STOCK

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs
Made under Government inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

Bacon Situation in England—Hogs Still too Scarce to Suit Packers—English Cheese Market Lower — The Honey Prospects.

Scarcity of hogs is the great feature in the provisions situation. The trade has been quiet in England during the past week, due to recent advances, which prevented much purchasing. The end of last week saw stocks disappear on the London market, and prices advanced making Canadian bacon reach its highest point for the year. These high prices will only remain so long as the good summer weather stays. A check in consumption in the old country would likely affect prices.

News from England indicates that butter is firm in places and weak in others. The fact apparently is that supplies are more than ample for requirements and only speculative buying is holding the market up.

Cheese prices on the English market are lower, the drop being the result of lower cables from Canada.

MONTREAL.

PROVISIONS—Fair demand for bacon and other smoked meats is reported. Business is not nearly so good as it should be, the high prices quoted on all lines having eventually resulted in a falling off in orders. Lard is easier in feeling, but no actual changes in prices have to be recorded. Pork is quiet.

Pure Lard—	
Boxes, 50 lbs., per lb	0 14¼
Cases, tins, each 10 lbs., per lb	0 15¼
" " " 5 " "	0 15⅝
" " " 3 " "	0 15½
Pails, wood, 20 lbs. net, per lb	0 15½
Pails, tin, 20 lbs. gross, per lb	0 14¾
Tubs, 50 lbs. net, per lb	0 15
Tierces, 375 lbs., per lb	0 14¾
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 09¾
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 10¼
" 5 " " " "	0 10⅜
" 3 " " " "	0 10½
Pails, wood, 20 lbs. net, per lb	0 10¼
Pails, tin, 20 lbs. gross, per lb	0 09¾
Tubs, 50 lbs. net, per lb	0 10
Tierces, 375 lbs., per lb	0 09¾
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 00
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 00
Heavy clear fat backs, bbl. 40-50 pieces	29 0
Heavy flank pork, bbl	26 00
Pickled rolls, bbl	26 00
Plate beef, 100 lb bbls	7 25
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats	
Green bacon, flanks, lb	0 13
Long clear bacon, heavy, lb	0 14½
Long clear bacon, light, lb	0 15
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14
Large sizes, 18 to 25 lbs., per lb	0 15
Medium sizes, 13 to 18 lbs., per lb	0 15½
Extra small sizes, 10 to 13 lbs., per lb	0 15½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 16
" " small, 9 to 12 lbs., per lb	0 16½
Breakfast bacon, English, boneless, per lb	0 16½
" " " "	0 16
Windsor bacon, skinned, backs, per lb	0 18
Spiced roll bacon, boneless, short, per lb	0 15
Picnic hams, per lb	0 14
Hogs, live, per cwt	8 60 8 90
" dressed, per cwt	12 50

BUTTER—Most of the butter being produced these days is going into storage. There is a fair demand for immediate consumption, but absolutely none for export, owing to the high prices ruling. It is thought in some quarters that figures may be brought down to an export basis in the near future, but there appears to be little ground for the hope. In the country 21¾c. to 22c. has been paid. Production is large. Little Ontario creamery is now arriving as it is as high as Eastern Townships butter, and is not regarded so favorably here. Dairy is not in large supply, receipts being smaller than last year. There is little demand for it at present. Prices are the same as they were last week.

Creamery, solids, lb	0 23
Creamery prints	0 23½
Dairy, tubs, lb	0 17 0 18

CHEESE—Export sales continue very satisfactory, little or no cheese which is being received these days going into storage. In the country prices keep steady, showing little tendency to either advance or decline. Cheese will not be stored here until September, anyway.

Cheese, large	0 12½ 0 12¾
" twins	0 12¾ 0 13
" small, 20 lbs	0 12½
Old cheese, large	0 15 0 16

EGGS—Prices are abnormally high at present, due to the fact that there is a continued demand of surprisingly large proportion, while receipts are by no means as large as they should be, due, no doubt, to the fact that the hens in the country are shut up during harvest time. Owing to further warm weather the quality of eggs arriving is not in every instance as good as might be desired. Offerings will likely be larger in the course of two or three weeks. Demand locally is brisk, especially for best quality. Prices in the country rule from 18c. to 19c.

Selects, dozen	0 25
No. 1, dozen	0 22 0 23
No. 2, dozen	0 17 0 18

HONEY—In local sections the crop of clover honey is reported rather light than otherwise, while letters from other districts tell of a yield which will prove above the average. On the whole the crop this year will be satisfactory. The quality will be up to usual. A large crop of buckwheat honey is expected, prospects being good.

White clover comb honey (nominal prices)	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 10½

TORONTO.

PROVISIONS—Practically unchanged conditions prevail this week in the local market situation. There is not a price change, and the scarcity of live hogs still holds up operations in the packing houses. Towards the end of last week there was a big demand for breakfast bacon and hams, but with the holiday over the early part of this week saw an unusual quietness in trading. As the week progressed business resumed normal lines, and, generally, the situation is much as it was ten days ago.

Long clear bacon, per lb	0 13½ 0 14
Smoked breakfast bacon, per lb	0 16 0 17
Roll bacon, per lb	0 13
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13½ 0 14
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 17 0 17½
" pea meal	0 18 0 18½
Heavy mess pork, per bbl	23 00 23 50
Short cut, per bbl	25 00
Lard, tierces, per lb	0 14¼
" tubs "	0 14½
" pails "	0 14¾
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	8 00

BUTTER—Prices hold firm, though unchanged. Supplies dropped off some early in the week and demand kept up, which greatly strengthened the tone of the market. At present conditions are slightly better in that supplies are a little freer.

	Per lb.
Fresh creamery print	0 23 0 24
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
Tub butter	0 17
Baking butter	0 13 0 15

CHEESE—Freer arrivals of cheese are helping to get prices to an easier plane. Old cheese is off the local market, and this fact has induced better trading in new large and twin cheese.

Cheese, new, large	0 12¼ 0 12½
" " twins	0 12¼ 0 12¾

EGGS—While still quoting eggs at last week's price there is a firmer tendency to the present situation and the prospect of higher figures soon. Packing continues, and all supplies are candled on receipt. Demand is good and supplies are fair. The continued hot weather is having its effect on the eggs reaching this point both in quantity received and in quality.

Fresh eggs	0 22

POULTRY—Demand for poultry lines just now is confined principally to the hotels, restaurants and hospitals. Supplies are fully equal to any demand, but that is not saying big trading is being done. Prices are easier, with declines on spring chickens, spring ducks and old ducks. Yearling chickens are off, the farmers having none to sell.

Early spring chicken, alive, per lb	0 17
Hens, per lb. dressed	0 10
Turkeys, per lb., large	0 15 0 16
Spring ducks	0 10
Old ducks	0 03

HONEY—Early honey continues to come in in sample lots with the likely price about 10 cents. There is no demand as yet and dealers are but feeling their way.

NOTES FROM BRACEBRIDGE.

August 4.—W. H. Seyler, of The Canadian Grocer spent Monday in town the guest of your correspondent. Mr. Seyler who only had a few hours in town, spent most of the time among the business men. We congratulate him on his recovery from his recent illness and know that the sojourn in Muskoka will do him good.

On Tuesday evening the Board of Trade met in the town hall to discuss the question soon to be submitted to the ratepayers, namely the power question. Among the many business men present were several grocers, who spoke on the necessity of this growing town increasing the present water power to enable the manufacturer to locate here.

The arrangements regarding the dead beat is working smoothly among the grocers. Such people are practically cut out of the books and while not doing a strictly cash business, the grocers feel that carrying only reliable customers at two weeks' time is almost as good as cash.

The blueberry, a native of Muskoka, will in the course of a week or two make its appearance in quantities large enough for shipping. The quality this year is good.

F. T. James, of the F. T. James Fish Co., Toronto, is on a trip to Winnipeg and the West on business. He expects to be away for three weeks.

Manitoba Merchants Watching School Book Contract

Definite Steps Towards Reorganization of Retail Merchants' Association—Members From Ontario Address Meeting in Reference to Mail-Order Houses Getting Contract for Supplying the School Books—A Live Subject in Manitoba.

Staff Correspondence.

Winnipeg, Aug. 3.—At a meeting of retail merchants in Winnipeg on July 27, definite steps were taken to organize a retail merchants' association of Western Canada. It will be evident that the matter of organization will necessarily be proceeded with in a careful manner owing to the recent difficulties of the old organization.

There was a general feeling that an organization was absolutely necessary, yet the past failure had the tendency to create suspicion among the various merchants who were involuntarily involved in the old organization. On account of this lack of confidence, which prevailed, it was difficult to assemble a large representation at the meeting called on July 27. Those who were present, however, were extremely enthusiastic in their endeavor to organize, and before the meeting was concluded it was resolved that every effort would be put forth to interest every merchant in Western Canada in an association.

The chairman, W. R. Milton, called for an expression of opinion, regarding the matter of organization and the best methods of procedeure. In response to this, John Dyke, a local grocer, who has always been interested in the association, said, that by all means the merchants should organize for the protection of their interests. Notwithstanding the burdens which were thrown upon the old association, owing to the action of the secretary, the association had benefited vastly more than it will cost them to straighten out the affairs.

Nominations for the office of President were called for and resulted in the names of Horace Chevier, A. T. Connell, W. R. Milton and W. T. Delvin, being submitted. Upon motion it was decided not to elect officers until the next meeting, when an attempt will be made to have more merchants present.

It was further moved and seconded and finally carried, that the nominee who received the second highest number of votes would be elected vice-president. Acting Secretary, J. C. Clark was instructed to receive applications for the position of secretary-treasurer, and to report the list of the same at the next meeting.

At this point of the meeting B. W. Zieman, Preston, Ont., president of the R. M. A., and M. Moyer, of Toronto, the treasurer, were introduced to the merchants.

Mr. Zieman stated that the reason he was present was to urge upon the retail merchants of Winnipeg and Manitoba, particularly to join in with the merchants of Ontario and Quebec in forming a Dominion Association. In outlining the great necessity of a general association, he said that there were questions which come up in various local centres, which are of importance to the merchants of the Dominion as a whole, and which were not thoroughly investigated on account of the lack of prestige in a small organization.

School Book Contract.

He then refered to the school book question in Manatoba as one which needed the co-operative support of all merchants in Canada, irrespective of their line of trade. The Government of Ontario had given the contract to furnish school books to a firm which had tendered for the same at what has been considered less than cost, but they were making up the loss by advantageous advertising. This company, which had been carrying on a departmental and mail order business for years, much to the detriment of the retail trade of Canada, were by this contract given increased impetus to dominate the wholesale and retail business of the Dominion. The fact that this company intended to give a 20 per cent discount to every individual purchaser for cash was an outrage upon the retail bookstore trade of Ontario, where these books could be purchased only at the same price. The speaker then surprised the members present by stating that tenders for the supply of school books in Manitoba were to open on August 2, and that it behoved the retailers of Western Canada to petition the Government not to award the contract to any corporation which would use the privelege solely to develop a stronger mail-order business, depriving the retail bookseller of a legitimate profit, and encouraging customers from every part of the province to purchase every article required in the home through the mails.

Mr. Zieman's remarks were so clear and forcible that every merchant present appreciated the serious situation of the retail trade should the Eaton Company be allowed to supply school books to the schools of Manitoba.

Warning to Western Merchants.

Mr. Moyer followed Mr. Zieman and at once introduced the question of school books. He said, that as a member of the

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
Wax-Waterproof Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

Mi-Linda and Baled Havanas
are the Finest Cuban Leaf Spanish-made Cigars in the world.
Write for prices
W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.



Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

Clark's Pork and Beans

have satisfied the people for a great many years, and dealers can easily explain to their customers why they cost a little bit more now than they did before.

It pays to keep the best goods and hold the best buyers

William Clark

Manufacturer of
HIGH-GRADE FOOD SPECIALTIES

MONTREAL

O.K

THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.
Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

Retail Merchants' Association of Ontario, he came to warn the merchants of Western Canada against the encroachment of such concerns as the large mail-order houses. The T. Eaton Co. had tendered for the school books of Ontario at a lower figure than they cost them, their only object being to educate the people to the system of ordering by mail, and for this purpose their name would be imprinted on every book. Every wholesale house in Canada should become alarmed at the possibility of additional contracts being awarded to this company since the maintenance and development of the retail business meant the maintenance and development of the wholesale business. That the Government should give the contract to a concern which kills the businesses of those men who make the Government is an outrage.

Mr. Moyer said that the Government could not be expected to know the wishes of the people, but that the people should approach the Government. For, it would seem, that the members of parliament would not take such an action if they clearly understood the situation. As an instance of what the Retail Merchants' Association could do, Mr. Moyer cited the instance of the co-operative society bill, which was introduced in the House of Commons and allowed to pass on the grounds that the people were supporting such a bill.

Mr. Moyer was warmly applauded at the conclusion of his address.

W. R. Milton was called away from the meeting, and E. B. Nixon, past president of the Grocers' section of the association, took the chair for the remainder of the evening. In rising to speak in his enthusiastic and forceful way he said, "Gentlemen we have been slow in getting down to business, and the reason for it has been that we have not had clearly outlined before us the needs of an association. These gentlemen of Ontario have just told us that an organization is of dire necessity in order to save the retail business life of this province. We can stop the Government from passing any legislation which will be hurtful to the retail trade. We can stop it by confering with our own members, and if they will not obey us we will get others at the next election. We must at once incoporate, and the nucleus of the association will be the subject of this evening's discussion, viz., the retail trade vs. the catalogue house. The retail merchants of Manitoba and Western Canada must join hands and become one harmonious whole, that our common interests might be preserved."

It was decided to hold the next meeting on August 4, and an attempt will be made to interest every retail merchant in the province.

Premier Petitioned.

In the meantime, also, the following petition is being circulated among, and signed by merchants throughout the province:—

To the Hon. R. P. Roblin, premier, and members of the Executive for the Province of Manitoba:

Your petitioners humbly show: That the retail business all over the province is convenient and essential to the welfare of the people of Manitoba.

That the retail business is a necessary and legitimate branch of trade.

That during a considerable portion of the year a large section of the people depend on the retail merchants for their support, furnishing them with necessary supplies of every description, frequently on much needed terms of credit, inseparable from the conditions of a new country.

That the departmental store is a development of an unnatural excrescence on the retail business.

That unless this development is stopped, controlled or regulated it will ruin the legitimate retail trade and destroy the business fabric on which the people so largely depend.

That departmental stores pay no taxes outside of the municipality in which they are located.

That the Dominion Government's postal system affords facilities altogether too favorable to the building up of departmental stores.

That a Government contract to supply school books to the children of Manitoba, if given to a departmental store, would be a discrimination in its favor, and against the legitimate retail business; vicious in principle, and destructive to the established channels of trade.

That such a contract would place advertising material and books bearing the imprint of the departmental store in every home in the province where children attend the public schools, and would be an immensely valuable franchise to the departmental store, and correspondingly injurious to the local retail merchants in every branch of business.

That, if for lack of legitimate profit in handling school books, the retail trade throughout the country are forced to give up handling them, and the pupils are unable to procure their books locally, it will upset the whole educational programme at the commencement of the school term.

That the retail trade pays a large share of the taxes of every municipality, and are entitled to protection against unfair competition.

That the influence of the retail trade is substantial and far reaching.

That the retail trade looks to the Government of Manitoba to do it justice, and refuse to consider tenders from departmental stores in awarding the contract for the supply of books for the schools of the province.

And your petitioners will ever pray.

PERSONAL NOTES.

F. J. White, Toronto, accompanied by Mrs. White, is holidaying in Muskoka.

Geo. McKenzie, of Minto Bros., Toronto, is spending his holidays in Chatham and Kincardine.

The man who does not believe in advertising is like the hermit of the hill, he occupies a little world of his own, but who knows of his existence?—Grocery, London.

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranteed SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

EPPS'S
GRATEFUL AND COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
NUTRITIOUS AND ECONOMICAL
COCOA

Christie Fancy Biscuits

EUROPEAN BISCUIT MANUFACTURERS WOULD BE THE FIRST TO ADMIT THAT CHRISTIE FANCY LINES ARE EQUAL IN QUALITY, PURITY AND NUTRIMENT TO THE BEST MANUFACTURED ANYWHERE. Yet we would hesitate to compete with the high standard English manufacturer on his own ground. Because *we know that a long sea voyage would not add anything to the flavor of Christie Biscuits.*

There's no doubt about the high Quality of the rare European Fancy Biscuits *on the other side of the Atlantic.* But when they are shipped over here *there's a difference.* Grocers, mindful of their reputation, would as soon hand out counterfeit change as stale biscuits to their customers. Why take chances? Stock Christie Fancy Biscuits. You can always get them fresh—in small quantities—when you want them. And on this side of the Atlantic, they *are* incomparable.

N.B.—"Madeira Mixed" and "Cherry Rings"—our newest biscuits—amply sustain the Christie reputation.

Christie, Brown & Co., Limited, Toronto

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

BISCUITS THAT PEOPLE COME BACK FOR

That's the kind we make, and offer you.
There's Quality in them They're the best.
They yield you a large profit.

HAVE YOU A STOCK? GIVE US A TRIAL ORDER.

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

Cowan's

Cocoa and Chocolate



have been growing more and more popular in Canadian homes for many years---until now no grocer who carries a high-class stock can afford to be without them.

The Cowan Co., Ltd.

Toronto, Can.



SOFT MINTS—5o. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5o. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal Letters Patent

NELSON'S

POWDERED GEATLINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Tendency Towards Lower Prices in Flour—Decline in Cereal Market Due to Low Prices of Grains — Heavy Demand For Feed.

Business in flour at the present time is not extensive, due to the prospects of lower prices with the arrival of new wheat. Buyers are not taking much, merely enough to supply present demands. Millers are booking some heavy orders for export in October and November flour but present exports are not large. Prince Edward Island and Newfoundland constitute a good market for Ontario flour and some substantial shipments are being made there.

Oats have also eased off in price with new crops prospects, resulting in a lower cereal market. Rolled oats have declined 25 cents per bag. It is estimated that the visible supply of oats is more than sufficient to meet demands until new grain arrives.

MONTREAL.

FLOUR—A good hand-to-mouth business continues to be done, but sales are by no means as large as millers would like to see them.

Winter wheat patents, bbl	6 80	6 85
Straight rollers, bb	6 50	6 60
Extra, bbl	6 00	6 10
Royal Household, bbl		6 30
Glenora, bbl		5 80
Manitoba spring wheat patents, bbl		6 30
" strong bakers, bbl		5 80
Five Roses, bbl		6 30
Harvest Queen, bbl		5 80

FEED—Abnormal demand for feed of all kinds continues to exist. Millers are in a quandary to fill, or even partially fill, orders and yet they are receiving new demands every day. Feed flour is just as scarce as feed, and in as strong demand. Needless to say, prices are very firm.

Ontario bran, per ton		22 00
Manitoba shorts, per ton		24 00
" bran, per ton		23 00
Mouillie, milled, per ton		28 00
" straight grained, per ton		32 00
Feed flour, 98-lb. bag	1 55	1 85

ROLLED OATS—The weakness in oats is demonstrated by the decline which has taken place during the week. Rolled oats is now obtainable at $5.55 a barrel. Oatmeal is also 25c lower. Visible supplies of oats amount to two millions of bushels, and it is generally admitted that this amount will not be used up before the new crop is on the market. The fact that the oats crop promises favorably will likely result in the quotations on old oats being still further reduced, and it is improbable that the old will command, this year, the usual premium over the new, when the latter comes on the market.

Fine oatmeal, bags		2 90
Standard oatmeal, bags		2 90
Granulated " "		2 90
Golddust cornmeal, 98-lb. bags		2 10
Bolted cornmeal, 100-bags		1 85
White cornmeal	2 00	2 05
Rolled oats, bags		2 65
" barrels		5 55

TORONTO.

FLOUR—Anticipation of the arrival of the new wheat has produced an easier feeling in the flour market although no material price changes can be announced. Business is being done on a small scale, buyers only taking what they need for present purposes on account of the new wheat being expected, which will likely produce lower prices.

Manitoba Wheat.

1st Patent	6 20	6 40
2nd Patent	5 80	6 10
Strong bakers	5 60	6 00

Winter Wheat.

Straight roller	5 50	6 00
Patents		6 40
Blended	6 00	6 40

CEREALS—Last Saturday saw a change in the cereal markets. Rolled oats and oatmeal declined 25 cents per bag, or 50c per bbl, due to the easier feeling in the oat market. Rolled wheat also is not so firm as it was, and some millers are quoting lower prices than those named a week ago.

Rolled wheat, car load	3 50
" oats "	2 65
Oatmeal, car load	2 85
Rolled wheat in barrels, 100 lbs	3 60
" oats in bags, per bag 90 lbs	2 65
Oatmeal, standard and granulated, in bags 98 lbs	2 95

TWICE IN SUCCESSION.

It is one of the absent-minded Professor Rounder's fads to keep himself within certain limits of avoirdupois, and at stated intervals (when he did not forget) he calls at the village store, tries the scales and notes carefully whether he is going "over" or "under" the permitted two hundred and twenty pounds.

On one occasion he was astonished to observe the machine register two hundred and thirty-three pounds. "Tut, tut! Dear me! This will never do," he frowned. Then a happy smile twinkled in his eyes as he reflected: "Of course. Last week I wore no overcoat."

Removing his outer garment, he threw it over one arm and again consulted the figures. Two hundred and thirty-three pounds!

With a look of scholarly perplexity Professor Rounder walked out into the cold street, still carrying the overcoat over his arm and muttering, "Tut, tut! Dear me! Then I am gaining. This is very serious."

WHERE TO STAY IN OTTAWA.

For actual comfort, there is not an hotel in Canada that can surpass the Cecil, in Ottawa. It has become the favorite hotel of commercial men visiting the Capital solely on its merits. The cuisine is unexcelled, the meals being of the highest order at all times. Service is prompt and courteous. The rooms, everyone of them new, are modern in all respects, having electric light, running water, and other conveniences. Walter B. Walby, for many years connected with various widely known Canadian hotels is the manager of the Cecil, thus assuring the running of the hostlery along up-to-date yet business lines.

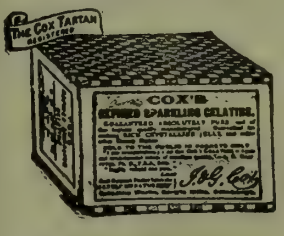
—Advt.

How to Get the Family Trade



will help you. They are biscuits which will convert the transient customer into a steady one. When these crisp, toothsome sodas go into the home you also secure an entrance for other goods of quality and value.

THE MOONEY BISCUIT & CANDY COMPANY
LIMITED
STRATFORD, CANADA



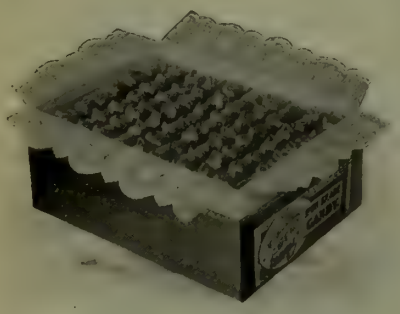
COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents
C. B. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH.



"BORDO"
(REG.)
CHOCOLATES

What can they mean to you?

Just what you make them.

They're winners, profit-getters, customer landers.

Why?

Because 25 years' experience in turning out this particular chocolate — our leader—has taught us just how to make it to suit the taste of the critical public.

Therefore, these Bordo Chocolates, pleasing the fancy of the public, meet a popular demand.

By having Bordo Chocolates in stock you cater to the public get this profitable, "waiting to be taken" trade.

A Sample and Prices obtainable from

The Montreal Biscuit Company, "The Originators"
MONTREAL

Policy in Giving Assistance to Competitors

Cut-throat Methods Belong to a Past Which Should be Forgotten—How an Irishman and Dutchman Were Led to a Friendly and Successful Business Life From One of Intense Hatred—As Enemies They Lost While as Friends They Gained.

By M. Moyer.

Not only in Toronto, but in cities and towns all over, there are decided evidences of improvement in the methods of storekeeping, but at the same time there are still some of the old fogies laboring in the same old ruts and don't know how to get out of them. They know that something is wrong, they know that they are losing ground in the race for business, but instead of finding the trouble in themselves they are hating their neighbors because they set the pace too fast for them.

The retail trade is waking up to the fact that it must give the service the people demand. This they cannot do by watching and finding fault with their neighbors, and by trying to undersell them. All up-to-date merchants want fair play; they are trying to work on higher planes, are not struggling to put one another out of business, and are even not doing business on the principle of "live and let live," but "live and help others to live." Stores are kept cleaner, goods are in better shape and the service is more cheerful and more obliging.

Experience and practice has proven the fact that early closing and even Wednesday afternoon holidays are means of increasing trade instead of losing it. Clerks enjoy their work better, take more interest in the business. Even the "boss" himself wears a more cheerful get-up and the customers are treated better.

Many Exceptions Yet.

While all this is happily going on there are still a few little bunches of grocers here and there to be found, who deserve the pity of the community. They are still of the old school, and are rivalling each other to an extent that it should attract the attention of the humane society. They are watching each other and wishing the other fellow would quit, but neither of them has the moral courage to take a manly stand. There are cases in Toronto where rival grocers get up at 5 o'clock in the morning and never close before 10 o'clock at night; and this is done just because the other fellow does it. They are injuring their healths by overwork, and injuring their trade through this ridiculous slavery, which nobody respects, and they themselves dislike. But they are too bitter to be decent and neighborly to each other.

Should not such cases fall under the care of the humane society; if a few boys have a scrap, kind hearted people at once interfere and save them from being hurt, but here are grown up men, men of standing engaged in a fight to wear one another out, and even trying to hinder each other in business, and nobody comes to their assistance. They are not members of an association; they are too disgusted with their competitor to read their own trade paper. They simply stand in the way of each other and are powerless to help themselves out of it.

Religion in an Association.

A very interesting and a true story is told of two merchants who were rivalling each other for a long time. The one was a Dutchman and the other an Irishman. They were cutting and slashing and keeping open to all hours, and they didn't even speak to each other. They carried this on until the Irishman was nearly used up and could not get any more goods on credit. The Dutchman this time got the best of it. However neither were making money. By this time the merchants of

WHITE SWAN
100%
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS



When telephoning your orders for groceries, don't forget

WILSON'S FLY PADS

The present demand is more active than ever before, and your profit is from 66⅔% to 80%.

When
John Starts in Business
For Himself

¶ John, you'll admit, is a *good* clerk.

¶ Expert salesman, ambitious, courteous, imbued with the policies of the house, many friends—*almost as many as the store.*

¶ Suppose you should lose John!

¶ Because he *is* ambitious and serves *you* so well, it's only natural he should covet a store of his own.

¶ When John starts in business for himself, he'll start among friends—*his* friends are *your* best customers—divide your trade, maybe.

¶ In the bosom of your own business *you* are nursing *your most formidable competitor*—

¶ Unless—

¶ The recollection of years of qualty service outweighs personal friendship—make *your* store absolutely necessary to your trade, your *exclusive* goods essential to them.

¶ John's friends may like John, but they love themselves *more*—they want what they want when they want it, and *you have it and have had it for years.*

¶ Needs must sell *quality goods*—the best *your* buying judgment discovers—must guarantee results—that *you* sell the goods is a warranty of merit—*best quality.*

¶ We'll guarantee FIVE ROSES flour, Lake of the Woods quality. Don't call upon *past* achievements to vouch for *present* standard—don't mention a quarter century of "knowing how."

¶ We'll guarantee the future—to make the very best flour we know how—to use our immense buying facilities and mammoth mills always to improve FIVE ROSES quality—to increase *your* chain of satisfied users—to make the best flour in the world *still better.*

¶ What flour can better take care of *your* ambitions than—FIVE ROSES?

LAKE OF THE WOODS MILLING COMPANY, Limited

MONTREAL ❦ **Sole Makers of "Five Roses" Flour.** ❦ **WINNIPEG**

the town organized an association, for the betterment of the retail trade, and they took special pains to get these two bitter rivals to attend their meetings and to become members. Here at the first meeting they met and for the first time in their lives they spoke to each other. One of the speakers that night showed the absurdity of trying to ruin each other by cutting prices. Having made the acquaintance of his Irish rival, and found him not such a bad fellow after all he went over to his store the next morning and found that he was so nearly used up that he had very little stock, and no credit to buy any more. They were both convinced of the folly of their past conduct, and agreed to be friends, and live and help others to live.

The Dutchman advanced him money to buy stock, which he did, and after that they were always close friends, and both made money.

After years of business as neighbors, during which time they were a great help and benefit to each other, the Irishman took sick, and the Dutchman was his best friend and the last one at his bedside when he died.

Where is there a better religion than that which was taught at that retail merchants' association meeting?

TOBACCO AREA REDUCED

Seed Plots Not Successful—Experimental Stations Being Installed.

The Dominion Government reports that the installation of the experimental stations in the counties of Essex, Ontario, and of Montcalm and Rouville, Quebec, is progressing rapidly. These stations include a farm of 25 acres situated at Harrow in Essex and intended for the study of the tobaccos generally cultivated in Ontario, viz., Burleys, and also that of a type newly introduced into this part of Canada, viz., Virginia, the drying of which is done by the special flue curing process. Two special drying rooms have been built for this purpose. In spite of the somewhat unfavorable spring nine acres have been planted with different varieties of tobacco; the plants took well and the crop has now a fine appearance.

The Quebec stations, St. Jacques l'Achigan, Mont., and St. Cesaire, are devoted more particularly to the study of pipe and cigar tobaccos. The seed plots have been successful and the experimental fields are in a favorable condition in spite of some damage from insects and delays of planting caused by a rather too rainy spring.

Independently of the study of the respective varieties cultivated in each district, the stations undertake ordinary cultivation experiments, comprising the trial of different kinds of manure used in tobacco cultivation and of rotations from which a better yield is hoped for than that which is obtained in certain sections where continuous and exhaustive cultivation has sometimes led to the impoverishment of the soil.

As to the general area planted with tobacco in Canada this, owing to the ill success of the seed plots, will have been reduced by about one-quarter in the province of Quebec. In Ontario a large number of growers intended to plant the same areas with tobacco that they had cultivated two years ago, but these areas have also been reduced owing to the failure of the seedlings.

A WORD OF WARNING.

There has crept into usage recently, in several large firms, a system of drawing up their checks in typewriting. This is a very dangerous procedure, for it will be readily understood, inasmuch as typewritten words and figures may be erased, with what ease a check could be raised or altered.—Bankers' Magazine.

GUIDE-POSTS TO PEACE.

To be glad of life because it gives you the chance to love and to work and to play and to look up at the stars.

To be satisfied with your possessions but not content with yourself until you have made the best of them. To despise nothing in the world except falsehood and meanness, and to fear nothing but cowardice. To be governed by your admirations rather than by your disgusts, to covet nothing that is your neighbor's except his kindness of heart and gentleness of manner. To think seldom of your enemies, often of your friends, and every day of Heaven, and to spend as much time as you can, with body and spirit, in God's out-of-doors. These are little guide-posts on the footpaths to peace.

—Henry Van Dyke.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

Every Progressive Grocer handles

PICHET TEA BISCUITS

as well as every First Class Hotel and Leading Tobacconist handles the Famous Imported

Germinal and La Perla Del Oriente

Manilla Cheroots at 10c.

No equal value on the market for the money.

JOS. COTE, Importer, Sole Agent,

186-188 St. Paul St. Branch—179 St. Joseph St.

QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

Black Watch

The Big Black Plug Chewing Tobacco



Already a Big Seller

Sold by all the Wholesale Trade

THE

7-20-4 CIGAR

Pleases Everybody

It appeals to the smoker for its uniformly fine flavor, the same all the way through, and always to be depended upon.

It will appeal to YOU, because it is a popular seller and yields a good profit.

Have You a Stock?

The Sherbrooke Cigar Co.

Sherbrooke, Que.



FAST, SIMPLE and COMPLETE

ELGIN NATIONAL COFFEE MILLS

are unsurpassed in finish and beauty. They run easy, are high speed and are strong favorites by reason of their force feed and steel cutting burrs—

—All our mills are warranted.

Ask any of the following Jobbers for our Catalogue,

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER - The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Canadian
FRUITS
are in good supply and this week should see
RASPBERRIES at their best
CURRANTS red and black.
CHERRIES, Cooking and Eating
VEGETABLES
NEW POTATOES TOMATOES
CUCUMBERS BEANS
McWILLIAM
Mc. AND E.
EVERIST
25-27 CHURCH ST. - TORONTO
For good satisfa ction, order
LATE VALENCIA ORANGES
NEW VERDILLI LEMONS
CALIFORNIA LEMONS
Califo-nia Peaches, Pears and Plums
Watermelons and Cantaloupes

Whether
Hot or Cold
St. Nicholas
Home Guard
Lemons are always in demand. Never let your supply run out.
AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Early Apples Make Their Appearance—All Fruits Selling Well —Old Potatoes Disappearing—Watermelons and Cantaloupes Good Stock—Lobsters Scarce and High in Price.

MONTREAL.

GREEN FRUITS—Early apples are selling by the basket this week, 50c. being asked. Currants, red and black, are now obtainable, though prices asked are rather high. Cherries are nearly through. Pears and peaches, California, are in good demand at lower prices. Plums are easier, while raspberries are slightly lower, too. Dealers report excellent demand all along the line, with sales of oranges and lemons increasing with the coming of very warm weather.

Apples, Spies, XXX, bbl	7 00	7 50
" early, basket		0 50
Bananas crated, bunch	1 25	1 90
Blueberries, 16-qt. box		2 50
Cherries, California, black, per box		2 85
" " white, "		2 85
" Canadian, basket	1 00	1 25
Cantaloupes, crate	5 00	5 50
Cranberries, per crate		5 00
Cocoanuts, bag		4 00
Currants, red, pail		0 75
" black, basket		1 00
Gooseberries, 6 qt. boxes	0 45	0 50
Grape fruit, per box		7 00
Lemons, box	2 75	5 00
Limes, per box	1 00	1 25
Oranges, late Valencias	3 50	3 75
" Sorrento		2 50
" Messina Ovals, half boxes		1 50
Peaches, California, box		1 25
Plums, California, per crate	1 50	1 75
Pears, California, (Bartlett) per box	2 25	2 50
Raspberries, quart	0 10	0 12
Watermelons, each	0 30	0 40

VEGETABLES—All kinds of farm garden truck are arriving in large quantity and sales are frequent. With receipts so large it is not surprising that prices have tumbled all along the line, practically. New potatoes are called for in most every order sent in these days. They are selling by the barrel and by the basket, prices being the same as last week. Old potatoes are done. Old carrots are finished, too. Tomatoes, Montreal, are arriving freely and sales are frequent at 80c. to $1 a gin box. Cucumbers are plentiful, and selling from 15c to 20c. a dozen. There are plenty of cabbage and prices are easier. String beans are much cheaper. On the whole business is very satisfactory.

Beets, old, bag		1 25
" new, dozen bunches		1 50
Carrots, new, dozen bunches		1 50
Cabbage, dozen	0 20	0 35
Celery, Canadian, dozen	0 30	0 50
Cauliflowers, dozen	1 00	2 50
Cucumbers, dozen	0 15	0 20
Green peppers, crate		3 00
Horse radish, lb	0 15	0 20
Lettuce, dozen	0 15	0 40
Leeks, dozen	1 00	1 25
Mushrooms, lb	0 50	0 75
Onions, doz. bunches		1 00
" Egyptian, 112-lb. bag, lb	0 02½	0 03
" large, white, dozen		0 50
Potatoes, American, bbl		3 50
" Montreal, bbl	3 00	3 50
" " basket		0 35
Parsley, dozen		0 15
Peas, Canadian, bag		0 75
Parsnips, bag		1 25
" local, dozen	0 40	0 50
Sage, dozen		0 60
Savory, dozen		0 50
Spinach, Canadian, box	0 40	0 50
String beans, bag	0 35	0 50
" " basket	0 30	0 35
Tomatoes, Montreal, gin box	0 80	1 00
" hot-house, lb		0 08
" Jersey, bushel box		1 00
Turnips, bag		0 50
" new, dozen		0 15
Watercress, dozen		0 40

FISH—Gaspe salmon is no longer arriving, the season being over. Orders are now being filled from stocks of frozen salmon. There have been advances in several lines of fresh fish since last week, namely, in halibut, 1c.; haddock, 1c.; steak cod, 1c.; mackerel, 2c.; Gaspe salmon, 2c.; brook trout, 3c. Lake fish are very scarce, dore being especially so. Supplies of lake trout and whitefish are fairly satisfactory. Mackerel are not arriving freely, and dealers are never sure of having the fish in stock when wanted. Lobsters are very scarce, and high. Smoked, prepared and pickled fish are quiet.

FRESH	
Bluefish, per lb	0 12
Brook trout, per lb	0 25
Dore, per lb	0 12
Flounders, per lb	0 10
Gaspe Salmon, per lb	0 29
Grass pike, per lb	0 08
Halibut, per lb	0 10
Haddock, per lb	0 05
Lake trout, per lb	0 10
Mackerel, per lb	0 12
Steak cod, per lb	0 06
Whitefish, per lb	0 10
FROZEN	
Dore, winter caught, per lb	0 10
Halibut, per lb	0 08
Steak cod, per lb	0 04
Salmon, B.C., red, per lb	0 10
Salmon, Fall, per lb	0 08
Salmon, Qualla, per lb	0 09
Whitefish, large, per lb	0 08
Whitefish, small, per lb	0 06
SALTED AND PICKLED	
Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Labrador herring, half barrel	2 80
Labrador sea trout, bbls	12 50
" " half bbls	6 50
No. 1 mackerel, pail	2 00
No 1 " half bbls	8 00
Skinless cod, 100 lb. case	5 25
Salmon, B.C., half bbls	9 00
Salt sardines, 20 lb. pail	1 00
SMOKED	
Haddies, 15 lb. bxs., per lb	0 08
Kippered herring, per box	1 10
Smoked herring, small boxes, per box	0 18
Smoked salmon, sugar cured, per lb	0 25
SHELL FISH	
Lobsters, live, per lb	0 28
Oysters, choice, bulk, Imp. gal	1 50
" "Sealshipt" Imp. gal	1 90

TORONTO.

GREEN FRUITS—All kinds of fruit are arriving in large quantities this week, though trading is not so brisk as was expected. California pears and plums are the choice lines, and some fair peaches are also coming forward from that State. Native peaches, too, have made their appearance, though they are offered at purchaser's risk. In berries, red raspberries are yet the favorite, with a big demand for Lawton berries. Blueberries are coming in firmer and more plentiful, and red currants and gooseberries are going off. Late Valencias hold the orange market for quality, and they are still coming in in car lots. Lemons are firmer and scarce. Bananas, though plentiful enough in other markets are not yet a drug here. Watermelons and cantaloupes are now good stock. Domestic fruit generally is opening well. Prices are slightly changed.

Oranges, Cal. Valencia	3 00	3 65
" Cal. small		2 50
Lemons, Verdelli	5 00	5 50
Bananas	1 75	2 25
Cherries, Canadian, per basket	0 60	0 85
" eating	1 00	1 75
Currants, red, basket	0 60	0 85
" black, basket	1 25	1 50
Raspberries, red	0 09	0 10
" black		0 10
Lawtonberries		0 12½
Peaches, Cal., per case	1 50	1 75
" Canadian, basket		0 75
Apricots, Cal., per case	1 25	1 50
Plums, Cal., per case	1 50	2 50
" Canadian, basket		1 00
Pears, Cal., per case	2 75	3 00

Gooseberries, per basket	0 75	1 50
Blueberries, per basket		1 25
Watermelons, each	0 30	0 40
Cantaloupes, Baltimore, case	3 25	4 00
" Rockyfords, case		5 50
Limes, crate		1 25
Apples, green, basket	0 40	0 50

VEGETABLES—Old Ontario potatoes are about done. Very few of the dealers have any in stock, and the number of bags available in Toronto could easily be counted at the present time. In fact all kinds of old potatoes are nearly off. Imported lines are still coming in, but within ten days the native early lines will supplant them. Red tomatoes are arriving freely just now, those from Kent and Essex commanding higher prices by about 15 cents than other Ontario lines. Early native vegetables are of better quality than at any time this season. Some splendid cucumbers were shown early this week. Prices are easing off slightly, and will be very reasonable in a month's time.

Potatoes, Tennessee, per barrel		3 25
" Canadian, per basket		0 50
Onions, Canadian, green, per dozen		0 25
" Danvers, bag	1 15	1 25
" new, Valencias, crate		3 50
Corn, evergreen, dozen		0 15
Celery, Michigan, doz	0 50	0 65
Peas, green, basket	0 50	0 65
Tomatoes, Jersey, per bushel		2 25
" Canadian, per basket	0 60	0 75
Carrots, new, per bunch		0 75
Cabbage, Canadian, per barrel	1 25	1 50
Turnips	0 50	0 60
Green peppers, per basket	0 40	0 50
Cucumbers, per basket	0 30	0 40
Rhubarb	0 25	0 30
Beets, new, bunch		0 75
Beans, wax, basket	0 25	0 30
Peas, per basket	0 40	0 50
Cress, per basket		0 75
Egg plant, per basket		0 75

FISH—Fresh fish supplies are expected to show a big decline this week. With the arrival of August, fresh water fish take to the deep water and no amount of coaxing will get them to bite, and at the same time to net them is equally difficult. Prices on the whole are easier than a week ago. Finnan haddie may yet be obtained, but dealers say they have no holding-up qualities at this season, and are withdrawing quotations though they will obtain supplies for customers wanting that line.

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish, fresh caught		0 10
Trout, fresh caught		0 10

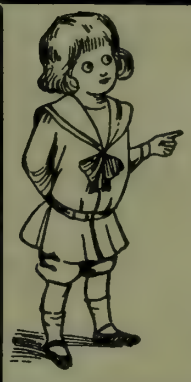
Local Fruits

We handle every line of fruit grown by Ontario Fruit Growers.

Plums, Peaches, Raspberries, Lawton Berries, Tomatoes, Apples, Onions, etc. Oranges, Lemons, Bananas, Californian Fruit, Watermelons.

WHITE & CO., Limited

TORONTO and HAMILTON



"BUSTER BROWN"

is the brand of Lemons that you all should handle. A steadily increasing trade is what it means.

FRATELLI FOLLINA, Packers W. B. STRINGER, Agent

Thimble Berries

Peaches

Plums

Apples

Tomatoes

are in good supply.

Wire, Phone or Mail your Orders to

Stevens & Solomon

Shippers of Canadian Fruits, etc.

HAMILTON, ONTARIO

Phones 2700 and 690

New Crop Lemons

EXTRA FANCY

California "Squirrel" brand 270s and 300s
Verdelli "Marconi" brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, "Golden Orange" brand, *the Best Orange Grown in the world*

GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

HUGH WALKER & SON

GUELPH, ONTARIO

Cod, fresh caught	0 07	Yellow pickerel	0 09
Halibut, fresh caught	0 09	Sea salmon	0 17
Haddock, fresh caught	0 07	Mackerel, each	0 15 0 20
Pike	0 06	Eels, per lb.	0 08
Perch	0 07	Blue fins	0 06½
Carp	0 03	Lobsters, each	0 25 0 30

Canadian Trade Changes of Recent Occurrence

Damages Done By Fires And Assignments Made—Those Who Have Sold Their Businesses During The Past Week.

Ontario.

H. W. Harris, grocer, Hamilton, has left that city.

Annie Richardson, grocer, Toronto, succeeds Jas. Aitken.

M. Sheehan, grocer, Toronto, sustained loss by fire recently.

F. Somerville, grocer, Toronto, advertises his business for sale.

J. C. Groom, grocer, Niagara Falls, Ont., has assigned to John Ross.

A meeting of creditors of M. J. Lakey, grocer, London, has been called.

M. J. Lakey, grocer, London, has assigned to the London and Western Trusts Co.

Appleford Counter Check Book Co., Hamilton, succeeds the Commercial Printing Co.

Quebec.

E. Sequin, grocer, Hull, Que., has assigned.

A. Bessette & Co., grocers, Montreal, have assigned.

J. Oscar, Chartier, grocer, St. Paul, Que., has assigned.

Assets of G. Bourget, grocer, Levis, Que., have been sold.

J. A. Gagnon, general merchant, Standon, Que., has assigned.

Assets of L. T. Demers, grocer Quebec, are to be sold on 30th inst.

Treffle Veillet, general merchant, St. Stanislas, Que., has assigned.

T. Bonnayer, general merchant St. Nazare, Que., has compromised.

L. A. Corberre, general merchant, Lacolle, Que., is offering a compromise.

A. J. Smith, general merchant, Pointe Gatineau, Que., was burned out recently.

Assets of A. Bessette & Co., grocers, Montreal, are to be sold on August 2nd.

J. M. Macathe is liquidator of the Red Cross Macaroni and Vermicelli Co., Montreal.

Maritime Provinces.

D. H. Holland, general merchant, Inverness, N.S., has assigned to G. O. Forsyth.

Western Canada.

C. H. Shiplett, grocer, Calgary, has sold to Jenkins & Cornfoot.

Alex E. Vandrick, grocer, Edmonton, has sold to Jno. S. Samis.

Schulre Bros., general merchants, Erskine, Alta., have dissolved.

J. B. Hobson, general merchant, Bull[illegible], B.C., was recently burned out.

Arkin & Leith, general merchants, Melfort, Sask., succeed Golden & Leith.

Larson Bros., general merchants, Grassy, Lake, Alta., succeed Haley, Larson & Co.

H. J. Biggar, general merchant, White Horse, Yukon Territory, has sold to D. Snure.

D. E. Wilson, general merchant, Knee Hill Valley, Alta., are succeeded by Wilton Bros.

Unity Trading Co., general merchants, Unity, Sask., have been succeeded by E. M. Clarke.

Hensbrough & Robeson, general merchants, Carcross, Yukon Territory, have sold to F. McPhee, who moves there from Conrad City.

F. A. McKinnon, grocer and baker, Prince Albert, B.C., is succeeded by McDonald & McKinnon, adding clothing and boots and shoes.

PARCEL POST FOR BAHAMAS.

A convention between the Post Office of Canada and the post Office of the Bahamas for the direct exchange of close parcels by mail came into force on the first day of July 1909.

The parcel mails from Canada are made up at the Halifax Post Office, and parcels addressed to the Bahamas should, therefore, be forwarded promptly to Halifax under registration.

The rate of postage on parcels for the Bahamas is twelve cents for each pound or fraction of a pound; the limit of weight is seven pounds, and the maximum dimensions two feet in length by one foot in width or depth.

STATEMENTS ABOUT STARCH.

An authority on starch says:

There is a good deal of powdered or pulverized starch used in various branches of manufacture. Bakers, confectioners, ice cream and candy makers require a finely powdered, thoroughly dried article, free of moisture, with a high degree of absorptiveness, and employ this grade of goods for moulding, as well as manufacture of gum drops, lozenges, chocolate creams, etc. Laundry and edible starch is made from precisely the same stock, the raw material being identical. The process is a little different at some stages of manufacture, more especially in respect to the length of time the stock is kept in the kilns drying. Lump or laundry starch takes longer to dry than powdered. Lump starch of the best quality takes about twelve days to dry out thoroughly, while the powdered or pearl only takes relatively two days, which accounts in a measure for the difference in price.

PERTH CORRESPONDENCE

Aug. 4—The Inspector of Weights and Measures visited town last week and we hear the usual complaints in connection with his charges. Grocers in most cases paid from 75c up to be simply told their scales were correct. The Inspector would spend 10 minutes probably, collect his dues with 10c additional for cartage and then move on.

Quite a number of pails of wild raspberries and blueberries from the hill district west of here have been shipped in. They found ready sale last week at $1 each.

A number of stores are this year handling beans by the pound instead of quart and taken all around it seems fairer.

C. A. Farmer & Son have added a 10 foot counter refrigerator to their store fixtures. This keeps fruit, meats, etc., in first class shape. It can be used as a counter and shows goods in the refrigerator to the best advantage.

With the exception of hay, crops in this section are in first class shape. Good crops will mean solid autumn business.

Last Monday was Perth's civic holiday. Travelers always lose quite a little time through civic holidays coming on different days in different places. Would it not be a good thing if one civic holiday common all over the province could be arranged.

Travelers are booking orders for salmon for fall delivery; $1.70 is being asked for best grade of "talls."

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

There is a good demand for CHERRIES, RASPBERRIES, POULTRY, dead or alive, and we have the customers. Let us have your consignments.
THE DAWSON COMMISSION CO., TORONTO



Sea Foods that give satisfaction

Quality, Cleanliness, Purity, Wholesomeness are all found in

Celebrated Brunswick Brand



Look at the splendid selections:

¼ Oil Sardines, ¾ Mustard Sardines, Kippered Herring, Herring in Tomato Sauce, Finnan Haddies, both oval and round tins, Clams, Scallops.

Stock your shelves with them. They are a remunerative line for you.
They will give your customers perfect satisfaction.

ALWAYS DEPENDABLE.

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.

That Nice, Creamy Corn

Say, isn't it hard to secure? There is no line of canned goods in which it is more difficult to please critical customers. So you certainly are anxious to get the BEST.

"Ice Castle" Brand

IS

Unequalled in Canada

Packed right on the border of the U.S., where the famous Maine corn grows.

We guarantee it to be superior to anything in Canada.

Write to us for samples and prices.

J. W. WINDSOR : Montreal

Packers of largest variety canned foods in Canada.

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Corlstine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

TO WHOLESALE TRADE:—
Buy your

Whole Spices, Coffees, Sardines, etc.,

from

H. COLLINGS & CO.

16 Philpot Lane, E.C.
LONDON, ENGLAND

"Repeat Orders the Rule"

Quality always right. Shipments prompt.

Agents in MONTREAL, Mr. J. Russell Murray
" KINGSTON, Mr. C. de Carteret.
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bickle & Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.

Established 1856

The Condensed Ads. in The Canadian Grocer bring results

System is Everything

Modern business success is built upon System. The house that is ahead is the one that is best systematized in every detail—especially in the selling end.

THE **Allison** COUPON BOOK SYSTEM

is the most important phase of selling system so far as the grocer is concerned You can get along without them, but not nearly as well as you can WITH them.

How They Work

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.
Order them from your Jobber



LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

ABSORBINE

Full directions in pamphlet with each bottle. $2.00 a bottle at dealers or delivered. Horse Book 9 D free.
ABSORBINE, JR., for mankind, $1 a bottle, removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—
- Tea Gardens of the World.
- Tea from Seed to Leaf.
- Tea from Leaf to Cup.
- The Tea Marts of the Orient.

Part II:—
- How to Test Teas.
- Where to Buy Teas.
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas.
- How to Establish a Tea Trade.
- Tea Blending.

275 Pages Price $2.00
Fully Illustrated

MacLean Publishing Co.
Technical Book Dept.
10 Front St. East - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



Our Guarantee
Goes With Every
ARCTIC REFRIGERATOR

It is built on the latest scientific principles, of honest materials and embodies in its construction so many advantages over the ordinary kind, that you must have a demonstration to fully appreciate our claims of what the ARCTIC will really do.

Our catalogue will tell you more

JOHN HILLOCK & CO., Limited
154 George St., Toronto

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by **BRAND**

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,**
A.B.C. Codes used 4 h and 5th Editions. **LONDON, E., ENG.**

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited



TIME MEANS MONEY

You save both when you have McGregor's Patent

BAG HOLDER

It holds all kinds from ¼ to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.

KILGOUR BROS.
19 Wellington St. West, - TORONTO

Keep Your Gasolene Outdoors

Store it in a Bowser Outdoor Cabinet

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent., through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5045. It's free.

S. F. BOWSER & CO., Ltd.

66-68 Fraser Ave., TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.



Cut 10—Outdoor Cabinet

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

PRESIDENT TAFT'S GOOD EXAMPLE

By A. B. LEVER

PRESIDENT TAFT of the United States believes in trade newspapers. He is such a thorough believer that when he wanted to make an announcement of particular interest to business men of the United States he selected a business man's paper as his medium. It was one of the first acts of his administration.

This is the era of the trade newspaper. At any rate it is the dawn of the era.

Business men the world over are gradually coming to recognize the fact that if they want to reach firms in their own particular line of business the best and most direct method is through the columns of the trade newspaper devoted to their particular interests.

Manufacturers and wholesalers who do not recognize this fact are obviously behind the times. Those who do not catch up are likely to be overtaken and lapped by their more progressive competitors.

This is an age of progressive business methods and those who are not progressive in advertising are like those who prefer to travel by the old fashioned ox team instead of by the swiftly moving express.

Surely if Mr. Taft from his presidential chair is awake to the importance of addressing business men through the columns of a trade publication, manufacturers and wholesalers should not be less awake to their opportunities.

Just as a well aimed rifle carries the bullet to the bull's eye, so the trade newspaper carries the announcement of the manufacturer and wholesaler direct to the customer whom they desire to reach.

No manufacturer or wholesaler can carry on an effective advertising campaign that does not include the use of the trade newspaper.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½ lb. tins, 3 " "	1 25
¼ lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
5 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case).

	per doz.		per doz
Strawberries	3 25	Sweet cherries	2 40
Peaches	2 85	Red currants	2 40
White cherries	2 85	Black currants	2 40
Red raspberries	2 40	Green G. plums	2 40
Black raspberries	2 40	Lombard plums	2 40
Lawtonberries	2 40	Blue plums	2 40
Red cherries	2 40	Pears	2 40
Black cherries	2 40		

Less 12½ p.c. trade discount and 1 p.c. 10 days. Delivered.

SIMCOE PURE PRESERVES

(Packed 2 doz. to the case.)

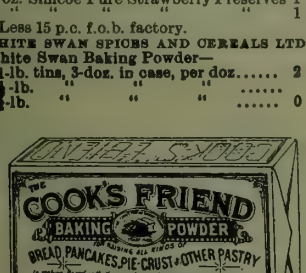
12 oz. Simcoe Pure Strawberry Preserves	1 35
16 " " " " "	1 75

Less 15 p.c. f.o.b. factory.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0

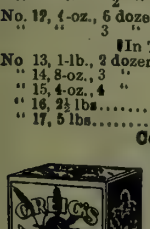


Cook's Friend Baking Powder

In Cartoons	per dozen
No. 1, 1-lb., 4 dozen	$ 4 40
" 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " 2 "	2 20
No. 12, 4-oz., 6 dozen	0 70
" 3 "	0 75
In Tin Boxes	per dozen
No 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs	14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.



White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crispe, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz., $1.40.

White Swan Flaked Rice, per doz., $1.

White Swan Flaked Peas, per doz., $1.

Blue.

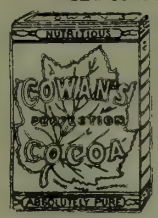
Keen's Oxford, per lb. $0 17

In 10-box lots or case $0 16

Gillett's Mammoth, ½ gross box 2 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—	
Perfection, 1-lb. tins, per doz	$1 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Solu. le, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22
Special quotations or Cocoa in bbls. kegs, etc.	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen b xes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 33
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " ¼ " " "	2.40
½ " " ½ " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto,
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼ & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
½ and ¼ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 1
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

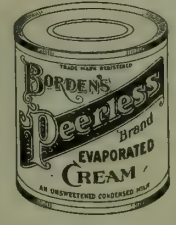
Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00

Evaporated Cream—

"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

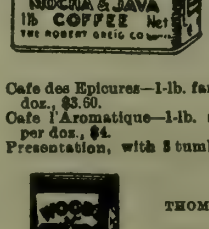
Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 5 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$3 25
Medium size jars, "	1 50
Small size jars, "	1 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

CLARKN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Mon trea

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0
6-oz. "	1 3
10-oz. "	1 8
Quart "	3 7
Gallon "	10 0

Wholesale Agen

The Davidson & Hay, Limited, Toront

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case

Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2
" groats ½-lb. tins	1
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.





Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for 2 80.

5 boxes.... 2 75

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jam—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

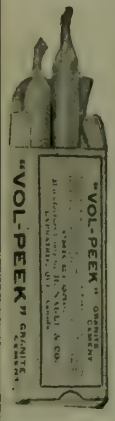
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real, live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.



HERE YOU ARE
A FINE PROFIT WINNER

You never sold anything more popular than this

"VOL-PEEK"

GRANITE CEMENT FOR MENDING HOLES IN POTS AND PANS

A never-failing cement. Can be used on Iron, Copper, Tinware, Aluminum, etc., etc.
Quick seller at 25 cents a package.
Order from your jobber or direct.

H. NACLE & COMPANY, Laprairie, Que,



Royal Polishes

If you would sell a line of polishes that will ever please your trade, by meeting every demand and at the same time a line yielding you BIG profits, stock the above brand.

Prices from

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg H. W. Glassco & Co. Vancouver—Wm. Frichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.



There are many kinds of Shoe Polish, but no brand equals in worth, popularity, brilliancy or durability the ever reliable

POL 2-in-1 ISH

We tell all Canadians who wear shoes that every up-to-date grocer can supply him. Are you handling this widely advertised Shoe Polish or some inferior and unknown brand?

Sold by all Jobbers

The F. F. DALLEY CO., Limited, *HAMILTON, CANADA BUFFALO, N.Y., U.S.A.*

WHITE SWAN

100%

PERFUMED - POWDERED

LYE

BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR
CUSTOMERS

	Per lb
5-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

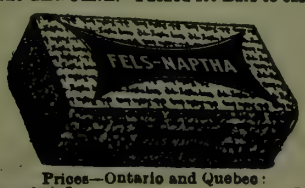


Assorted Case,	Contains 4 doz	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 00
Five cases, or more	4 95



List price

"Shirriff's" (all flavors), per doz. 6

Discounts on application.

THE ROBERT GRIGG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 60 lbs.	0 11
20-lb. Pails.	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10½
Tubs	0 10½
20-lb. pails.	0 11
20-lb. tins.	0 10½
10-lb. "	0 11½
5-lb. "	0 11½
3-lb. "	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 35
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, ½-lb. glass jars	1 75
" " 20 5-lb cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulo large oval sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
2 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wether's condensed, per gross net	$13 00
" per case of 4 doz. net	3 60



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow M.lk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	3 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

No. 1, cases	60 1-lb. packages	$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	30 1-lb. / 60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

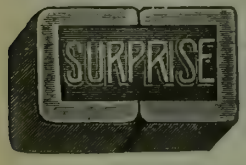
Magpole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	12 00
Straw hat polish	"	18 00



3 doz. to box..... $3 45

6 doz. to box..... $6 90

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered) $3.35 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	per l
Laundry Starches—	
No. 1 White or blue, 4-lb carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 8-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 0[illegible]
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 07½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

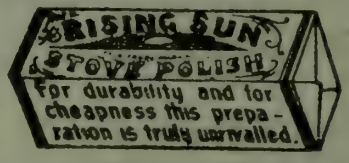
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per ca	3 20

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
3a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼ barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

TEAS

THE "SALADA" TEA CO.



	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEAS

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Green Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 23	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 60
Red Label,	0 43	0 [illegible]

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

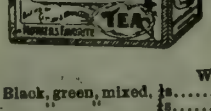


BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 26
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	0 67	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	35c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

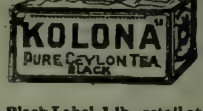


BELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " 1s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ¼s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c	$0	20
" ½-lb., " "	0	11
Blue Label, retail at 30c	0	23
Green Label, " 40c	0	30
Red Label, " 50c	0	35
Orange Label, " 60c	0	42
Gold Label, " 80c	0	55

RIDGWAYS.

London, Vancouver, Winnipeg and Ceylon



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.B., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Hamilton

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 6½s and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug making—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	40
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$12 00
Absorbine Jr., per dozen	2 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch. 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street MONTREAL.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company

10 Front Street East, TORONTO, CANADA

A Car Shortage is Likely

MORAL:
Order now, and avoid possible delay.

SALT
FOR EVERY USE

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



NO TRAVELERS OUT

Are glad so many phoned us.

Did you? If not

Try it and be convinced.

Empire Brand

4 Phones
Free to you
Use them

GEO. E. BRISTOL & CO.

WHOLESALE GROCERS

HAMILTON, - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, AUGUST 13, 1909. NO. 33.



The only argument to advance to a critical customer as to the superiority of one laundry blue over another is

"Keen's Oxford Blue

madam, allows of no comparison. It stands alone and above all others in quality."

For sale by every jobber in Canada.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, **Montreal**

Merit Alone Has Made

Benson's "Prepared" Corn

and

Edwardsburg "Silver Gloss" Starch

The leading cooking and laundry starch in Canada. Fifty years of the public's confidence speaks more for value than tons of printer's ink.

For sale by every jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. **Works, Cardinal, Ont.** **164 St. James St., Montreal**



NUTRITIVE VALUE OF FOODS

TOTAL AMOUNT OF NUTRIENTS AND THEIR FOOD VALUES IN DIFFERENT FOODS FOR 10c.

CALORIES	400	800	1200	1600	2000	Price per lb.	10c. will buy lbs.
Eggs						13½c.	.75
Sirloin Steak						18c.	.56
Beef Rib						16c.	.63
Round Steak						12c.	.83
Milk						3c.	3.33
Cheese						16c.	.63
Imperial Peanut Butter						30c.	.33

What Is Imperial Peanut Butter?

A product of exceptional goodness produced from specially selected Spanish Peanuts roasted by an expert, blanched, cleaned and separated from the skin and kernel and prepared for immediate use under the most scrupulous supervision and sanitary conditions.

Open a bottle, observe the consistency and richness of flavor.

There is not a man alive who does not admit the superior quality and intrinsic value of MacLaren's Imperial Cheese. You find it on the table of discriminating housewives in every country of the world.

The same high standard has been consistently maintained in the production of MacLaren's Imperial Peanut Butter and Imperial Dessert Jelly, which head the list of nut foods and jellies for nutriment and wholesomeness.





Live Wholesale Grocers Handle Them

Manufactured and Guaranteed Pure by

MACLAREN IMPERIAL CHEESE CO., LIMITED

TORONTO, ONT.

Only the Best — Always the Best

is advertised on this page

How Are Stocks?

Just look over your shelves and don't leave it too late, but keep up your supply of

"Thistle" Haddies
The Best Packed
EVERY TIN lined and guaranteed.

Codou Macaroni
The Best Imported.

Cox's Gelatine
—Always—

Griffin's
Seeded Raisins and
Seedless Raisins

Griffin's
PRUNES
(Sterilized)

All packed by pecialists and each the best of its kind.

Arthur P. Tippet & Co.
AGENTS



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

FACE TO FACE BUSINESS
I am on the job all the time. Why not give me a trial?
Grocery and Confectionery Brokerage my Specialty
G. WALLACE WEESE
Manufacturers' Representative 30-32 Main East
Let's get close and talk it over—Now HAMILTON

Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?
Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to
10 Garfield Chambers, Belfast, Ireland.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL

Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.
Special rates for large quantities
Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

D. STAMPER
Wholesale Grocery, Fruit and Confectionery Broker.
Manufacturers' Agent and Warehouseman.
Importing Commission or Buying Agent.
Warehouse: City Spur Track.
Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
SASKATOON,
Western Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines.

W. H. Millman & Sons
GROCERY BROKERS
Toronto

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A,B,C, 5th edition, and private.

Importer, Wholesale Broker and Commission Merchant.
Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties.
Can handle more Good Lines.
G. C. WARREN
P.O. Box 1036. REGINA, SASK.
Established 12 Years.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT
One Car Barbadoes Muscavado
One Car Bright Jamaica Crystal
PRICES SUBMITTED
LIND BROKERAGE CO.
23 Scott Street Toronto

Merchants, Manufacturers and Shippers

We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.
Good track storage.
Advances made on consignments.
J. D. Brack & Co.
Wholesale Brokers
WINNIPEG

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

H. B. BORBRIDGE
Manufacturers' Agent and Broker
OTTAWA
Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

To Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to
THE CANADIAN GROCER
Montreal Toronto Winnipeg

Just the weather you need to help along the sale of

ROWAT'S

LIME JUICE
RASPBERRY VINEGAR
and FRUIT WINES

LARGE FANCY DECANTERS TO RETAIL AT 25c.

ORDER NOW

EBY-BLAIN, LIMITED

Wholesale Grocers, &c. TORONTO

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs	you	20c. for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1.00	"	"	"	70c.

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St., MONTREAL

Kops' Ale & Kops' Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last summer, we should like to make arrangements to supply a sample lot.



THE BEST FOR YOUR TRADE

KOPS' BREWERIES, London, S.W., England

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg.
Kenneth Munro, Coristine Bldgs., Montreal. The Turner Co., 106 Front St. East, Toronto. Royal Stores, St. John's, Nfld.

Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

HAVE COME TO CANADA

With their well-known Brand in Glass Moulds and Tins.

English Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

Excellence of Quality

Guaranteed Pure and all Packed in England

Agents - ROSE & LAFLAMME, Ltd., Montreal



The Factory where the Best Canned Goods in Canada are packed

Now is the time to book that FALL ORDER

THE ESSEX CANNING & PRESERVING COMPANY

LIMITED

ESSEX, ONTARIO

A strong combination-

¶ An extensive garden of three thousand acres in the heart of Prince Edward County, Ontario; a canning factory without a peer in the completeness of its modern sanitary and mechanical equipment, and the cleanliness and skill of its employees; that is the combination which produces "Farmer Brand" Canned Fruits and Vegetables.

¶ Consequently every can of Farmer Brand is pure in quality and perfect in flavor. Farmer Brand brings and retains for you the quality customers —people who want the very best and are willing to pay a fair price to get it.

The Farmers' Canning Company

Bloomfield, - Ontario

The Flavor is Preserved

Some canners preserve the fruit or vegetables only and when you open a tin you would not recognize the taste. It is either insipid, vapid or foreign to what nature imparted. You will never have any cause to complain in the

Old Homestead Brand
Canned Fruits and Vegetables

The contents of every can have the full natural flavor. We claim that our processing methods are up-to-date in every respect. The flavor of Old Homestead products proves it—proves that we have the facilities and "knack" to cook and preserve an article without diminishing its flavor.

Specify Old Homestead Brand
WHEN ORDERING FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton, Ontario

What's in that Jar?



Nothing but pure fruit and pure granulated sugar, for it is the widely known and absolutely pure

E.D.S. Brand Jams and Jellies

How do the retailer and consumer know that these products are 100 per centum pure? Because they have been tested by a Dominion Government Analyst and his finding is on record.

ALL PROGRESSIVE GROCERS HANDLE THE E.D.S. BRAND

E. D. SMITH'S FRUIT FARMS, - WINONA, ONT.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED Purveyors to H.M. the King, Mayfair Works, Vauxhall **LONDON - ENG.**

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

Ginger-Bread
BRAND
Molasses

Simply Out-Classes—That's All

Packed in tins, 2's, 3's, 5's and 10's.

Pails, 1's, 2's, 3's and 5's, and in bulk.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

O K

THE COLD MEAT

SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—MacKenzie & Co.
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

WAR DECLARED

on dirty hands

and SNAP wins all along the line in chasing paint, tar, stains or dirt of any kind.

SNAP

leaves the hands clean and smooth, and is antiseptic. It has many imitators but no equal.

Order from your jobber

The Snap Co., Ltd. Montreal, Canada





Border No. 2001—Cut-out over a plain stripe, also shown with matched hanging, in the W. F. Co.'s line for 1910.

IF you would leave a Wall Paper sample room perfectly content and with the conviction that you've "got the goods," wait till our man shows you

The Watson-Foster Line for 1910

No deadwood, bright, clean, well-colored, low and medium goods, a large range of original, catchy and artistic practical novelties, "cut-out" borders, etc., low-graded in price. Every book has something you need and can easily handle if you wish to make your business

An Artistic and Commercial Success

The WATSON-FOSTER CO., Limited

Montreal

SPECIAL VALUES in Valencia Selected Raisins, also in California Seeded Raisins. 16-oz. cartons.

June and July Cheese A fair assortment at right prices. We buy on the Board and never buy culls.

JOHN GARVEY

Wholesale Grocer, - - LONDON

BRANCH WAREHOUSE AT SARNIA



THE PUREST AND BEST

ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER

ALWAYS READY—NEVER FAILS

A QUICK SELLER

EVERY CAN GUARANTEED

Manufactured by



St. Charles Condensing Co.

INGERSOLL, ONTARIO

CANADA



"Canada's Pride"

Canned Goods Still Leads

We would advise that we are now running heavy on Peas, packing a finer quality than we have ever turned out because of the excellent condition of the raw material, which with our careful handling, fine equipment and unequalled sanitary factory, enables us to far excel in quality any previous year.

These same conditions will apply to the full line of fruits and vegetables which we pack.

Don't be deceived by Brands and Trade Marks similar to ours which some packers are using, trying to place on the market inferior goods on our well-earned reputation.

Canada's Pride stands for Cleanliness and High-Grade Quality

One trial will make you a strong friend of "Canada's Pride."

To be had of the following wholesale representatives: Wm. Galbraith & Son Montreal, Que.; Fenwick, Hendry & Co., Kingston, Ont.; Medland Bros., Toronto, Ont.

PACKED ONLY BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO



PROFIT OR LOSS ?

Many merchants ask themselves this question. They may be selling lots of goods, booking a great many accounts and filling up their shelves with new goods. BUT—PROFIT OR LOSS?—That's the question. To be successful you should know just how you stand every day. If there are leaks in your business don't wait six months or a year but stop them at once.

THE McCASKEY CREDIT REGISTER SYSTEM

will give you complete information at a glance.

Credit Sales	Accounts Receivable
Cash Sales	Accounts Payable
Cash on Account	Merchandise or Stock Account
Exchange Sales	Daily Financial Statement
C. O. D. Sales	Proof of Loss in case of Fire

The McCASKEY is SYSTEM—with only one writing

System Spells $ucce$$ and profit.

Information free for the asking. Drop us a postal.

The McCaskey Register Co.

Cor. Hughson and Rebecca Streets - Hamilton, Canada

If you attend the Toronto Exhibition don't fail to see our display.

Old Friends Are Best

An old friend that has stood
the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E.
London, England

The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

The Queen Quality Leads

WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is overlooked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get in them

PURITY, PERFECTION and SATISFACTION

Manufactured by

The BELLEVILLE CANNING COMPANY
BELLEVILLE - - - ONTARIO

ARRIVED

CAR LOAD Butter Bowls

14 in. to 23 in.

WHITE WOOD

Ask us for price.

Walter Woods & Co.

Hamilton and Winnipeg

To the Trade:

Of Course YOU Know That

CEYLON TEA

makes

BEST ICED TEA

but

Do You Impress That Fact Upon Customers?

Its Lemony Flavor

Just Suits Hot Weather Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impairing Its Tonic Values.

H.P. SAUCE

IS SELLING VERY FREELY

Shows a good profit and the demand is constantly growing.

Wouldn't it be worth your while to stock it?

It brings new and permanent customers.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.
Colville, Smith & Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



Valencia Raisins

A. MAHIQUES PARIS
DENIA

For Quality and Price

This is What Buyers Say of this Brand:

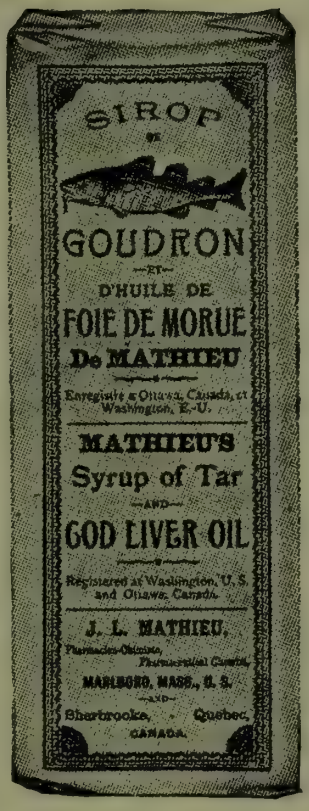
Nov. 25th, 1908.

"It gives us great pleasure to say that "the A. Mahiques Paris Brand Fine "Selected Raisins purchased from you "this year have turned out exceedingly "fine in quality. We have compared "them with what we considered other "first-class brands, and in our opinion "they are superior to any Fine Selected "we have examined this year."

Thos. Bell, Sons & Co.

AGENTS

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it. Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

Canada First Evaporated Cream



Put up in air tight sanitary cans without solder or acid. The milk from the cow to the can is under strict sanitary supervision and is pure.

The demand for a cream richer in butter fat and phosphate properties than ordinary cream is increasing daily. Are you catering to that demand?

Order from your wholesaler

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

Get up-to-date and handle

Schram Automatic Sealers

——The only fruit jar.——

The Davidson & Hay Ltd., Wholesale Grocers Toronto

About Marmalade

You cannot turn out a high quality marmalade in a month, any more than you can turn out an architect.

Experience always counts. The marmalade maker must learn by experience. The architect must learn by much study, and some experience.

JOHN GRAY & CO., LTD., Glasgow, Scot., have been turning out high-class marmalade for many, many years.

That's why you can count on their goods.

SNOWDON & BORLAND, Agents
34 GUARDIAN BUILDING - - MONTREAL



Poor cocoanut may spoil a fine cake.
Woe be unto the grocer who sells a second-class article.
Do not run any risk; sell the best; years of satisfaction.

McLEAN'S
WHITE MOSS BRAND
COCOANUT
The Canadian Coooanut Company
Montreal

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The
Canada Sugar Refining Company, Limited
MONTREAL, QUE.

That Delicious Lemonade Powder—

Yes, we are the makers of it, and, most assuredly, these are the days to sell it. Everybody wants it. It's a most popular drink for the dog days, so easily prepared —only add cold water to our powder.

8-oz. and 4-oz. packages.

Cold Spring Lemonade Powder

You Sell For 20c. and 10c.

Supplies from

S. H. EWING & SONS, Montreal and Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST

VINEGAR



LONDON, ENGLAND — MADE FROM THE FINEST MALT

COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co , South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

Big Call for

Lytle's Lime Fruit Juice

AND

Raspberry Vinegar

Do you wonder at it? The heat of August will make anyone thirsty. Besides these drinks are of the kind that make satisfied customers---and are to-day one of the best selling lines on grocers' counters.

Keep your stocks well up.

The T. A. Lytle Co., Limited

Sterling Road, Toronto, Can.

NEW SEASON'S

Raspberry, Black Currant and Cherry Jam

Now Ready for Delivery

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

JAPAN TEAS

We have a good assortment of New Teas on hand. We invite Jobbers to write us for samples.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Quality, Purity and Cleanliness

Just how heavily these count is attested by the fact that the best merchants always give the preference to Borden's Brands, and by the further fact that the great majority of consumers will consider no others.



The Original.



Leaders of Quality for Over 50 Years.

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Banner and Princess Brands Condensed Milk.

¶ Just you try them in your own home, and then you'll take a real pleasure in recommending them to your most particular customers.

WRITE FOR PARTICULARS.

John Malcolm & Son,

ST. GEORGE, - ONT.

I offer for prompt shipment a very fine parcel of last season's crop

SULTANA RAISINS

AT AN UNUSUALLY LOW PRICE

ANDREW WATSON, Importer

91 Youville Square, Montreal



Imperial Evaporated CREAM

A cream that is made in a modern factory, by experts, from the yield of the cows in the finest dairying district in Canada.

The Best Cream to Sell.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

AUGUST 1st to 14th

Between these dates **PHONE NO. 596** at our expense, mail or telegraph. All orders shipped same day as received.

Special Bargains During Travellers' Holidays.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**



"Cobra" Polish





Is put up in 5 sizes to meet the requirements of all classes of users.

Lay in a little stock of 10 and 15 cent sizes.

They sell freely and easily, invariably give satisfaction and lead to trade in the larger sizes and polishing sets.

Toronto Agents

Chas. Parsons & Son

Front St. E., Toronto

Makers

BLYTH & PLATT, Ltd.

Watford, England

ST. LAWRENCE

GRANULATED

and

GOLDEN YELLOWS

made only from

the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.

MONTREAL

Strength and Purity Are What Count

in the sale of Flavoring Extracts. And for the last quarter of a century, Mr. Grocer,

Shirriff's Flavoring Extracts

have proven the highest in those qualities which tell of superiority and speak satisfaction every time a bottle is uncorked.



IMPERIAL EXTRACT CO., 18-22 Church Street TORONTO, CAN.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

WANTED.

WANTED for Winnipeg house, one revolving, sample tea and coffee table, complete, in good condition. Give full particulars. Box 312, THE CANADIAN GROCER, Toronto. (33)

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office printing machine on the market. Exclusive territory. Send name and address giving occupation and references to THE CANADIAN WRITERPRESS CO., Ltd., 33 John St. S., Hamilton, Ont.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire.

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with established connection with the grocery trade, is open to handle one or two first-class agencies. Box 349, Vancouver, B.C. (39)

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

ACCOUNTS COLLECTED.

DOES ANYONE OWE YOU MONEY? We recover debts and trace missing debtors anywhere. Advice and information free. The Canadian Debt Recovery and Legal Aid Association, Merchants Bank Building, Vancouver.

FOR SALE.

GROCERY BUSINESS FOR SALE on Main Street, Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

GROCERY BUSINESS FOR SALE—Going at cost, about $800; terms if required. James Brooks, Merchants Bank Building, Vancouver. (35)

AFTER TWENTY-THREE YEARS successful retailing I am forced through poor health to offer for sale the largest grocery, confectionery and fruit business in Port Hope. This is an excellent opportunity for a bright man to secure the best paying business here. This is a good manufacturing town (with a rich farming country adjoining), and the store is in the very best location, with a splendid dwelling up stairs and all at a very reasonable rent. Business between thirty and thirty-five thousand dollars last year. All work done by short system—cuts expenses by half. Highest testimonials by bankers and wholesale houses. For further particulars apply to P. O. Box 77, Port Hope, Ontario.

SITUATION VACANT.

WANTED—At once, a thoroughly experienced man for green grocery. Apply Dawson & Co., Brampton, Ont.

SITUATIONS WANTED.

YOUNG MAN of twenty-four wants position as traveler for wholesale grocery or wholesale liquor firm. Knows both lines thoroughly and can make good. Address Box 318, CANADIAN GROCER, Toronto. (38p)

BOOKS FOR THE GROCER.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

IF YOU are a good salesman and can furnish satisfactory references we can place an attractive proposition before you whereby you can build up a permanent income. Give full particulars of experience and how you are now employed. Enclose references. Box 319, THE CANADIAN GROCER, Toronto.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BUSINESSES FOR SALE.

FOR SALE—An up-to-date grocery business in one of the best Western Ontario towns. Address Box 315, CANADIAN GROCER, Toronto. (35)

FOR SALE—Cash grocery business in nice Saskatchewan town on C.P.R. main line. Good district; excellent crop in sight; $3,000 stock; $1,500 will handle. Building solid brick, for sale or rent, easy terms. Address Box 316, CANADIAN GROCER, Toronto. (33p)

FOR SALE—We have a large list of grocery, hardware and general stores in British Columbia from $500 to $50,000. Full particulars on application. List your business with us for quick results. TRITES & LESLIE, 659 Granville Street, Vancouver, B.C. (34)

TO GROCERS—If you are looking for an opening in Vancouver or in any other part of British Columbia, it will be to your advantage to get in touch with us. We have a very large list of good paying businesses which only need aggressive people with some capital. This country is growing rapidly and there are many excellent opportunities for prospective buyers to get in and grow with the country. Correspondence solicited. The buyer pays us no commission. VANCOUVER BUSINESS MART, 9 Hastings Street East, Vancouver, B.C. (tf)

TO MERCHANTS—Do you want to sell your business? We have clients waiting for good propositions. If you desire to sell send us particulars. All information treated strictly confidentially. VANCOUVER BUSINESS MART, 9 Hastings Street East, Vancouver, B.C. (tf)

GROCERY, Provision, Flour and Feed Store for Sale.—Up to date, good new, clean stock. Reason for selling, ill health. A snap. Apply to Mrs. J. D. Wiley, Gravenhurst, Ont. (34p)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scotch, Liverpool

BANKRUPT
Stock For Sale.

I have bought at a favorable price the Warehouse Stock of T. A. Bourque & Co., wholesale grocers, Sherbrooke, who recently failed.

offer this desirable stock at

I **Marked Reductions.**

The stock, all fresh goods; consists of General Groceries, such as Canned Goods, Nuts, Raisins, Fry's Chocolates, Salt, Tea, Coffee, etc.

SEND FOR PRICE LIST.
IT WILL SAVE YOU MONEY.

Victor Archambault
Wholesale Grocer,
SHERBROOKE, QUE.

BUSINESS IS GOOD

you will say and we will save you money in discounts and freight if you stock our full line of—



RICHARDS
Quick Napha Soap
Snow Flake Soap Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Cocoanut of Character—

gives character to the store that handles it.

WHITE DOVE COCOANUT



possesses that qualification.

Ask for prices and samples.

W. P. Downey
MANUFACTURER
MONTREAL



It dries them up **Common Sense KILLS** { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

P. & F.
VINCENTELLI
& CO.
ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF
CANDIED PEELS

Specialities
CITRON, LEMON, ORANGE
Drained, Cut and Candied
Prices and Samples on Application

A LEADER FOR OVER FIFTY YEARS

THE
COOK'S FRIEND
BAKING POWDER



FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.

In making Bread with this powder no fermentation takes place and thus neither acid nor alcohol is formed thereby producing SWEETER, LIGHTER, and WHITER BREAD than by any other PROCESS.

PREPARED ON CORRECT CHEMICAL PRINCIPLES
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

W. D. McLAREN, LIMITED Manufacturers 583-5 St. Paul Street, Montreal

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE EVERYWHERE

When writing advertisers kindly mention having seen the advertisement in this paper.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

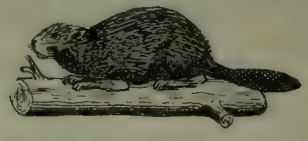
SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

VALENCIA RAISINS

It is just as easy for you, and infinitely more satisfactory to your customer, to secure the very finest quality Valencia Raisins. You are assured of this, and also of uniform packing, if, when ordering, you specify



"BEAVER" BRAND

SPECIAL FANCY QUALITY

This brand has the reputation of being the highest quality obtainable.

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:
ROSE & LAFLAMME, Limited, Montreal and Toronto

A FAIR PROPOSITION



We want to sell you some

PATERSON'S WORCESTER SAUCE

It sells well and gives good profit.

CAN WE?

ROSE & LAFLAMME, Limited, Agents
Montreal and Toronto

There is nothing better on the Canadian Market to-day for Preserving Fruit than

CRYSTAL SUGARS

They will please your customers, and at the same time save you money.

Manufactured by

Dominion Sugar Co., Limited

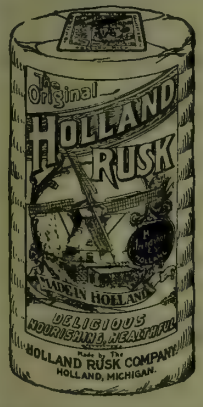
Wallaceburg - - Berlin

Ontario

Representatives:

Mason & Hickey, Winnipeg & Port Arthur. — *H. M. Flock & Co., Vancouver.* — *W. I. Story, Montreal.* — *Medland Bros., Toronto.*

Cyrus King, Hamilton. — *Geo. Wood, London.* — *J. C. Richardson, Sault Ste. Marie.*



HOLLAND RUSKS

WHAT ARE THEY?

Absolutely the most delicious and healthful food on the market. Made of the Albumen of Egg, Pure Butter, Pure Cream, and the most Glutinous Flour. Sold in cake form.

THE FOOD FOR WHICH HOLLAND IS FAMOUS

Get sample

HOLLAND RUSK CO., HOLLAND, MICH.

Sole American Manufacturers

If your jobber cannot supply you, please notify

McGregor Specialty Co.

672 Yonge Street, Toronto

"Reduced in Price but not in Quality."

Mason's Number One Sauce

To Sell now at 15c. per Bottle

Prepared by ***GEO. MASON*** *(The Original)*

From London, Eng.

The Mason, Miller Company, Toronto, Canada

EVERYTHING IN SALT

We manufacture the Best, Cleanest and Purest for all uses. Our

PURITY BRAND

for table and dairy purposes never fails to give satisfaction. Manufactured by

THE WESTERN SALT COMPANY LIMITED

MOORETOWN ONTARIO

Write us for samples and prices.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto
Agents for Quebec:
Messrs. F.L. Benedict & Co., Montreal

SYMINGTON'S
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH

Counter Check Books "Get The Best"

LOBLAW
CREDIT
SYSTEMS

The CARTER-CRUME COMPANY, Ltd.
TORONTO and MONTREAL

Mention this paper

WONDERFUL SOAP
IS
POSITIVELY PURE

That's why you can recommend it, Mr. Grocer, to your most particular customer. It is good value all the way through. Your patrons are not accepting an inferior article to pay for premiums. The quality is put in the soap instead. It is a steady seller and a good money maker—both highly desirable attributes.

Write us for prices.
We pay freight on five case lots.

The Guelph Soap Company
GUELPH, ONTARIO



BALAKLAVA SARDINES

Your years of experience make you a good judge of quality.

Try a tin of Balaklava Sardines. If they appeal to YOU, will they not also appeal to your customers?

We will rest by your decision.

The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; H. D. Marshall, 145 Centre St., Ottawa; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

José Segalerva

Malaga, Spain

LOOK FOR THAT BRAND

When You Buy

Malaga Table Raisins
Malaga Loose Muscatels
Jordan Shelled Almonds
Valencia Shelled Almonds

You will find that the goods have absolutely no superior in the matter of quality and attractiveness of packing. Your most particular customers will be easily pleased with them.

Agents

ROSE & LAFLAMME, LIMITED

MONTREAL AND TORONTO

ROWAT'S

still hold the Premier Position for

Imported Pickles and Olives.

Enquire of your wholesaler for our **New 12 oz. Bottle Pickles which retails at 10c.**

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal Ontario and Quebec.
F. K. Warren, Halifax, N.S.
F. H. Tippett & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver, B.C.
Nicholson & Bain., Winnipeg, Edmonton, Calgary

Quaker Salmon

Just try a tin yourself. See if it is not all that we claim it to be.

Then send us your order, for your customers can appreciate a line which will so appeal to you, a judge that cannot be fooled.

MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

IMPORTED CANNED GOODS

1909 CROP

"SOLEIL BRAND"

The Retail Trade is invited to ask us for quotations for the famous vegetables canned goods of the "Soleil Brand," 1909 crop.

The reputation of these canned goods in Canada is justified by the choice and the quality of the vegetables and their mode of preparation, which preserves all the natural taste and delicacy of the fresh article.

This constitutes the secret of the success secured wherever these goods have been offered to the consumer.

For prices and other information please write or see either of the following firms, who are selling the canned goods of the "Soleil Brand":

Victoria, B.C.,	Simon, Leisser & Co., Ltd.
Vancouver, B.C.,	W. J. McMillan & Co., Ltd.
"	W. H. Walkin & Co., Ltd.
Calgary, Alta.,	Campbell, Wilson & Horne Co., Ltd.
"	G. F. & J. Galt Co., Ltd.
"	L. F. Newburn
Winnipeg, Man.,	Codville Co., Ltd.
"	Jobin, Marrin Co., Ltd.
"	The A. MacDonald Co.
"	The K. Mackenzie Co.
"	Campbell Bros. & Wilson
Toronto, Ont.,	Eby-Blain, Limited
Ottawa, Ont.,	S. J. Major & Co.. Ltd.
Montreal, Que.,	Hudon & Orsali
"	Laporte, Martin & Co., Ltd.
Quebec, Que.,	J. B. Renaud & Co.

TOO MUCH TEA

is carried in stock by the average grocer. He has many different kinds of packet tea on his shelves and if he sells bulk tea his stock is of necessity still larger. There is a lot of dead stock on hand—non-profit producing tea that is continually depreciating in value and quality.

The real, live, up-to-date grocer recognizing the folly of carrying a heavy stock selects

"SALADA"

as a tea that he knows will satisfy his customers. A tea of undoubted superiority, a quick and sure seller with a record of eighteen years reliable service back of it. It pays to cut out the dead lines and concentrate. Then you get quick returns out of every dollar invested.

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 58
American Tobacco Co. 52
Archambault, Victor, & Co. 19
Aylmer Condensed Milk Co. 13

B

Balfour, Smye & Co. 17
Bell, Thos., & Son. 20
Belleville Canning Co. 22
Benedict, F. L. 44
Berry, Wm. 46
Bickle, J. W., & Greening 55
Blue Ribbon Tea Co. 3
Borbridge, H. B. 2
Borden Condensed Milk Co. 16
Bostock, J. J. 41
Bovril, Ltd. 43
Brack & Co. 2
Bradstreet's 58
Brand & Co. 7
Bristol, Geo. & Co. outside back cover
Brown Mfg Co. 63

C

Canada Sugar Refining Co. 14
Canadian Biscuit Co. 49
Canadian Cocoanut Co. 14
Canadian Condensing Co. 16
Capstan Manufacturing Co. 21
Cargill, H. 46
Carr & Co. 39
Carter-Crume Co. 22
Cereals, Ltd. 42
Ceylon Tea Ass'n. 12
Champion & Slee. 15
Christie, Brown & Co. 49
Clare & Little. 2
Clark, W. 47
Clawson & Co. 2
"Cobra" Polishes. 17
Collings, H. & Co. 58
Common Sense Mfg. Co. 19
Connors Bros. 59
Constant, H. 44
Cooper, Cooper & Co. 11
Cornet Chemical Co. 21
Cote, Joseph. 52
Cowan Co. 50
Cox, J. & G. 51

D

Dalley, The F. F., Co., Limited. 62
Davidson & Hay. 14
Dawson Commission Co. 58
Dignard, Ltd. 49
Domenech, Mahiques. 20
Dominion Molasses Co. 8
Dominion Sugar Co. 21
Dominion Warehousing Co. 2
Downey, W. P. 43

E

Eastern Canning Co. 22
Eby-Blain Limited. 3
Edmonds & Baker. 41
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 40
Enterprise Mfg. Co. 60
Escott, W. H. 46
Essex Canning Co. 5
Estabrooks, T. H.
Evans, F. G., & Co. 41
Ewing, S. H., & Sons. 14

F

Fairbank, N. K. 20
Farmers' Canning Co. 5
Fearman, F. W., Co. 44
Fels & Co. 42
Fisher, A. D., & Co. 59

G

Garvey, John. 10
Gibb, W. A. Co. 54
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 47
Goodwillie & Co. 67
Gordon, McDonald Co. 18
Gorham, J. W., & Co. 2
Gormam, Eckert & Co. 59
Grant, W. J. 52
Gray, Young & Sparling. 46
Guelph Soap Co. 22
Gunns Ltd. 44

H

Hamilton Cotton Co. 63
Hamilton Stamp & Stencil Co. 64
Hill, Wm. A. 18
Holland, Rusk Co. 21
Holbrooks, Ltd. 38
H. P. Sauce. 13
Hough Litho Co. 20

I

Imperial Extract Co. 17
Imperial Tobacco Co. 52
Irish Grocer. 2
Island Lead Mills Co. 59

J

James Dome Black Lead. 66
Jameson Coffee Co. 41

K

Kilgour Bros. 59
Kops Ale. 4

L

LaFrange & Co. 46
Lake of the Woods Milling Co. 53
Lambe, G. W. A. 2
Laporte, Martin & Co. 24
Lear, Sidney. 42
Leitch Bros. 48
Lind Brokerage Co. 2
Loggie, W. S., & Co. 59
Lucerna Anglo-Swiss Milk Choc. Co. 49
Lytle, T. A. Co. 15

Mc

MacNab, T. A., & Co. 2
McCabe, J. J. 54
McCaskey Register Co. 11
McDonald, Gordon & Co. 18
McDougall, D., & Co. 52
McIntosh, F. R. 41
McLaren, W. D. 19
McLeod & Clarkson. 41
McVitie & Price. 50
McWilliam & Everist. 54

M

Magi Water. 61
Magor, Frank. outside front cover
Mahiques, Domenech. 24
Malcolm, Jno, & Son. 16
Marshall, Alex. 41
Marshall, E. A. 41
Mason, Geo. & Co. 45
Mason & Miller. 21
Mathieu, J. L., Co. 23
Michigan Show Case Co. 63
Midland Vinegar Co. 13
Millman, W. H., & Son. 2
Mollin's Food Co. 19
Montreal Biscuit Co. 52
Mooney Biscuit and Candy Co. 51
Morse Bros. 62
Mott, John P. & Co. 50

N

Nagle, H. 62
Napanee Canning Co. 10
National Licorice Co. 39
Nelson, Dale & Co. 50
Nicholson & Bain. 43
Nickel Plate Stove Polish Co. 66
Nishimura, S. T. & Co. 15

O

Oakville Basket Co. 46
Oakey, John & Sons. inside back cover
G. K. Sauce. 8
Old Homestead Canning Co. 6
Oldford, T. C. 46

P

Paradis, C. A. 48
Paterson's Sauce. 20
Pickford & Black. inside back cover
Poulton & Noel. 4

Q

Queen City Oil Co. 19

R

Richards Pure Soap. 19
Ridgways' Tea. 19
Robertson, R., & Co. 41
Rose & Laflamme, Ltd. 63
Rowat & Co. 23
Ryan, Wm. Co. 44

S

St. Charles Condensing Co. 10
St. Croix Soap Co. inside front cover
St. Lawrence Sugar Refining Co. 17
"Salada" Tea Co. 25
Sanitary Can Co. inside back cover
Scott, David, & Co. 18
Segalerva. 23
Smith, E. D. 7
Smith & Schipper. 48
Snap Co., Ltd. 8
Snowdon & Borland. 14
Sprague Canning Machinery Co. 42
Spratts Limited. inside back cover
Stamper, D. 2
Stevens-Hepner Co. 64
Stevens & Solomon. 55
Stewart, I. C. 58
Stringer, W. B. 55
Symington, T. 22

T

Thurston & Braidich. 43
Tippet, Arthur P., & Co. 1
Todhunter, Mitchell & Co. 40
Toledo Scale Co. 9
Toronto Salt Works. 46
Truro Condensed Milk Co., Ltd. 44
Tuckett, Geo. E., & Son Co. 51

V

Verret, Stewart Co. outside back cover
Victoria Fruit Exchange. 41
Vincentelli, P. & F. 19

W

Wagstaffe, Limited. 15
Walker Bin and Store Fixture Co. 58
Walker, Hugh, & Son. 55
Warren, G. C. 2
Watson, Andrew. 16
Watson, Foster Co. 9
Watson & Truesdale. 2
Weese, G. Wallace. 2
Western Salt Co. 21
Wethey, J. H. outside back cover
White & Co. 55
White Swan Spice & Cereals, Ltd. 42, 46, 48
Wilson, Archdale. 52
Wilson, W. Harry. 41
Winn & Holland. inside back cover
Wiseman, R. B. & Co. 43
Wood, Thomas, & Co., Ltd. 63
Woodruff & Edwards. 59
Woods, Walter, & Co. 11

Y

Young, W. F. 58

The Policy of Plain Speech as a Business Method

How it Works Out in Every Day Relations With Travelers and Customers—Straight Talk Does Not Imply either Discourtesy or Distrust — The Business Community Attaches No Permanent Value to the Name or Standing of a Citizen Who is all Things to all Men—How the Bearer of a Tale Will Always Carry One as Well.

By G. B. VanBlaricom.

"Oh ! I am a plain speaking man and I tell people just what I think. I do not beat about the bush. I would not say behind a man's back anything that I would not just as leave tell him to his face."

You have heard business men and others talk like this. Of course, a man at all times can say exactly what he thinks and in whatever way he pleases if he does not care whether he has any friends. The man who really speaks as forcibly and pointedly as he at times feels and who lives up to all the verbal bluster about what he is going to do and say, is, however, about as extinct a specimen in the human race as the mastodon is in the animal kingdom.

There are many things to remember, and one of them is important. It is to the effect that a man, who carries a tale will also bear one. If a traveler comes into your place of business and tells you how much he sold Kennedy up the street, and imparts other information to you in strict confidence that "Kennedy is in pretty low water," or "has had some domestic difficulties," that self same representative is going to tell the next merchant he meets something about you. You, perhaps, think not, but the man who will come up and make a special exception in your case and glibly remark in a low voice : "Well, I will tell you, but you must keep the thing under your hat as I secured the information in confidence," is going to do the same thing with any private or personal news that you may give him.

The best way in the world to practise secretiveness regarding any project or undertaking of which, you do not wish the public to learn, is never let anything pass your lips and then you are sure that nothing will leak out. Few men, no matter how honorable in other respects, can or will keep information confidential. They may not reveal facts intentionally or with any malice, but the tongue often slips and the lips are not always locked. I am speaking strictly of business associates and organizations—not fraternal societies where secret obligations are never broken. You, who belong, know why, and you, who do not belong, might join and find out.

Ordinarily when ten or twelve men are gathered together to transact the business of a municipality—if the sederunt is a secret one—you can easily find one or two members who will talk or tell things on the quiet. The newspaper reporters know this. The alderman or councillor may not tell a scribe direct but he is almost sure to convey some information to a friend or associate and thus the recondite intelligence leaks out.

Both Varieties Illustrated.

There is a merchant in the town of Goderich who will not listen to anything secret or confidential. He is not communicative by nature and he does not want to burden his mind with any information that he is not at liberty to tell if he desires. When a traveler starts to tell him something and remarks casually, "Now you had better not let anybody know about this," the reply will come : "I do not want to hear about it. I have no secrets myself and I do not want to carry any. You need not tell me anything that you do not desire repeated." That man is a plain man and he can be trusted for he will not assume any obligations under false pretences. There is a grocer in Fort William who invariably imparts information with the remark : "Now please don't say anything about what I have just told you." The next man that drops in will probably secure the same information accompanied by the identical admonition of "Don't tell that please." One day an acquaintance entered his store and heard the proprietor telling another man exactly the same thing as he had spoken to the caller about a few hours previously, and the business man wound up with the instruction not to mention the thing

"Oh !" said his unexpected caller, "that is what you were telling me a few hours ago, and here I find you going over the same matter with this man. I thought the whole affair was confidential. I guess you are like the old lady who always asked her friends not to repeat to others anything they heard from her. She wanted the supreme and sole pleasure of telling others herself. She did not want her acquaintances to get ahead of her in purveying any gossip of the community."

The business man, who is really busy, who is anxious to get ahead, who attends strictly to his own affairs, has little or no time for listening to confidential yarns or nasty financial rumors about others. The less attention he pays to silly stories and often unfounded reports the better he will get on himself. A good rule to follow is do not be the means of spreading anything that will tend to injure the credit or standing of your competitor. It may some day have a boomerang effect. Stray reports are very much like chickens—they have the instinctive characteristic of coming home to roost. As Schiller says : "the truly excellent character is made up of strictness towards oneself and mildness towards others."

What does strictness toward oneself mean ? It means that frankness, directness and honesty pay. A traveler calls on you. You are tied up with another house, you do not like his goods, the last wares were not up to the mark or you think that you can do better elsewhere. Do you tell him so ? Oh, no, you say that would be folly. It would be poor policy, short-sighted or unwise. Would it ? Do not be too sure of your footing when you assume this attitude. You seek refuge behind generalities that trade is bad, that you are stocked up to the limit in his line, that you are going out of that class of goods, that you are very busy now, or that you will give him an order the next time. If you have some fault to find with him or his goods tell him so freely and fearlessly. No sensible man resents criticism or remonstrance if it is given without malice, in a spirit of fair play and in accordance with the facts. If a kick is justified—and not made on general principles or force of habit—it will receive attention. Don't resort to all the miserable subterfuges or excuses possible when you know that you need goods or are not going out of a certain line. If you would prefer to buy from another man or another house, why not tell the representative who calls. You have not the backbone, the virility or the fortitude. The hardest word in the English language to pronounce and stick to its meaning is "No." That is the reason you have so many dollars of useless and worthless accounts on your books at the present day. You cannot tell a customer the same thing in a general all round manner as you do a traveler. You cannot so misrepresent your attitude or position, as those around you every day know differently; therefore, you grant credit. It is the thin edge of the wedge, and now the rift of bad debts is large enough to sink the whole barque. What you lacked was a little plain speech ability. Remember frank, honest statements need not be discourteous or even crisp.

Regular Day for Travelers.

There is a dry goods merchant in St. Thomas who sees any and every traveler at an appointed hour each day. He does not seek to dodge them, to slip out of the back door, tell them to call around in the afternoon and then conveniently be out, that he will give them an order next time and so forth. He is straightforward and direct in all his relations and dealings with them. At a certain time he will meet all on hand and look at samples. To No. 1 he will say, "No, I do not want anything in your line. Your house did not live up to its agreement last time and I do not intend to deal with you any more." To No. 2 he will remark, "Your goods were not up to sample last time or they were not shipped when promised and I will not do anything with you this time. Good-day, sir." To No. 3 the statement may be made, "I can do better with a house in Hamilton than I can with your firm and their wares are not only, in my opinion, better in quality and weave, but they take with my customers better. I intend sticking by the concern whose products give me every satisfaction." To No. 4 he will add : "All right, I will take a couple of dozen of those on the same terms as last time. I find they are up to the mark and they please the public." To No. 5 he will observe : "You may send me so many yards. I will give your goods a trial. I have never carried them, but I am willing to take a chance to see what they amount to."

All useless discussion and faultfinding are eliminated and the man's "no" or "yes" means something. He says exactly what he means and means precisely what he says. While pointed and attentive, he wastes no words. He will listen to any reasonable explanation, but no suavity, jollying or persuasiveness will change his attitude once his mind is made up. He knows pretty nearly what he wants and has the faculty of decisiveness. The most difficult individual to sell to is the one who does not know what he wants, has no definite idea and cannot make up his mind.

Some years ago a member of the Dominion Parliament was elected to represent a certain city constituency when there was a change of government at Ottawa. Naturally the new member was besieged on all sides for positions by office seekers. He grew tired of the incessant pestering to which he was subjected and to nearly all that called he would tell them straight off the bat that he could do nothing. He would not hold out a single false promise or plea that he might do something. If he said "no" he meant it. He perhaps was a little blunt at times, but his brusqueness was one of manliness and honesty. If he informed an applicant that he thought he could do something for him, the applicant could rely on this assurance. If the M. P. said, "No, all the jobs in that department are filled and I have others on my list whom I think have better claims than you," he probably lost the vote of the fellow at the next election. Now after many years the plain-speaking representative is looked upon as one of the best friends that the city and citizens ever had. He did not get the nomination of his party next time because they said he was too abrupt in manner and speech. A suave, smooth, plausible lawyer secured it the next term and was elected. He could not say "no" directly to anybody, and he kept hundreds in suspense about what he was going to do for them. He really did nothing and the applicants, growing tired of his indefiniteness and equivocation, turned him out. The party next sought the man, who had lacked tact and diplomacy so they said a few years ago, but he would not have anything to do with the proposal to be a candidate again. The election was lost to political opponents. To-day the former blunt and straightforward ex-M. P. is regarded as one of the best representatives that ever sat as the champion of the people in the legislative chamber. He was not appreciated at the time, but he is spoken of now as a rare example of an honest man, and is regarded with more favor and honor than if he held a cabinet position. The man who sticks to his word, who will not quibble, hold out false hopes and promises may be down to-day, but in the end, whether he is in business, politics, trade or commerce, he wins the most lasting gratitude. The fellow, who trims his sails to catch every passing breeze of approval, who cannot refuse anything for fear of giving offence and who resorts to all sorts of evasions and shifting to escape responsibility, condemnation or criticism, in the end is looked upon as a jelly fish or a willow. His place is not one of commanding respect or implicit confidence. He is not that strong type who earns enduring favor and lasting gratitude.

The man who is of the most value in any calling or community is the one who knows the advisability of adopting firm attitude and changing not until he has a good reason or sees new light. He is a man who, if he makes a mistake, is not afraid to own up to it or offers an apology if necessary. You always know where to find some men. They are the solid, progressive and independent members of any town or city. They are worth more to the stability and public spirit of a place than any other factor. The ship that is always slipping from her moorings is apt to drift on the rocks and the rudder that permits the boat to veer from her path, in time of stress or storm, causes disaster.

One of the best safeguards and equipments that the man in business can have is a mind of his own, an ability to say "no," the courage to stand a little criticism and to pursue a course that he has outlined. This truth may be old and homely in its application, but ask any traveler whom he would rather do business with—the man who speaks out and tells what he thinks or the one who goes around the corner, says one thing, then comes back and says something else. Honesty is a broader term than simply meeting your obligation promptly and fully. It includes the wider interpretation of being honest with yourself, your opponents, your employes, your convictions and your speech.

New Uniform Bill of Lading Coming Into Fffect

Railway Commission Approves New Form—Win for Shippers —Comes Into Force October 1 Next — Committee's Harmonious Work.

On October 1 next a new and uniform bill of lading will come into effect in Canada, which it is believed will fairly well satisfy the shippers of the Dominion, who have had cause for complaint in the past.

The Board of Railway Commissioners at its sitting in Ottawa on July 15, took up the matter of the complaint of the Canadian Manufacturers' Association, respecting the terms and conditions of carriage embodied in the bills

"A"

Form of Order Bill of Lading approved by the Board of Railway Commissioners for Canada.

Order No . . .
Shipper's No . .
Agent's No . . . .

ORDER BILL OF LADING—ORIGINAL.

RECEIVED, subject to the classifications and tariffs in effect on the date of issue of this Original Bill of Lading, at . . . . . 19 . . from the goods described below, in apparent good order, except as noted (contents and conditions of contents of packages unknown), marked, consigned and destined as indicated below, which said Company agrees to carry to its usual place of delivery at said destination, if on its road, otherwise to deliver to another carrier on the route to said destination. It is mutually agreed, as to each carrier of all or any of said goods over all or any portion of said route to destination, and as to each party at any time interested in all or any of said goods, that every service to be performed hereunder shall be subject to all the conditions, whether printed or written, herein contained (including conditions on back hereof) and which are agreed to by the shipper and accepted for himself and his assigns.

The surrender of this Original ORDER Bill of Lading properly indorsed shall be required before the delivery of the goods. Inspection of goods covered by this Bill of Lading will not be permitted unless provided by law or unless permission is indorsed on this Original Bill of Lading or given in writing by the shipper.

The Rate of Freight from . . . . . to . . . . . is in Cents per 100 lbs.

If Special per . . . . . .

If Times 1st	If Class	If Class	If Class	If Class	If Class	If Class	If Class	If Class	If Class	If Class

(Mail Address—Not for purposes of Delivery.)

Consigned to ORDER OF . . . . . .

Destination . . . . . Province or State of . . . . . County of . . . . . .

Notify . . . . . .

At . . . . . Province or State of . . . . . County of . . . . . .

Route . . . . . Car Initial . . . . . Car No . . . . . .

No. Packages.	Description of Articles and Special Marks.	Weight. (Subject to Correction.)	Class or Rate.	Check Column.

If charges are to be prepaid, write or stamp here, "To be Prepaid."

Received $ . . . . . to apply in prepayment of the charges on the property described hereon.

Agent or Cashier.

Per . . . . . .

(The signature here acknowledges only the amount prepaid.)

Charges Advanced:

$ . . . . . .

. . . . . Shipper.

Per . . . . . Agent

Per . . . . . .

(This Bill of Lading is to be signed by the shipper and agent of the carrier issuing same.)

Form "B" differs from form "A" above in that " 'straight' bill of lading" is substituted for " 'order' bill of lading" in the reading, and the second paragraph is omitted. There is this difference, too, while the "order" bill is negotiable, the "straight" bill is not.

of lading of the railway companies. The Manufacturers' Association was supported by the Bankers' Association and various boards of trade.

Counsel representing the Grand Trunk, Canadian Pacific, Canadian Northern and Michigan Central railways were present, and the sitting was presided over by Hon. J. P. Mabee, Chief Commissioner. He was assisted by Commissioners D'Arcy Scott, Hon. M. E. Bernier and S. J. McLean.

The commission heard the complaint and after considering the draft forms of the bills of lading, agreed upon by the committee of shippers and railway representatives to overcome the difficulties, alleged and acknowledged, set their approval by ordering that the two forms of bill of lading for use in Canada be approved, and that they take effect on October 1 next.

The differences between the carrying companies of the Dominion and the manufacturers and shippers of the country are of long duration, and the culminating point may be said to have been reached a year ago, when at the suggestion of Chairman Mabee that the shipper and carriers should get together a number of semi-public bodies, decided to take action. The Canadian Manufacturers' Association took up the matter, and at a meeting of board of trade representatives held at Toronto a committee of shippers was appointed to try to remedy the existing state of affairs by striving for the enactment of a simple and uniform bill of lading for the whole Dominion. The railway companies were not averse to discussing the question, and a number of conferences were held. The work of the committee throughout was of a harmonious character, and all parties worked for a shipping bill which would meet the approval of both the railway companies and the shippers. The text of the forms was agreed upon months ago, but only now has the Railway Commission set its seal of approval upon it.

From the Shippers' Standpoint.

The new bill differs from the old forms in that the latter, according to the shippers, was made by the carriers for the carriers, while the former is devised by the carriers for the shippers. The new bill is simple, containing but 11 sections as against 27 in the old bill. The two forms are worded almost alike, one being for consignments "to order," and the other for "straight" consignments. The shippers gain an important point in that the new bill makes the railways responsible for loss or damage through negligence in transport or delivery. It also makes the initial carrier responsible for shipments of goods to destination, even though the consignments have to pass over other roads in Canada, or over United States or other foreign roads with which there is a joint tariff arrangement. There are as well some minor additional obligations placed on the carrying companies.

The new bill compares favorably with the uniform bill of lading approved by the Interstate Commerce Commission of the United States on June 27, 1908, in that the carrier there is responsible for goods while in transit over its own line only. There are ten sections in the U. S. uniform bill of lading. In general the Canadian bill is based on the form used in the United States.

How the new bill will be received by shippers generally it is yet too early to conjecture, but the various members of the committee interviewed on the subject, stated emphatically that they were well pleased. Much of the credit for the putting through of the bill is due to Jas. E. Walsh, transportation manager, Canadian Manufacturers' Association, Peleg Howland (of H. S. Howland, Sons & Co.,) chairman, and C. B. Watts, President Dominion Millers' Association, vice-chairman, transportation committee of Toronto Board of Trade, F. G. Morley, secretary Toronto Board of Trade, Hugh Blain, of Eby Blain Co., and the other members of the committee.

Wind-Mill Tea Window in a St. Thomas Grocery

T. S. Poole, a Successful Grocer Who Left The Teaching Profession—Pays Careful Attention To Appearance of the Store Front—Butcher Shop Recently Added.

T. S. Poole, of St. Thomas, is one of the men who have come into the grocery business from the profession of teaching and have made good. The accompanying photograph of his store shows one of the most attractive store fronts in the thriving city of St. Thomas. Mr. Poole is located not on the main business street but in a residential district. He entered business eight years ago and despite difficulties that would have turned aside less persevering men and in the face of strong opposition has done well and established himself firmly in the trade.

Last autumn, Mr. Poole put in this handsome store front, refitted his store and added a butcher department with fresh, cured and cooked meats. Each of the windows is 12 feet wide and one of them is given up to meats and the other to groceries and both are always attractive.

The store which is 40 x 42 feet is filled with patented pivotal bins, a number of silent salesmen and other thoroughly modern grocery fixtures. Mr. Poole employs five clerks and has two delivery wagons.

He is not one of the grocers who is just "making wages" in business—he is fast making for himself a competency.

The window reproduced here is an example of the interest he and his clerks pay to display. The windmill idea is neatly worked out and presents an attractive picture.



A Window Recently Displayed by T. S. Poole, St. Thomas, Ont.

WASHING STORE WINDOWS.

Strange as it may seem, says the Sydney Storekeeper, there is a right and wrong way to wash windows, and as this operation is usually dreaded, the following method will doubtless be appreciated, as it saves both time and labor. Choose a dull day, or at least a time when the sun is not shining on the windows, for when the sun shines on the window it causes it to be dry streaked, no matter how much it is rubbed. Take a painter's brush and dust them inside and out, washing all the woodwork inside before touching the glass. The latter must be washed slowly in warm water diluted with ammonia—do not use soap. Use a small cloth with a pointed stick to get the dust out of the corners; wipe dry with a soft piece of cotton cloth—do not use linen, as it makes the glass linty when dry. Polish with tissue paper or old newspaper. You will find that this can be done in half the time taken where soap is used, and the result will be brighter windows.

Merchants Organize for Better Protection

Western Business Men See the Necessity to Jointly Cope with Obstacles of the Present Day—Manitoba Premier's Promise Regarding School Book Contract — Deputation Calls to See Him.

Staff Correspondence.

Winnipeg, Aug. 9.—The retail merchants of Winnipeg met on the evening of August 4th and practically completed the organization which has been under way for some time. The election of officers proved an onerous task due largely to the fact that many merchants did not clearly understand the situation and were wont to discuss question after question which incidentally came to their attention. It cannot be said that the business meetings were well managed, But it cannot be laid to the charge of the management.

The merchants were bound to proceed cautiously, and master thoroughly every detail of business connected with the organization. This tendency, together



W. R. MILTON.
Proprietor of Three Confectionery Stores in Winnipeg, Who Was Elected by Acclamation, President of The Retail Merchants' Association of Western Canada.

with the lack of knowledge of parliamentary discipline, which was in evidence seriously impeded the progress of business and made the various proceedings rather tedious.

The main thing, however, is that the purpose of the merchants has been accomp'ished. They needed to be convinced that an association was necessary for the welfare of all concerned. Arguments in favor of an association have been sounded far and wide, and there are few who have not responded by expressing a willingness to form the association. And now that it is formed, the only thing that remains is that they will continue to abide by their conviction, by standing firmly as a body in order to benefit in a legitimate way the general retail business of the west.

There was one particular issue which was brought to the attention of the merchants by M. Moyer, of Toronto, which greatly accelerated the formation of a strong organization. The merchants were urged by him to approach the Government as a body and request that the retail trade, as well as the wholesale, be protected by the school book contract, which is to be awarded soon. The merchants in western Canada have had a just cause of complaint in the past, on account of the favor shown mail order houses. The Government mail regulations are such as to be extremely detrimental to the retail trade of the country, and when a Government will go much farther and award such a contract as has been awarded to a mail order house in Toronto, it is an incentive to the retail merchants to rise in a body and make legitimate claims for their protection.

Waited on the Premier.

The merchants of Winnipeg and the west were not slow to respond to that appeal. At the last meeting a deputation, consisting of five retailers, was appointed to approach the Government as representatives of the association, requesting that special deliberation be taken in the matter of awarding the school-book contract.

The Premier of the province has notified the retail merchants that the contract will not be awarded until he has met the deputation in company with the Minister of Education.

The merchants elected by acclamation W. R. Milton as president of the association. Mr. Milton has had considerable executive experience, being head of the manufacturing, wholesale and retailing confectionery business which bears his name. He is also president of the Caterers' Association of Winnipeg, and alderman for Ward Four. He is supported by W. T. Devlin as vice-president. An executive board consisting of five was elected to act in conjunction with the president, vice-president and secretary in managing the affairs of the association. This consists of A. T. Connell, druggist; John Dyke, grocer; Horace Chevrier, clothier; Norman Lindsay, music dealer, and G. J. Hyndman, clothier. The matter of entrance fees was discussed at some length, it finally being decided that the executive should look into the matter and report at the next meeting. The merchants seemed to be favorable to the sum of $10 as sufficient membership fee, and it is expected that the executive will recommend this amount.

After a Good Secretary.

The appointing of a permanent secretary was left to the executive committee. The reason for doing this was on account of the prevailing opinion that it is the most responsible position in the organization, and also because of the cautiousness, which was intensified by the recent difficulties of the old association. At present J. S. Clark is acting as secretary, and has been for some weeks. He is an applicant for the position of secretary, and in any case will receive wages pro-rata of the salary offered to the permanent secretary.

Mr. Clark's chances of appointment depend largely upon the manner in which he fulfils his present duties. There are several applications filed for the office, but few of the applicants are widely known. That Mr. Clark is eligible is evident from the fact that in the past he has filled offices of considerable trust



JOHN DYKE.
Winnipeg Grocer Unanimously Elected a Member of the Executive of the Retail Merchants' Association of Western Canada.

with entire satisfaction. He recently resigned from the position of manager of a branch of the Northern Crown Bank.

F. J. Lewis, representing Holbrooks Limited, is in Montreal, calling on the trade.

W. P. Eby, of Eby, Blain, Ltd., has been doing some great stunts while cruising on the yacht "Merrythought" on Lake Ontario. In the Cobourg-Charlotte races the "Merrythought" came first in every race but one, but owing to time allowances she was given only one first, two seconds and a third. This week Mr. Eby was at Bowmanville.

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WEEKLY MARKET FEATURES.

A resume of the grocery markets from the Atlantic to the Pacific displays some interesting conditions. In Halifax hams and bacon have reached the highest points in years. The same market indicates a cut in condensed milk prices of about a dollar a case. Flour prices have declined there, as well as in Quebec and Toronto.

The syrup market is higher in Winnipeg and evaporated apples are also up a quarter of a cent. The latter are also dearer in Montreal and Toronto, the cause being the depletion of stocks. Both rolled oats and cornmeal quotations are higher in Winnipeg as well.

There is always one week in the year during which it is practically impossible for dealers to obtain fresh fish. The present week is peculiar in this respect.

Following a lemon famine of a week or ten days ago, there was plenty of this fruit offered for sale this week and prices declined. Although sales were splendid during the hot days, some quantities were put in cold storage for the time being.

Canadian vegetables of almost all varieties are arriving on our markets and prices are becoming easier.

IN A PROGRESSIVE AGE.

Conservatism is truly making a rapid flight from the business arena. It is being supplanted everywhere by modern methods, which shows that this old world, from a business standpoint at least, is developing along the proper lines.

Where a manufacturing concern considers it part and parcel of its annual programme to set apart a week for the education of its salesmen, it is worthy of more than a passing consideration.

This is what the A. J. Deer Co., Hornell, N. Y., is doing. This year a big convention was held at which all the company's salesmen were present and every department of the institution studied. This undoubtedly fits the men for accomplishing better work than they have been doing in the past and makes them feel that their employers are taking an interest in them other than from the mere fact that they sell the company's goods.

The A. J. Deer Co. expended a considerable sum of money entertaining these salesmen, both socially and by showing them exactly what there is in the company's establishment and what it can turn out. That this is valuable to the concern as well as to the commercial men cannot be contradicted.

The idea is not entirely a new one, but it certainly belongs to modern times and it is progressive. This company is to be commended for its enterprize and liberalism ; and it all goes to show the truth of the old proverb that when we help others we help ourselves.

SALMON RUN AT THE COAST.

The salmon run on the Pacific Coast is up to the normal on the United States side for a big year, but from reports received at the beginning of the week has been going slowly in the Fraser river. The fish pass through United States waters first and accordingly the catches in the traps are large. The averages from the cannery boats, however, are much better, the catches being from 50 to 160 on the average.

Reports from the Skeena give no sign of improvement, though on the Naas the run is satisfactory. The prediction that the big run would start with August 1st, as previously pointed out in these columns, has proved correct, and shows that there was little reason to believe that the run was late or that it was not to take place.

The surplus catch on the United States side is being shipped to Canadian canneries and the manufactured product will be returned, thus securing a refund of 99 per cent. of the import duty. This course will be pursued until the Canadian canneries can get all the fish they want in their own waters.

Prof. David Starr Jordan and Prof. E. E. Prince, comprising the international fishery commission, returned to Vancouver this week from the north. They made the statement that the proposed regulations relating to fisheries in international waters contiguous to the Dominion and the United States would not go into effect until the season of 1911. They will be published, however, next December, so that canners will be enabled to familiarize themselves with them. While in the north, the discovery was made that the salmon in the Naas and Skeena rivers are of a totally different tribe than those in southern waters, and are surprised that the find was not made before. This week, the commissioners are studying the salmon among the islands in the Gulf of Georgia.

VISIT OTHER TOWNS.

An exchange suggests that merchants should take a day off occasionally and go to some strange town where they can study windows and store interiors, unbiased by the prejudices and preferences that always warp our judgment in the midst of our own business acquaintances. Besides, whole towns sometimes get into a single rut; and then again, whole towns not far away may be most wondrously enterprising or may release their surplus energy along channels new to us.

In the home town we can never get quite away from the tradesman's end of the telescope. In a strange place we are only one of the gazing crowd and we see things from a different point of view.

The comments of these passing strangers, too, will do us good. A casual criticism may point out a fault in window construction that we have been guilty of a hundred times and never noticed. If one of our neighbors dared to call attention to it we would say to ourselves, "Oh, well, that is only old Mossback's judgment; what does he know about window dressing? He never dressed a window in his life." The criticism of a stranger forces us to realize that this is the way our window looks to some of the public, and we profit by the suggestion

An occasional day spent away from familiar scenes is a good thing in any case, though we are too apt to spend it in some big city, where, we mistakenly believe, all good ideas originate. Sometimes we could learn more of practical value in our every-day business by spending the time in some town similar to our own, where the people are no more metropolitan in their tastes, and where their natural limitations are more in harmony with ours.

A country town of 4,000 people may learn much from a city many times its size, but much of it will be little suited to rural conditions. The small town needs some of its lessons from progressive members of a similar class.

THE ADULTERATION OF FOODS IN CANADA

Recent analyses of Canadian foods as reported by the Department of Inland Revenue of the Dominion government, indicate that food adulteration in Canada is fairly common. This is a matter which deserves every consideration of the officials of the government who have the health and best interests of the consuming public at heart.

There is of course, another phase of the question affecting the grocery trade in general, which is often lost sight of by the men at the helm. It is the injustice done to honest manufacturers by those who adulterate foods and do not comply with the adulteration act.

It stands to reason that every manufacturer who produces an inferior article because he adulterates it, can sell that article to the trade cheaper than the manufacturer who turns out absolutely pure goods. The law plainly states that if an article is adulterated the fact must be made known on the label by use of a word or phrase indicating that it is a "compound."

But here is just where the trouble has been. Manufacturers have sent out adulterated goods and sold them as pure. They have therefore not only broken the law, but have injured their honest competitors who declined to follow their examples.

The other day a dealer stated to The Canadian Grocer that the sales of his firm in cream of tartar alone had fallen off one-half this year so far, when compared with the same period of a year ago. He was positive that it was the adulteration of cream of tartar by some of his competitors that was the cause of it. Alum is the chief adulterant used in cream of tartar and with the cost of this placed at about 1½ cents per pound compared with cream of tartar at from 20 to 25 cents per pound, it can easily be seen why the manufacturer who adulterates his goods can sell cheaper. Necessarily, if he is not checked in the ways, his honest competitor must lose.

This is not as it should be. It is not a square deal and should not be tolerated by any government.

Coffee is another food which comes in for a considerable share of abuse. The chief adulterant is chicory, a root somewhat similar to the parship. In Canada, however, chicory, is used extensively because a portion of the trade demands a good 'drink' at a comparitively low price. One dealer stated that he believed 90 per cent. of the coffee used in this country contains chicory. Another stated that not more than 50 per cent. was adulterated and that this was done to supply the demand principally of large lumber and construction camps who wanted a good drink, but who did not care to pay a high figure. The average retailer, he claimed, bought pure coffee, and many added the chicory in their own stores providing customers desired it. Some of the houses who use it neglect to state on the label that a "compound" article is being offered for sale.

As to whether chicory deteriorates the quality of the coffee is a debatable question. One broker stated that "it puts body in it," and he preferred its use. Another said: "The best houses never use it."

It is claimed by some that if chicory were not used, the sales of coffee in Canada would not be large. In the United States coffee is probably the national drink and prices, being highly competitive, are low. In this country if only pure coffee were used, the dealer declared that consumption would decline as higher prices would prevail. He stated, however, that a cheap coffee could be offered, but this would be much inferior in quality to the mixture of chicory with pure coffee, while the difference in price would be little. In view of such conditions he maintained that the compound article was in greater demand than the cheaper coffees.

Government records show that adulteration has been going on in peppers, cloves, jams, wines, etc., but they indicate that in some cases at least it has not been so prevalent of late. However, the question is one that should be gone into thoroughly, principally for the protection of those manufacturers, distributors and retailers, who want to be honest with their customers and who represent their goods to be exactly what they are.

WEIGHT OF BREAD.

TORONTO WORLD.

Much misapprehension seems to have spread about the terms of the Bread Act, passed by the legislature in 1908. Some people even argue that there is no control over the weight of bread, and that there is no standard loaf. The standard loaf, according to the act, weighs three pounds. This is the large loaf. The small loaf is half the size. Sub-section (1) of section 1 of the act (chapter 56, O. S., 1908) makes this clear:

> No person shall make bread for sale, or offer bread for sale outside of the municipality wherein the same was made, other than fancy bread, except in loaves weighing either one and one-half pounds, or three pounds avoirdupois.

Loaves of fancy bread similarly must be of the weight of either 16 or 20 ounces avoirdupois.

Inspection is provided for, by the act, in the factory in which the bread is made, for all bread. Bread sold outside the municipality in which it is baked may be inspected for weight where it is offered for sale. Toronto bread offered in Hamilton can be inspected in Hamilton. Hamilton bread offered in Toronto can be inspected in Toronto at the store where it is being sold.

NEW BILL OF LADING.

An announcement which will be hailed with delight by the manufacturing and business community of Canada is one made this week by the Canadian Board of Railway Commissioners to the effect that they have approved of the two forms of the new bill of lading. The text of the bill was agreed upon some months ago by a committee representing the manufacturing, railroading and shipping interests. Many conferences were held before an agreement was reached, but the final draft was considered the best for all parties.

The new bill is simple. It contains only 11 sections as compared with 21 in the old bill. An important point is this: That it imposes on the carrying companies additional obligations; making them responsible for negligence in transport or delivery; and it also makes the initial carrier responsible for a consignment of goods to destination, even though the goods pass over other lines in Canada; or the goods are handled by U. S. or other foreign companies with which there is a joint traffic arrangement. This is a great gain for shippers, because the old bill was made by the carriers for the carriers; while the new bill is practically made by the carriers for the shippers. Instead of the carrier when answering a charge of negligence simply stating that it had done its duty, it must now under the new bill prove that the loss was through no fault of the carrier or its agents. The bill comes into force on Oct. 1.

LEARN DETAILS OF BUSINESS.

The young man who hopes to have charge of a business some day, should never lose sight of the fact that it pays to learn every detail of the business. Every day some little thing comes up, though a mere incident and possibly passed over without digging down to the bottom of it, should be treated differently by the young man who would make a success of life.

Never allow these little details to pass without making yourself thoroughly familiar with them, for they are business lessons, and the more of them absorbed while working for another, the fewer of them will be stumbling-blocks when it comes time to manage the business yourself.

Review of Ontario Grocery Trade Happenings.

Ingersoll Grocery Plans to Have Public Shop Early — Cutting Gem Jar Prices in Ottawa—Progress of Collection System in Guelph, Brantford and Wallaceburg — London Grocers to Hold a Donnybrook Picnic—Merchants in Kingston Talk About Cash System.

INGERSOLL.

August 11.—A plan worthy of commendation is being followed each week by F. McDougall. He has inaugurated Friday specials, doing extensive advertising, in which a complete line of all seasonable articles are mentioned. The object of the plan is to induce the people to do extra purchasing on Fridays and thus lessen the volume of business on Saturdays, which never ceases until a late hour. This policy seems worthy of consideration and the pity is that all merchants cannot arrive at an understanding and close their stores at a stated hour. This would surely bring about a greater uniformity of purchasing, and the merchants and their staffs would enjoy many leisure hours that are now spent behind the counter. In the larger cities among the largest mercantile firms, the early movement seems to be growing and when the question is pondered on there seems no valid reason why merchants should have to keep their stores open until the midnight hour on Saturday nights. What the people want is systematic education along the line of early buying. It is a well-known fact that many people will go "down town" on a Saturday night and promenade for several hours before turning their thoughts to their purchases. Then at the last moment they will drop in on the butcher or the grocer and invariably want immediate attention and their orders "sent up." A special inducement, if it is really necessary, to get the people to shop early is certainly a move in the right direction, and there is no day to which it applies with greater force than Friday. The plan inaugurated by Mr. McDougall is undoubtedly a good one and one by which merchants in general should benefit in time if it proves a success.

OTTAWA.

August 11.—There was a large supply of every variety of vegetables on the Ottawa market on Saturday morning, and the attendance was large. Prices seemed fairly low, except in the case of eggs. An aeroplane does not seem to be in the same class with the hen fruit for upward flights these days and it was selling in the majority of cases at 30c a dozen. The lowest figure at which eggs retailed was 28c. Butter, however, was about the same price as usual. Potatoes were cheaper and new ones could be purchased for $1 a bag.

Grocers in Ottawa seem to be buying their fruit on a much better system this year than in previous years. They purchase through brokers, who give the price of the fruit for the following day. The merchant gives his order before noon and the following morning at 6 o'clock his goods are at the express office. In this way the grocer has all afternoon to quote prices to his customers on the fruit for the following day.

The deal by which A. E. Rea & Co., Toronto, secure from Thomas Lindsay his controlling interest in the big Ottawa departmental store firm of T. Lindsay, Limited, was completed last Friday by a cash payment of an amount in the neighborhood of a quarter of a million dollars.

Chas. E. Bucklee, of Park, Blackwell Co., called on the trade this week.

H. D. Marshall, formerly with the F. J. Castle Co., wholesale grocers, of this city, has opened an office and is carrying on business as a manufacturers' agent and broker.

Tommy Reynolds, of the Quaker Oats Co., spent last week in the city in the interests of his firm.

W. A. Rae, the "sour" man for the vinegar firm of Wilson, Lytle, Badgerow Co., has been calling on the trade here.

F. W. Huband, for over 25 years with Bate & Co., has severed his connection with that firm, and is now in the brokerage business for himself.

The "Old Dutchman" has been in the city for the past two weeks and about every third grocer has an old Dutch window display.

The departmental stores are again cutting into the gem jar business and advertise jars at from 10c to 15c per dozen cheaper than the grocers can sell them.

Collections are slow, owing to the fact that persons owing bills go off on a holiday and think the grocer can wait for his money. He gets his goods for nothing and his profits are large. Yes, of course!

GUELPH.

August 11.—J. A. McCrae is at present holidaying in Muskoka, but is expected home in a few days.

W. H. Lillie, of the staff of A. J. Groom's, Upper Wyndham Street, grocery left the first of this week for two weeks' vacation which will be spent with friends near Fergus.

Miss MacGee, accountant in the office of R. & J. H. Simpson, wholesale grocers, of this city, is spending her summer holidays in Muskoka.

"Bob" Robinson, clerk in Hadden's grocery store, Quebec Street, who is an active worker in the Clerksj and Salesmen's Association, being secretary, informed your correspondent that in order to get themselves out of debt, the association was contemplating holding another Annual Clerks' Day at Exhibition Park. They will have races and games in the afternoon, with a band concert at night. The date will likely be the 26th of this month.

Roy MacDonald of Beaton, Walter Grindlay of Guelph, and Mr. Snell, all travelers for the firm of R. & J. H. Simpson, are taking their summer holidays. Mr. Snell is visiting friends in Toronto and contemplates a trip through the Thousand Islands, while Albert Simpson, son of J. H. Simpson, another traveler, is spending a pleasant month touring around the country in his fine red auto.

Thursday, August 12th is the date set apart for the annual picnic of J. A. McCrae's employees. Extensive arrangements have been made this year to make the picnic a great success. The picnicking grounds will be at Elora. About fifty dollars in prizes will be distributed among the winners of the races and other events.

D. A. Scroggie, the official collector of the Retail Merchants' Association, pursues the even tenor of his way with enthusiasm and persistence that is bound to bring results. He keeps on making the dead-beats unhappy and the merchants happy. The first quarter of his current year has just been completed and as a result the money collected directly by him has amounted to $900. This is only what he has collected directly. There have been more bad accounts paid in by the blacklisted ones to the merchants to whom they owe, but the extent of these settlements is not and cannot be known, until they are totalled up at the end of the year. Compared with the splendid showing for his first year as collector, when in the twelve months he raked in $2,300, the results of Mr. Scroggie's labors for this year are gratifying indeed.

BRANTFORD.

August 11.—The system of collecting bad debts through the agency of a paid collector appears to be giving satisfactory results in this city. Norman Willitts, the collector, is well satisfied with his efforts thus far, and the merchants, on the other hand, are loud in their praise of the possibilities which the system offers. A careful estimate on the part of the collector shows that about $14,000 is outstanding on the books of the merchants who are in the organization and whose interests so far as bad debts are concerned, will now be in the hands of the collector. It is expected that considerable of this amount will be secured through the medium of the agency, while much more will be paid promptly in the future by reason of the lists which the collector will maintain, showing all customers who are owing debts. In this respect Brantford, in the past, has had quite a record. Not very long ago a local merchant, in retiring from business, offered to sell $3,000 worth of accounts for $100. This merely serves to show the extent to which the credit system prevailed and the disastrous results which attended it. Great things are expected of the new system.

Mr. Costin has sold his grocery business on Marlboro Street and will move to the outskirts of the city. He formerly conducted a business in the country and on two or three changes recently has made handsome profits.

The soap works, on Clarence Street, have been closed up on order of the board of health and city council. In

addition, the owner was fined $200 for failing to obey the order of the court to cease manufacture. The whole trouble arose over the company coming into the city and commencing the manufacture of soap in a residential district without a license. The residents made protests and the works were declared a menace. The manufacture will be continued in the county.

The Barnum & Bailey circus will be in Brantford next Saturday. Other points in Ontario will also be visited. The circus carries 1,400 people and there is a good chance for a quick turnover by grocers, butchers and bakers in catering to the wants of the aggregation.

One fad which has taken hold in Brantford is the issuing of monthly papers by business men. The idea has considerable to commend it for the cost of paper, printing and distribution is very slight. Through this means the dealer, once a month, can get personal attention in practically every home in the city, and if he has the right kind of material to offer is certain to reap considerable surplus trade. Besides, it advertises his name. The paper need not be a large affair. The style being used here is merely a leaflet of four pages, or one sheet of paper folded. The folded page is probably about 6x8 inches. It is a new and very attractive form of advertising.

J. Church has taken the position at the Cash Bargain Grocery left vacant by D. D. Butler.

Frank Main has been recently engaged as clerk at E. Kitchen's North Ward store.

BRACEBRIDGE.

August 11.—Saturday the streets of our town were lined with shoppers from the lakes. This trade is growing year by year and our merchants are alive to meet it.

Kirk Bros. have a pretty window of breakfast cereals. It suggests easy housekeeping during hot weather.

We are having a rest for two weeks from the continual rush of travelers. Not that the merchant does not like to see them, but a rest in that line always gives them a better reception after the two weeks are over. It is only too bad the grocers and clerks could not do the same.

Speaking about travelers, they certainly are up against it during the summer months. Running into towns that have a civic holiday and summer half-holidays at different times is not pleasant. Something might be done forcing all towns and cities to observe a civic holiday at one time.

Alfred E. Munday, a former Bracebridge grocer, now of Toronto, is in town renewing old acquaintances. "Alf" still has a warm spot in his heart for old Bracebridge.

Your correspondent visited Parry Sound on August 4th. He had the pleasure of visiting several grocery stores, and found them up-to-date, especially the store owned by Perks & Son.

On Saturday our grocery windows were decorated with a bountiful supply of all kinds of fruit and vegetables. Joe Meyers, Melville Ross, L. A. Lacey, Kirk Bros., Armstrong & Gillespie, R. A. Lawson and Hutchison Bros. were all showing up-to-date window displays.

TORONTO.

August 11.—Vegetable growers declare that there will this year be a shortage in the onion crop in this district, and the tomato crop is also predicted to be on the short side. This was the conclusion arrived at at the regular monthly meeting of the Ontario Vegetable Growers' Association, Toronto branch, on Saturday night, over which President Thos. Delworth, Weston, presided. The growers report a none too favorable vegetable outlook for York and Peel. The cold spring, with its consequent late seeding, was the first setback, and now the drouth, following on a period of rain, threatens to wither up a large part of the crop. This is especially true of onions, and general indications also are for a shortage in tomatoes. Cabbage, cauliflower and celery, which have a longer season of growth, stand a better chance. Late seeding does not affect them so much as it does onions and tomatoes, which should mature by the end of August. The potato crop looks promising all over the country, and in the Dixie district is above the average.

The bread question in Toronto is attracting considerable comment. City Solicitor W. C. Chisholm has reported to Mayor Oliver that the city has no power to control the weight of loaves of bread made and sold in Toronto, except in the case of fancy bread, which must have a label on it showing that it is fancy bread and stating the correct weight. Bread made outside the city and sold within must be standard loaves of either 1½ or 3 lbs. weight, or, if fancy bread, 1 oz. or 20 oz. weight.

LONDON.

Aug. 11.—With all the travelers off the road, wholesale trade was quiet last week, and it will likely remain so until after the men with the samples get back to their duties again, on Monday next.

Both raw and refined sugars remain firm and the prices of teas of all kinds keep up. There is little change in coffees. From reports received by local brokers, Valencia raisins are going to be a good crop. No quotations have yet been received.

Seasonable holiday quietness prevails in the local retail trade, and dealers are taking advantage of it to arrange outings. Members of the Retail Grocers' Association have decided to hold what is known as a "Donnybrook" picnic, at Dorchester, on Wednesday afternoon of next week, and that there will be a lively time goes without saying.

A change has taken place in the Gorman-Eckert firm. R. C. Eckert, whose health of late has not been all that could be desired, is withdrawing his active interest in the big spice manufacturing and canning concern. It is understood that Charles W. Nicholls, traveler for A. M. Smith & Co., who has a financial interest in the Gorman-Eckert Co., will quit the road and devote his time and energies to the interest of the latter firm.

Wholesale grocers here are expecting an advance of fully 25 per cent. in the prices of canned peas shortly, owing to the shortness of the crop. The canners, it is stated, are finding it impossible to get enough peas to meet the demand.

Every fourth year is supposed to be a big year for salmon, and as this is a fourth year a big catch was expected. According to reports received by brokers, however, the catch will not be what was anticipated.

CHATHAM.

Aug. 11. — Monday was Chatham's civic holiday, a circumstance which rather foreshortens the week for business concerns, all the stores being closed.

M. Muire has opened a grocery and shoe repairing shop—a novel combination—at the corner of Murray and Prince Streets, where W. J. Radley formerly carried on business. Mr. Muire is starting out well by making use of some advertising space.

An important business change took place last week at Thamesville, when Smith & Climie disposed of their large stock of groceries, dry goods, etc., to Robinson & McGuire, of Strathroy.

Harold Little, of the Star Grocery, Ridgetown, is spending a month's holidays at Terrace Beach.

The pickle factory at Leamington is a busy place just now, about 60 hands being employed, and this number will shortly be increased. B. W. Cox, a Leamington merchant, who grows vegetables as a sideline, was among the first to deliver cucumbers. It was thought that the pickle crop would be short, owing to drouth, but recent rains will probably prove beneficial.

Leamington vegetable growers recently took advantage of the Dominion Government's offer and shipped a carload of tomatoes on a cold storage car to Winnipeg. The cost of shipment was 11 cents per basket, a government employe accompanying the shipment to supervise distribution. The growers are carefully watching the results of the experiment, which, if successful, will be followed up.

D. W. Newcombe last week celebrated the completion of his thirtieth year in business in Thamesville, he now holding the distinction of being the only man in the village who has carried on business continuously at the same stand during that length of time.

The collection scheme recently inaugurated by the Wallaceburg merchants' as-

sociation is working well. Mr. Askunas, the official collector, returned $505.80 collections for the month of July alone, which is a very substantiol record, considering that the system is still practically in its inception.

The King Edward grocery is out with a handsome new delivery outfit, both horse and rig. The outfit has come in for quite a few favorable comments.

Soft drinks are much in evidence in grocery windows, and grocers who have been handling this line steadily for several years report that there is a fairly good family trade. It has to be developed, however. The business involved quite a bit of work for the grocer, owing to the fact that the bottles are charged to him, credit being allowed for returned empties; which means that every order involves two trips, one to deliver the bottles and one to secure them after the customer is through. Carefully kept track of, however, the business pays.

A scheme for keeping track of gross receipts from the sale of different lines of goods which could be easily adapted to a grocery or general business not large enough to be regularly "departmentized" is being employed by S. F. Park & Co., druggists. The firm's cash register has an attachment for recording sales by each member of the staff, sales being distinguished by the letters A., B., C. and D. Instead of following the original intention, the letters are apportioned to various classes of goods, such as, A., drugs; B., pipes and tobaccos; C., candy and stationery; D., sundries. Frequently a merchant wishes to keep tab on the sales of competitive lines, and the use of cash register keys in this fashion would facilitate the work.

KINGSTON.

August 11.—Kingston is getting more like New York every day, since August set in with 90 to 99 degrees in the shade and blisters on the sun. Yes, it was a trial Saturday for the farmers' wives and daughters sitting on the rigs selling roasters and broilers with their mouths wide open gasping for air. The hot rays of "Sol" had a softening effect on farmers Smith, Jones, Brown and Maclean—not a hot raise but a hot drop in prices. The grocers had things their own way and bought up bargains galore. "I never saw farmers," said Jim the grocer, "haul so much money out of their pockets to make change. The jingle of silver in their pockets reminded one of winter sleigh bells."

Stanley Sharp, son of Major Sharp, and a clerk in Crawford's grocery, met with a sudden death recently by falling off an iron bar supporting a swing at Ontario Park.

After all debts were paid, the treasurer of the grocers' picnic declared a dividend. This added to the bank account will come in handy for a rainy day.

Travelers say there is a short crop of peas and advise the buying of futures in canned goods as they are sure to go up. All bosh! No one can tell yet. Who can foretell the price of sugar? Oftimes raws go up in New York and our sugars go down 5 and 10c. No one knows why. "Buy as you need," a wise wholesaler told me once, but we will not profit by experience; we do like to gamble a little.

Leading grocers and drygoodsmen are quietly talking of the feasibility of driving a few spikes through their ledgers and putting their business on cash basis. The shoe dealers took this stand three years ago and are delighted. There are no worried faces and wrinkled foreheads now. Is the millenium coming?

Notes from the Maritime Provinces and Quebec

Flour Prices Decline in Halifax—Montreal Grocers' Association Watching Sunday Sellers—Business Conditions in Sherbrooke.

MONTREAL.

August 10—The Retail Grocers' Association is carrying on a vigorous warfare against Sunday vendors in Montreal and during the week three were fined. The Association seems determined to check illegal Sunday selling claiming that to them it is an injustice. Those who appeared before the Magistrate were:—Bessie Weinster, 336 Visitation street; Dominico Maschette, 527 St. Timothee street, and Lewis Rodler Spicer, of 11 Dorchester street east. They pleaded guilty and each was fined $5 and costs. The Grocers' Association is keeping a rigid watch out for any further violation of the law in this regard.

HALIFAX.

Aug. 10.—The wholesale grocers report trade in fairly good volume. The travelers now on the road are sending in satisfactory orders, and as a whole, business shows considerable improvement, outside of the mining districts in Cape Breton. The effects of the strike are being severely felt in the eastern part of the Province. With this exception, the outlook for a good fall trade appears to be excellent. The fruit and farm crops generally are very promising, fishing is good, and altogether, conditions are encouraging. Pork of all kinds is very scarce, and the price quoted is high. The few barrels now on the market are selling at $25.50 to $26.50. Hams and bacon have also advanced, the prices now quoted being higher than for many years. Hams are selling at 16¾ to 17 cents, and roll bacon in barrel lots at 15 cents. New Valencia onions are now on the market, and are selling at 3¼ cents per pound. There has been a cut in the prices of condensed milk and cream. The former selling price was $4.80 per case; it is now being offered to the trade at $3.75 per case.

There has been a change in the price of sugars. Standard granulated is quoted at $4.75; bright yellow at $4.55, and Austrian at $4.55. Large shipments of sugar continue to come along from the West Indies for the local refineries. Fruit is in good supply, and prices are easing off some for such stock as pears and peaches. The quality of the former is only fair, no first-class fruit being on sale yet.

Butter is steady and firm, and no immediate change in the price is looked for. Small tubs of fresh dairy butter continue to come along and it finds a ready sale. There is a heavy falling off in the receipts of eggs and the supply of fresh laid stock offering is very small. Fresh eggs at retail are selling at 25 cents per dozen. There is only a very light demand for case eggs.

The prices of flour have declined about 20 cents per barrel. The Halifax market, however, is fairly firm and stocks are barely sufficient to carry dealers over until they can receive lower priced goods. The mills have been offering at various prices for shipment—all the way from the 10th to the end of August and the further off the shipment, the lower the quotations. One wholesale dealer says: "This weakening on the part of the Ontario millers is always epidemic at this particular season, and after the fit has passed, they usually awake to the fact that they have been offering to purchasers at less than cost, and this, it is thought, will be felt more pronounced this year than in some former seasons, as the European market is willing to make contracts at better prices than are being quoted to the Maritime Provinces. It is the opinion of the trade that prices will settle down about $1.00 under the highest price reached, and taking the season of 1908-09 as a criterion of the wheat crop of the world, it is only reasonable to expect $7.00 flour after the first of January next." Quotations are:—

Royal Household, Purity, Five Roses, and Five Stars	$ 6.85	$ 7.00
Ontario Blends	6.10	6.40
Rolled Oats	5.75	5.85
Feed Flour	1.85	
Manitoba Oats	.63	.68
Cornmeal	1.75	1.80
Beans, prime	2.30	
Beans, hand-picked	2.50	
Peas, split, 196 lbs	5.40	5.50
Peas, whole, 196 lbs.	4.40	4.50
Middlings, ton	27.50	28.50
Bran, ton	25.50	26.50
Hay, ton	10.00	12.00

SHERBROOKE.

August 10.—A new store was opened recently on Belvidere Street, by Edmond Hebert, assistant tax collector, of this city. It is Mr. Hebert's intention to carry a line of such groceries, tobacco and confectionery as will meet the demands of that neighborhood.

Wm. Murray, the oldest grocer of this city, is convalescing, after a severe attack of paralysis.

May & Houlahan have installed a modern type of cash register in their grocery store on Dufferin Avenue. This register was expensive, but the results obtained from it in time will more than balance the amount expended on it. A complete record is kept of each clerk's daily transactions, showing the amount of his cash sales, charges and expenditures, also the time of his arrival at and departure from the store.

The marriage took place at Ulverton, Que., recently of Miss Ethel Cross to Frank A. Hovey, grocer and provision dealer, of this city.

An auction sale of dry goods, boots and shoes, clothing and groceries, the contents of the general store belonging to D. H. Simons, of East Angus, a short distance from here, was held on Wednesday, August 4.

Current Business Happenings in Western Canada

Some Effects of Advance in Biscuit Prices — Barley Being Cut Around Edmonton—Damage to Crops by Hail—Many Whales Being Captured Off Coast of British Columbia—Grocery Trade Markets in Vancouver, Edmonton and Calgary.

VANCOUVER.

August 10.—Competition has been the factor in reducing the price of hot-house tomatoes still further in this city. Last week it was noted that the Royal Nnrseries and Floral Company, of Vancouver, has placed its product on the market, where the monopoly had hitherto been enjoyed by Victoria growers. This brought the price down from over $3 to $2 per crate of 20 pounds. Now the price is down still further, the quotation being $1.50 for the local and $1.75 for those from Victoria. The quality is good. Watermelons are cheap this season, going at 1½c per pound.

The raising of prices of soda biscuits, consequent on the high prices of flour, may affect some dealers more than others. One firm, for instance, has been jobbing at 25c, retailing at 30c, but now with the increase in the wholesale price to 27½c, the retailer is forced to sell at 35c to make anything at all, for with the absence of copper coinage here, there is nothing left but to make a nickel jump. Another biscuit was jobbed at 24c, and it is quoted to raise to 26c, but at this figure the tin can be retailed at 30c. On the other hand, to meet the necessity without raising the price, a Vancouver manufacturing house some time ago reduced the size of its tin, adhering to the 25c price, and now the representative of a local firm states that that firm may follow the same course.

A. R. Shewan, commercial traveler, representing Bowin, Wilson & Co., of Montreal, who has come to the coast for many years, is in the city. He was taken ill in Cranbrook, B.C., a couple of weeks ago, and was looked after by his son, who is a doctor at Trail, B.C. It is his intention to retire from the road shortly.

The Vancouver Milling & Grain Co. is making a special effort to introduce its flour. It gives coupons, and ten are drawn each month, the lucky holders receiving each a 109-piece dinner set.

The health department of this city has received from Ottawa a report on the quality of samples of cream of tartar purchased iat Vancouver stores. Fourteen groceries were visited and of the samples obtained only one was found to be adulterated, this having a quantity of alum.

Reporting on the fruit crop in the Kootenay district, Fred Adie, assistant provincial fruit inspector, states that there will be a remarkably good pear crop, and while apples will be below the usual average in quantity, they will be above the average in quality. The crops of peaches and plums would be fair. Strawberries in that district had been exceptionally good in quality this season, and while not quite as plentiful as last, the prices were much better. Mr. Adie says. "This season has proved that the fruit growing industry of the Kootenay has now been placed on a stable business basis and will from now on be one of the most important of the district's numerous assets."

Because of local conditions, the cannery of the Thompson Valley Canning Co., at Kamloops may not be operated this year. The machinery has been received, but has not been installed. The directors complain that they have experienced considerable difficulty in promoting their enterprise because of "knocking" of local factions. They claim that business men in Kamloops have quietly advised growers not to bring products this year, as the outlook for canning was too uncertain. The result has been that very few, if any, contracts have been received by the canneryman. The latter say it is because of the immense trade done in eastern canned goods by the local merchants.

Market gardening is now beginning to occupy the attention of the smaller landholders, and many hope that this will ultimately mean the ousting of the Chinaman. In Chilliwack, a Mr. Copeland, from Ontario, started growing celery and with such success that he and others associated with him have 60 acres planted out this season, in celery, cauliflower and onions. He ships the celery all the way from Lake Superior to Victoria, and finds the demand active. The quality is superior to that of the imported article, and the same can be said of the onions. The expansion of this industry will mean the retention in the province of large sums of money, which are now sent to California.

VANCOUVER MARKETS

Sugar, standard granulated	6 00	Evaporated apples	0 08½
Prunes	0 04½ 0 08	Butter, per lb.	0 26
Currants	0 06½	Cheese, per lb.	0 15
Dried peaches	0 12	Eggs, dozen	0 28
Dried apricots	0 11		
Flour, Royal Household, bbl	7 50	Canned Goods	
Cornmeal, p. 100 lbs	2 60	Peas	1 05
Beans, per lb.	0 03¾	Tomatoes	1 32½
Rice, per ton	72 00	Corn	1 10
Tapioca, per lb.	0 03¾	Apples	1 17½
		Strawberries	2 15
		Raspberries	1 65

EDMONTON.

Aug. 10.—The month of July was not permitted to close before the sound of the binder was heard at several points throughout the province. Beardless barley has been cut along the C.N.R. line and other barley fields will receive attention this week. With warm weather the other grains are ripening fast, and with a continuance of growing temperatures the predictions of a general harvest by the 20th of August will be well within the mark.

New potatoes that were selling for $1.50 per bushel last week are now quoted at 75 cents to 85 cents per bushel. The offerings seem to be unlimited, and the local supply being so large, outside growers have no great opportunity to dispose of their surplus product.

Few loads of oats have been offered during the week, and prices have held firm. Oats are retailing now at 50 cents per bushel. Barley chop is worth 55 cents per bushel; oat chop $1.65 per bushel and bran per cwt. $1.35. No shorts and middlings are available, owing to the scarcity of wheat.

Splendid wild raspberries, which are beginning to appear on the market, were sold on Saturday at $1.00 per gallon.

Corn meal has advanced from $2.90 for bale of 10-10's, to $3.20; the 2-50 from $2.65 to $2.95, wholesale.

A. L. Vandrick, who for the last four months has been conducting a grocery and hardware business at 2062 Namayo Avenue in the northerly part of the city has sold to J. S. Samis.

Alberta creameries last winter turned out twice the amount of butter made during the preceding winter, and the prospects for the present seasons are that the output will equal the record make of 1908. Still the price of butter during the winter was good, from the maker's standpoint, and has been generally good during the summer—much better than it was before the creamery industry was put on its feet by Government assistance. Considering that rail-

way enterprise is now about to open up the central and northern portions of our neighboring province to population, industry and trade it would seem wise to push forward the work of the establishment of creameries with a view of having the goods when the market calls for them.

On August 16th The Alberta Grain Co. will take over all the elevators of the Brackman-Ker Milling Co., in northern Alberta, with the exceptions of the storage structure at Strathcona and Edmonton. These include the elevators in nine centres. Wetaskiwin, Leduc, Hobberna, Ellersli, Stoney Plain, St. Albert, Bittern Lake, Fort Saskatchewan and Lamont. The company intends to devote its attention entirely to the extension of their milling interests in the City of Strathcona, especially the manufacture of rolled oats and cereals.

EDMONTON MARKETS

Sugar		
B.C. granulated		5 54
Raymond beet		5 44
Raisins		
Valencia, per 28 lb. box		2 20
California 3-crown Muscatels, per lb. in 50 lb. bxs		0 06½
Seeded, 12 oz. package		0 07¼
California prunes, 90-100, per lb. (½c. rise on a size).		0 05
Currants, cleaned, in bulk, per lb		0 07½
" 1 lb. cartons		0 08½
Peaches, evaporated, per lb		0 07
Apricots, per lb	0 12½	0 13½
Dates, Hallowi, per lb., in 30 lb. cases		0 07
Maple sugar, per lb		0 11½
Flour		
Capitol Brand, 98 lb. sack		3 25
White Rose, 98 lb. sack		3 25
Royal Household, 98 lb. sack		3 45
White Rose, 98 lb. sack		3 45
Beans, prime Ontario		2 70
Rice, best grade Japan, 50 lb. sacks		0 04
Tapioca		0 05
Evaporated apples, 50 lb. boxes		0 08¾
Butter, per lb	0 16	0 20
Eggs, per dozen		0 23
Canned salmon, 4 doz. case	4 00	7 85
" peas, standard, case		1 90
" tomatoes, 3's		2 50
" corn		2 00
" apples, 3's		2 50
" " gallons		1 60
" strawberries, 2's		4 00
" " gallons		3 80
" raspberries, 2's		4 00
" " gallons		3 80

CALGARY.

August 10.—Another week of seasonable weather has brought the crops on fast, and should similar climatic conditions continue for two weeks longer a large proportion of the grain will be harvested. Business in all lines is active. The outward shipments from Calgary have never been so heavy as at present. Markets in most lines are holding firm. The local flour milling companies are preparing for stock-taking, which event takes place annually at the end of the present month.

Good milling wheat is becoming scarce. Flour in consequence is being held at comparatively high prices.

CALGARY MARKETS.

Sugars—	
B. C. granulated, per 100 lbs	5 54
Raymond granulated, per 100 lbs	5 44
Raisins—	
Valencia, layers, 28 lb. box	2 40
California, 3-crown muscatels, per lb	0 06½
" 12 oz. choice seeded, per pkg	0 06
" 16 " " " "	0 07
" S.C. prunes, 90-100, per lb. (½c. rise on a size).	0 05½
" S.C. prunes, 30-40, per lb	0 10
Currants, fine Filiatras, per lb	0 08
Cal. evap. peaches, choice, in 25 lb. bxs	0 07½
Cal. evap. apricots " " "	0 13
Cal. evap. date, bulk, Hallowee, per lb	0 07½
Pure maple sugar, per box 40 ½-lb. cakes	4 00
Rolled oats, B & K. brand, 80's	3 00
Flour, Hungarian, per 98 lb. sack	3 40
" Economy	3 15
" S. Bakers	2 65
Cornmeal, yellow, per 98 lb. sack	2 40
" " " 10-10's	2 65
Beans, Canadian, hand picked, per bush	3 00
" California, limas, per lb	0 06½
" " pinks, per lb	0 06
" " Bayos, per lb	0 06½
Rice, Japan	0 04
Tapioca	0 05
Evap. apples	0 10
Butter, Alberta creamery	0 24
" dairy, No. 1	0 20
Cheese, Alberta	0 14½
" Ontario, large	0 15½
" " twins	0 15½
Eggs, fresh gathered, per case of 30 dozen	7 50
Pork, prime Alberta s.c., per brl	22 50
" " " per ½ brl	12 00
Canned Goods	
B. C. salmon, clover leaf sockeye, 1 lb. tall, 4 doz	7 00
" " cohoes, 1 lb. tall, 4 dozen	5 25
" " pinks, 1 lb. tall, 4 dozen	4 00
Peas, in case, 2 dozen	2 35
Tomatoes, in case, 2 dozen	2 90
Corn, in case, 2 dozen	2 40
Apples, per case ½ doz., gallon	2 00
Strawberries, per case 2 doz., gallon	4 50
Raspberries, per case 2 doz	4 50

VICTORIA.

August 10.—The principal topic on the street is the big run of salmon in the straits off Victoria. It is not credible to those who have not seen a salmon run, when they are told that for miles the sea is solid with fish, more than three miles of fish being in one lot—thousands leaping from the sea, a dazzling sight with the sun shining on their silvery sides. The tug Sadie, which brought a full laden scow of sockeyes and spring salmon to the inner harbor, at one time, landed ten tons of fine large spring salmon at the curing house. She reported that 10,000 sockeyes were taken from the traps of one firm at once, and within half an hour of the lift being made at Coal Creek, the watchman reported that over 5,000 had entered the traps.

There have been heavy catches of spring salmon this season. The curing companies have shipped more than $100,000 worth to Germany.

The steamers on the western coast of Vancouver Island have had much success in capturing whales this season. One of the Blue Funnel line is taking 3,500 barrels of whale oil to Liverpool early in August. The price of this oil has dropped considerably, and so affected the stock of the company, but there is still a good return made on the investment. At Sechert this season the whalers have captured 187 whales.

The Wholesale and Retail grocers, with the Fruit Dealers, have decided on getting up a picnic. Committees are busy with various details; transportation, refreshments, sports, etc. They are going some twenty miles by rail to Sidney, where on the sea shore among groups of splendid trees, sunshine or shade can be found, with splendid grounds for the sports. There are large buildings with tables, etc., and means of getting hot water. It is proposed to have August 12th for the day, and all are looking forward to a good time.

REGINA.

August 10.—A great deal of disappointment was experienced by the Regina people generally and the merchants in particular on account of the wet weather which prevailed here the first three days of last week and threatened to spoil the fair altogether. The rain made the track so bad that it was impossible to hold any horse races before Friday, and even then it was far from satisfactory to the horsemen. Even under the adverse conditions the town was crowded with visitors from the oltside, and had the weather been favorable it would have been the most successful fair ever held in Regina. All the merchants say that considering the conditions business was satisfactory.

At present the one important topic of conversation to all is the crop. During the week several reports of damage by hail at different points have been received, and the Leader estimates at least a million dollars' damage has been done by hail so far. In the districts which have escaped, the crop never looked better and prospects are that in two weeks cutting will be general.

A good many of the merchants are complaining that the heavy rains of last week did more or less damage to their cellars by flooding, and several complaints have been made to the council.

All provision jobbers report a fair movement of goods and fair future orders. They are looking forward to large orders as soon as the crop is assured. No changes of importance in price have taken place lately. Preserving peaches are now in and are retailing for $1.90 per crate. Blueberries and canteloupes are seen on the market. The first shipment of B. C. celery arrived on Wednesday and is excellent stuff.

G. F. Donaldson, who is to have charge of Tees & Persse, Regina branch, arrived here this week and is now busily engaged preparing for the arrival of their stock. They have taken part of Wilkinson's warehouse, on the corner of Rose and Dewdney Streets. They are handling several additional lines here to those they handle in Winnipeg.

M. K. Heap, head of Cameron & Heap, Ltd., spent several days here last week.

H. J. Smith, local manager of Campbell Bros. & Wilson, is spending a couple of weeks' vacation at Qu Appelle.

A. Mallinson, manager of Stockton & Mallinson, wholesale fruiters, has left for Toronto, where he will be married on the 18th inst.

MANITOBA MARKETS

Corrected by Telegraph.

POINTERS:—

Advances—Evaporated apples, cornmeal.

New goods—Delhi strawberries.

Withdrawals—Butter tubs; apricots.

Winnipeg, Aug. 12, 1909.

The weather has been conducive to an active trade, merchants throughout the country have been purchasing freely through the travelers, and during the next few weeks the wholesalers expect merchants in from every corner of the

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BEING in the background of a merchant's mind, at a moment which decides the direction business shall take, may mean serious losses. When you advertise you cannot be overlooked---you always receive consideration---a consideration above that accorded the house that does not see the benefit of talking to the merchant when he has time to listen---when he sits down to read THE CANADIAN GROCER.

country to make heavy purchases for the fall trade. The harvest and threshing will mean much to the merchants, but the stock for this trade is already in. After threshing, however, when the farmer gets his cash, then he buys freely and stocks in winter supplies. It is for this trade that the merchants will be preparing for the next few weeks.

Wholesalers report collections coming in well and money is apparently quite plentiful. When the crop of 1909 is placed in the elevators, it is estimated, there will be more money in Western Canada than ever before in its history. Farmers as a rule are better off in the west than in Ontario, and these are the people upon which all the trades in the west depend. The future of the grocery business in Western Canada cannot be estimated. The one great precaution, however, is that retailers should protect one another, and that they should so unite in order to oppose any legislation which would be injurious to the trade in general.

SUGAR—The competition in the west is quite keen between the beet and cane products. The trade is largely in the cane sugar, and the market is strong. Wholesalers report that the shipments in sugar have been heavier this summer than any year previous.

FOREIGN DRIED FRUIT—The demand is heavy for all lines. Peaches, apricots and prunes have a particularly strong market. The fine quality of these goods is the cause of the active trade. Rural merchants are laying in large stocks in preparation for the heavy fall trade.

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " " cleaned, per lb	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 65
" " selects " 28's	1 80
" " layers " 28's	1 95
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 06½
" " fancy seeded in 1-lb. packages per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05
" 4 " " "	0 05½
Prunes, 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes	0 10
Currants, uncleaned, loose pack, per lb	0 07½
" dry, cleaned, Filiatras, per lb	0 08
" wet, cleaned, per lb	0 08½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½
Pears, per lb	0 08½
Peaches, standard, per lb	0 08
" choice	0 08½
Apricots, standard, per lb	0 14
" choice, per lb	0 14½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

SYRUP AND MOLASSES — The strong market in syrup has had a tendency to make prices firmer and eliminate the brands. We quote a uniform price on the brands this week. The demand continues heavy.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 30
" " 5-lb. tins, per 1 "	2 70
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 30
" 5 " 1 "	2 70
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 49
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 36

EVAPORATED APPLES—The scarcity of this article has caused the price to go up ½c. It is reported that there are few cases either in the east or west. American buyers are cleaning up odd stocks. The price to-day is 9 cents per pound.

MAPLE PRODUCTS—

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per case	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

POT AND PEARL BARLEY—These goods have not been moving well of late. At present the market is weaker than it has been for some months. The supply is above the demand, yet both are weak.

Pot barley, per sack	2 60
Pearl barley, per sack	3 65
" per ½ sack	1 90

ROLLED OATS—We are forced to quote an advanced market on rolled oats. This cereal fluctuates with the grain, which is high at present.

Rolled oats, 80 lb. sacks, per 80 lbs	2 65
" 40 " " 80	2 70
" 20 " " 80	2 80
" 8 " " 80	3 00

NUTS—The market is fair. Almonds are firmer by ½ a cent. This is the season for peanuts, and the trade is good.

Shelled Walnuts, in boxes, per lb	0 23
" " small lots, per lb	0 24
" Almonds, in boxes, per lb	0 27½
" " small lots, per lb	0 28½
Peanuts, Brazil, per lb	0 13

CORNMEAL—The market has advanced 5 cents this week. The half sacks wholesale for $1.08, and the sacks for $2.15.

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

Their attractive appearance sells them. Their delicious taste brings the customers back for more.

TRY THEM. That's all we want.

We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.
Limited
VANCOUVER, B.C.

Cornmeal, per sack	2 10
" per ½ sack	1 07
" per bale (10, 10's)	2 40

BEANS—The demand has so decreased that reductions had to be made. The same is true of this cereal as stated regarding barley. Supplies are scarce and so are orders.

3-lb. picker, per bushel	2 55
Hand picked, per bushel	2 65

CANNED GOODS—The trade is only moderate. New arrivals of strawberries have stimulated the trade somewhat. The following prices prevail generally.

Apples, gallons, per case of ½ dozen	1 40
" 3s, per case of 2 dozen	2 34
Apricots, 2½s, Rose brand, per case of 2 dozen	4 1b
Blueberries, 2s, Loggie's, per case of 2 dozen	2 00
Cherries, red, 2s, pitted, per case of 2 dozen	4 08
" white, 2s, pitted, per case of 2 dozen	4 28
	Per case of 2 dozen
Peaches, 2s, yellow	4 08
" 3s, "	6 44
" Pie, 3s	3 24
Pears, 2s, Bartlett, heavy syrup	3 98
" 2s, Flemish Beauty	3 58
Pineapple, 2s, grated	3 80
" 1½s, sliced, case of 4 dozen	
" 2s, " " 2 "	3 20
" 1½, whole, case of 4 dozen	5 00
" 2s, " " 2 "	3 05
Plums, 2s, Damsons	2 00
" 2s, Green Gage	2 98
" 2s, Lombard	2 00
Raspberries, 2s, red	4 08
Strawberries, 2s	2 90

MEATS—There is nothing to report in meats. The trade is not good. At this season of the year the trade is well supplied with fresh meats.

FRESH FRUITS AND VEGETABLES—Ruling prices are:

New potatoes, per bushel		1 00
Native cauliflower, per doz	1 00	1 50
Native cabbage, per doz		0 60
Native green beans, per lb		0 04
Native celery, per doz		0 50
Native beets, per doz		0 20
Native lettuce, per doz		0 20
Native onions, per doz		0 20
Native radishes, per doz		0 20
Native cucumbers, per doz		0 30
Tennessee tomatoes, per crate of 4 baskets		1 00
Cal. tomatoes, per case		1 25
Ontario tomatoes, per basket		1 00

Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03¾
" 38½-lb. pails	1 75
" 25-lb. pails	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

DRIED FRUITS—The between-season dullness is now showing, and there is little character to the demand except in Valencia raisins, currants in pound packages, and dates. The market is unchanged in price all the way round. It looks as if prices would be dearer later on in raisins and currants as cables from Denia quote an advance of about one shilling per cwt. over previous quotations for Valencia for early shipment. Stocks in Spain of old crop are reported quite exhausted. Cables from Patras regarding currants advance prices one shilling and threepence, the crop owing to the unfavorable weather suffering an estimated depreciation of 15 per cent. under last year.

Currants, fine filiatras, per lb	0 06	0 07
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb		0 05
Evaporated Fruits, California—		
Apricots, per lb	0 12	0 15
Peaches, "	0 11	0 13
Pears, "		0 13
Prunes—		per lb.
Prunes, 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 07½	0 08
" " " 90-100s		0 07
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
California, choice seeded, 1-lb. pkgs	0 06½	0 07½
" fancy seeded, 1-lb. pkgs	0 07½	0 08
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 08
Valencia, fine off stalk, per lb	0 04½	0 05
" select, per lb	0 05	0 05½
" 4-crown layers, per lb	0 05½	0 06

Canadian Markets and Market Notes.

QUEBEC MARKETS

POINTERS—
Evaporated Apples—Advance of 1c.
Rice—Decline in 250 lb. bags.
Sugar—Market strong.

Montreal, Aug. 12, 1909.

The sugar situation is somewhat interesting. It looks as if prices in New York were likely to advance, and if this happens it will likely have a sympathetic influence upon the market here. As it is prices are firm. Valencia raisins and currants may be dearer this coming season, as cables report advances in both crop districts, the latter being due to crop depreciation. Inquiries have improved in tea, and prospects look goods.

Evaporated apples have advanced owing to depletion of stocks.

SUGAR—There is a strong tone to the market. Buying is brisk, and the fact that New York prices may advance, tends to make quotations very firm. Prices this week are unchanged.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 35
" Beaver	4 35
Paris lump, boxes, 100 lbs	5 50
" " " 50 lbs	5 60
" " " 25 lbs	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 40
" " 100 lb. boxes	5 50
" " 50 lb. "	5 60
" " 25 lb. "	5 80
" " 5 lb. cartons, each	0 37½
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 " bags	4 20

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—Syrups are now quieter than they were. The demand for molasses, however, keeps up well. The market is unchanged.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48¾
New Orleans	0 22	0 35½
Antigua		0 30

TEA—The market is in good shape, with all lines firm and unchanged. Buying is active, and more inquiries are noticed.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50



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Worcestershire SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

SPICES—The market is quiet, with no feature of note to report.

	Per	lb.
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA.—The rice market generally is firm, with a fair amount of buying. There has been a decline of 10c in the 250 pound bags of rice, grade D, which are now quoted at $2.85. This is but a slight re-arrangement of prices, and does not indicate any break in the market. There is no change in the other lines. Tapioca is quiet.

Rice, grade B, bags, 250 pounds	2 85
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ p5ckets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 86
" " pockets, 25 pounds	2 96
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

BEANS AND PEAS—The demand is quiet, and the market unchanged.

Austrian beans, bushel	2 25	2 30
Ontario prime pea beans, bushel	2 40	2 50
Peas, boiling, bushel	1 50	1 60

EVAPORATED APPLES—Owing to depletion in stocks, evaporated apples have been advanced 1c. We quote:

Evaporated apples, prime	0 08	0 08½

MAPLE PRODUCTS—The market is quiet, and unchanged.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL—There has been a fair movement in canned goods. Strawberries are moving better at last week's firmer price. Reports have been received from Victoria, of an unusual run of sockeyes, the traps taking from 20,000 to 50,000 fish each lift, and being no sooner emptied than they began to fill again. The extent of the salmon run seems to assure a profitable season for the trade. There is no change in general canned goods prices.

Peas, standard, doz.	$ .82½	$ .87½
Peas, early June, doz.	.87½	.92½
Peas, sweet wrinkled, doz	.97½	1.02½
Peas, extra sifted, doz.	1.42½	1.47½
Peas, gallons	3.77½	3.82½

There are wholesalers quoting also at:

Beans, doz	$ .72½	$ .80
Corn, doz	.72½	.80
Peas, doz (according to grade)	.72½	1.40
Tomatoes, doz. (Ontario and Quebec)	.75	.82½
Strawberries, doz.	1.37½	1.42½

Clover Leaf and Horse brands salmon:

1 lb. talls, per doz.	$1.72½
½ lb. flats, per doz.	1.15
1 lb. flats, per doz.	1.87½

Last year's prices were:—

1 lb. talls, per doz.	$2.00
½ lb. flats, per doz.	1.20
1 lb. flats, per doz.	2.15

Other salmon prices:—

Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz.	1.50	1.55
Red Sockeye, doz.	1.55	1.65
Beans	$ .75	$ .80
Corn	.75	.80
Peas (according to grade)	.80	1.40
Tomatoes	.77½	.80
Strawberries	1.32½	1.37½

Clover Leaf and Horseshoe brands of salmon are quoted as follows:

1 lb. talls, per doz.	$1.72½
½ lb. flats, per doz.	1.15
1 lb. flats, per doz.	1.87½

TORONTO — The market in canned goods at this point shows little change from a week ago. Raspberries have not yet been quoted. As a matter of fact strawberries is the only fruit on which new prices are named, and these are firm as named below.

Wholesalers are in a quandary as to what will happen to the canned peas market (new pack.) Reports say the crop will be shorter than at first anticipated, while it is known that some canners are holding a good many thousand cases, and they may all have more peas than the trade is aware of.

Salmon prices are as last quoted for Clover Leaf and Horseshoe brands. Wholesalers here now are issuing figures on other salmon as noted below.

Beans	$ .75	.80
Corn	.70	.80
Peas	.80	1.40
Tomatoes	.77½	.80
Strawberries	1.32½	1.37½

Clover Leaf and Horseshoe Brands, Salmon:

1 lb. talls per doz.	1.72½
½ lb. flats per doz.	1.15
1 lb. flats per doz.	1.87½

Other salmon prices are:

Humpbacks, per doz.	95	1.00
Cohoes, per doz.	1.35	1.40
Red Spring, per doz.	1.50	1.55
Red Sockeye, per doz.	1.55	1.65

ONTARIO MARKETS

POINTERS—

Sugar—Heavy sales.

Evaporated Apples—Advance in price. price.

Tea—Firm market.

Toronto, August 12, 1909.

Whether it is the great heat, or the fact that the travelers are still off the job, business is so quiet that news of any description is not available. In calling on a good number of the wholesale men, only one was found who looked as if he were anxious to do something, and he had an inkling which came to him in some way that sugars might make another advance. He was rolling it over in his mind, but he was not at all decided as to what to do.

The evaporated apple market is strong on account of small stocks and prices are again a shade higher.

Business is rather quiet generally as the travelers have not yet arrived back on their beats. Next week things will be more lively.

SUGAR—The sugar market is firm and with the heavy demand for preserving purposes the anticipated advance may materialize. At present however, the prices are as last quoted.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	7 65
" " Dominos, cases, 20-5 boxes	7 65
Paris lumps, in 50-lb. boxes	5 80
" in 100-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	7 15
St. Lawrence granulated, barrels	4 75
Beaver granulated, bags only	4 45
Redpath extra granulated	4 75
Imperial granulated	4 45
Acadia granulated (bags and barrels)	4 65
Wallaceburg	4 65
St. Lawrence golden, bbls.	4 35
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 "	4 35

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—There is so little done in these lines, at this time of the year that prices are not considered, and therefore no change is looked for, for some time.

Syrups		
Medium, corn	0 30	0 35
Bright, corn	0 40	0 45
		Per case.
2 lb. tins, 2 doz. in case		2 50
5 " " "		2 85
10 " ½ " "		2 75
20 " ¼ " "		2 70
Barrels		0 03¾
Half barrels		0 03½
Quarter "		0 03¼
Pails, 38½ lbs. each		1 80
" 25 " "		1 30
Maple Syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 00
Molasses		
New Orleans, medium	0 31	0 33
" bbls.	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 62

DRIED FRUITS—With all the green fruits on the market, dried fruits are almost entirely crowded out, and prices will likely remain unchanged until the new stock will make its appearance.

Prunes				Per lb.
30 to 40, in 25-lb. boxes				0 10½
40 to 50 " "				0 09
50 to 60 " "				0 08
60 to 70 " "				0 07½
70 to 80 " "				0 07
80 to 90 " "				0 06½
90 to 100 " "				0 06
Same fruit in 50-lb boxes ½ cent less.				
Apricots				
Standard				0 13½
Choice, 25 lb boxes				0 14½
Fancy, " "				0 15
Candied and Drained Peels				
Lemon	0 10	0 11	Citron	0 17 0 20
Orange	0 10½	0 12		
Figs				
Elemes, per lb				0 08 0 10
Tapnets, "				0 03½ 0 04
Bag figs				0 03½ 0 04
Dried peaches				0 08 0 08½
Dried apples				0 07½
Currants				
Fine Filiatras	0 06½	0 07	Vostizzas	0 08½ 0 09
Patras	0 08	0 08½		
Uncleaned ½c less.				
Raisins—				
Sultana				0 07½ 0 09
" fancy				0 11 0 12½
" extra fancy				0 14 0 15
Valencias				0 05½ 0 05½
Seeded, 1 lb packets, fancy				0 08
" 16 oz. packets, choice				0 08
" 12 oz. " "				0 07
Dates—				
Hallowees	0 05½		Fards choicest	0 08
Sairs	0 05		" choice	0 07½

TEA—The tea market is firm with an upward tendency. New Japan is arriving and that from China will soon follow. Indian tea is considerably higher than last year. On the whole the demand is good and the business satisfactory.

COFFEE—There is no change in the coffee market. The demand is fair. The

PUSH

WHITE  **SWAN**

COFFEE

QUALITY GOODS

HANDSOMEST GOODS

LARGEST PROFITS



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

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A Great Selling Team

¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

consumption of coffee in Canada is gradually increasing, which is the result of better varieties of coffee and more scientific blending. A statement was recently made by a Toronto daily paper that no Mocha coffee was used in Canada. The facts are quite the reverse as some houses deal practically altogether in that variety.

Rio, roasted	0 13	0 14
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 11	0 12

SPICES—Spices were very quiet for some time, but pickling season is approaching for which merchants are getting in supplies. Prices are unchanged.

Peppers, black, pure	0 14	0 20
" white, pure	0 20	0 25
" whole, black	...	0 16
" whole, white	....	0 23
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25

RICE AND TAPIOCA—Owing to the quiet season of the year, these, like many other lines, are moving slowly and without anything of interest to report.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	.... 0 05
Tapioca, medium pearl	.... 0 04½

NUTS—There is nothing doing in nuts with the exception of an occasional order for shelled goods. In the meantime there will be no changes in prices.

Almonds, Formigetta	....	0 12½
" Tarragona	....	0 13
" shelled	0 33	0 35
Walnuts, Grenoble	....	0 14
" Bordeaux	....	0 11
" Marbots	....	0 12
" shelled	....	0 26
Filberts	....	0 12
Pecans	0 16	0 18
Brazils	....	0 15
Peanuts	0 10	0 12

BEANS—Beans are scarce, and high, but the new crop will soon relieve the situation.

EVAPORATED APPLES—These are firm and even in face of the fact that apples are ripe and reasonable in price, there is still some demand for them.

RETAIL HARDWARE ASSOCIATION EXCURSION.

An excursion which is sure to combine business and pleasure in a most acceptable manner will be conducted the last week in August by the Ontario Retail Hardware and Stove Dealers' Association.

The excursion will leave Toronto on Monday, August 23, at 3 p.m., on the steamer Kingston, of the Richelieu & Ontario Navigation Co. Calls will be made that evening at Charlotte, N.Y., and the following morning at Kingston, Brockville, Prescott, Thousand Island Park and other ports on the St. Lawrence River before shooting the rapids. Montreal will be reached on Tuesday at 6.30 p.m.

At Montreal a committee of hardware manufacturers and jobbers will provide a program of entertainment. The details have not all been arranged as yet, but invitations have been received from several concerns, which will be referred to the committee in charge of the program. One or two mornings may be given over to meetings to discuss trade matters, this leaving the afternoons and evenings free for the entertainment features of the program.

The majority of the party will return together on the boat leaving Montreal, Saturday, August 28, at 1.30 p.m., and arriving in Toronto, Monday, August 30, at 7 a.m., this being the opening day of the Toronto Exhibition.

Tickets for the trip can be secured from the secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, the rate being $20 for the round trip, meals and berth being included. A side trip will be made by some of the party to Quebec. Return tickets will be honored at any time up to the close of the season, with stop-over privlieges at any point.

WHITE SWAN
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

Have You Entered the Orange Meat Contest?

If not, you are missing an excellent opportunity to win some large cash prizes.

$700.00

Cash is the First Prize

Get your customers to save the bottoms of Orange Meat boxes for you.

Send your name and address to Orange Meat, Kingston.

Read postcard in package.

Contest closes November 30th, 1909.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

MacLaren Imperial Cheese Co.'s adtisement on the inside front cover of this issue gives a table of Food Values which will doubtless prove of interest to the grocery trade, and consumers would likely be glad of the information.

The Union Co-operative Association, Rossland, B.C., has bought out Paulson Bros., who for the past ten years have done a wholesale and retail grocery business in that city.



Advertising secures a trial for an article, but quality, only, can cause sales to follow. Unique advertising caused thousands of women to try Fels-Naptha soap and its quality keeps them buying it. Can get the full benefits of its enormous sale if you keep it well stocked and prominently displayed.

$36,201,342 These figures stand for the Foreign Trade of the Prairie Provinces

According to the last fiscal trade returns, Manitoba, Saskatchewan, and Alberta did this great volume of business. To use a colloquial expression: "Are you in it, Mr. Manufacturer?"

We are the most extensive and widely known commission merchants in the West. We have our finger on the pulse of that vast section of Canada beyond the Great Lakes.

Our special facilities for introducing new goods are worth investigating. Our warehouses at Winnipeg, Calgary and Edmonton are large, commodious and central, with track facilities.

WRITE US ABOUT THE MATTER

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Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Currants ! !

I am Agent for

LYBEROPULOS,

Patras, Greece

and offer New Crop.

BARRELS AND HALF CASES.

Write for Prices, Import.

Owing to unfavorable weather prices are very firm.

W. P. DOWNEY,

24-26 St. Peter Street, - - MONTREAL



Here is one of the many letters we have on file

Hamilton, June 23rd, 1909

Messrs. Gunns Limited
78 Front St. East, Toronto, Ont.

Gentlemen :—

Ship me at once, ten tubs of Easifirst, and a further shipment of forty tubs next week.

I am retailing this lard over the counter for household use, and it is giving excellent satisfaction. Practically every sale I have made has resulted in repeat orders, and many of my customers prefer it to any other lard on the market. Easifirst is one of the best sellers we have on our list, and we are not handling any other lard, either wholesale or retail.

Yours truly,
Bessey & Falconbridge
Signed, J. M. Bessey

Easifirst will increase your business and double your profits

WRITE US FOR PARTICULARS

GUNNS Limited WEST TORONTO

CHEESE

We have a few old white cheese left from Stock of September, 1908. These cheese are as fine as any we ever handled. Only a very few left. If you want one order it now.

Also in Stock, any quantity, Large, Twins and Stiltons

F. W. Fearman Co.
LIMITED
HAMILTON, ONT.

Reindeer Coffee



A Good Seller

POINTERS

Boiling water only is needed.
There is no waste.
The Coffee can be left in the tin, when it is opened.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs
Made under Government inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

Live Hogs Easier in Price with Prospect for Still Further Decline in September—Export Trade Likely to Come to Front Again—Country Raising More Hogs—Packers Refusing Large Butter Supplies—No Export Demand.

The prospects of an easier tendency soon looks fairly hopeful. Interested parties think the market has seen the highest point. Around $8 is the quotation for live hogs at interior points, which is 35c easier than the top figure of the season. On the far southwestern part of Ontario quotations are at $7.85 f.o.b. and some hogs have been offered at isolated points as low as $7.60. These prices are said to obtain in Toronto, though verification could not be obtained. Dealers, however, admit there is a lowering of from 5c to 15c a hundred, and they expect, probably next month, to see a further decline.

Farmers are said to be raising more hogs than for four years past and packers are again looking to the export field. England is said to have experimented with small importations of Chinese hogs with success. The United States has not offered of late sufficient supplies in the English markets, and there appears to be a good opportunity for Canadian pork products in the British markets.

The offerings of butter all over Canada have been freer of late than for some weeks. There is no export demand, however, and packers are not putting away so much. In some sections buyers have refused offerings of butter, because of large stocks on hand. With it all there has as yet been no decline, though it must be confessed there is an exceedingly easier feeling.

The cheese trade is quiet. Business is normal in that demand is easy throughout the country, though in the cheese centres fair quantities are being bought for export.

MONTREAL.

PROVISIONS—Orders are on the light side, being of a sorting up character. There is not much incentive to buy just at present as prices are high and the season dull. The ham trade is brisk. Owing to accumulation of stock plate beef in 200 and 300 lb. barrels has declined $1 and $1.50 respectively. For the same reason there has been a decline of ½c in long clear bacon, light and heavy. Otherwise there is no change to the market.

Pure Lard—	
Boxes, 50 lbs., per lb	0 14½
Cases, tins, each 10 lbs., per lb	0 15½
" " " 5 " "	0 15⅝
" " " 3 " "	0 15½
Pails, wood, 20 lbs. net, per lb	0 15½
Pails, tin, 20 lbs. gross, per lb	0 14½
Tubs, 50 lbs. net, per lb	0 15
Tierces, 375 lbs., per lb	0 14½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 09½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 10½
" 5 " " " " "	0 10⅝
" 3 " " " " "	0 10½
Pails, wood, 20 lbs. net, per lb	0 10½
Pails, tin, 20 lbs. gross, per lb	0 09½
Tubs, 50 lbs. net, per lb	0 10
Tierces, 375 lbs., per lb	0 09½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 00
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 00
Heavy clear fat backs, bbl. 40-50 pieces	29 0
Heavy flank pork, bbl.	26 00
Pickled rolls, bbl.	26 00
Plate beef, 100 lb bbls.	7 25
" 200 "	14 00
" 300 "	20 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 13
Long clear bacon, heavy, lb	0 14
Long clear bacon, light, lb	0 14½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14
Large sizes, 18 to 25 lbs., per lb	0 15
Medium sizes, 13 to 18 lbs., per lb	0 15½
Extra small sizes, 10 to 13 lbs., per lb	0 15½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 16
" " " small, 9 to 12 lbs., per lb	0 16½
Breakfast bacon, English, boneless, per lb	0 16½
" " " " "	0 16
Windsor bacon, skinned, backs, per lb	0 18
Spiced roll bacon, boneless, short, per lb	0 15
Picnic hams, per lb	0 14
Hogs, live, per cwt	8 60 8 90
" dressed, per cwt	12 50

BUTTER—Dairy butter is not in very much demand at present. The market for creamery is lower in the country but prices are yet too high to permit of any exporting at a profit. Pastures are good, and production continues quite large. The market is unchanged this week.

Creamery, solids, lb	0 23
Creamery prints	0 23½
Dairy, tubs, lb	0 17 0 18

CHEESE—The local market is steady with prices unchanged.

Cheese, large	0 12½ 0 12¾
" twins	0 12¾ 0 13
" small, 20 lbs	0 12½
Old cheese, large	0 15 0 16

EGGS—The market is firm at the advanced prices, and there is a good demand. Production at present is not large due in part to the warm weather. We continue to quote :

Selects, dozen	0 25
No. 1, dozen	0 22 0 23
No. 2, dozen	0 17 0 18

HONEY—The market is quiet, and there is no feature of interest to note. Prices are unchanged.

White clover comb honey (nominal prices)	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 10½

TORONTO.

PROVISIONS—Firmer and higher prices are noted in long clear and roll bacons and in short cuts, though on the whole the situation is somewhat easier. The market is thought by many to have reached its highest point and that by another month conditions will be more favorable to trading. While continuing last week's quotations for lard, the expectation is that all grades will advance a quarter of a cent a pound before the week is out. One interesting feature is the fact that though the Toronto price for live hogs is $8 per cwt., outside points have quated $7.85 f.o.b., and even as low as $7.60 was the quotation. This means a decline of 15 cents a hundred, which though it may not mean much to the dealer buying in small quantities, does mean much in the aggregate and certainly looks well in print, for already it has eased up the market considerably. Smoked bacon and cooked hams are the lines most in demand, though some rather heavy calls have been made on short cuts in barrel lots.

Long clear bacon, per lb	0 13¾ 0 14
Smoked breakfast bacon, per lb	0 16 0 17
Roll bacon, per lb	0 13½ 0 13¾
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13½ 0 14
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 17 0 17½
" pea meal	0 18 0 18½
Heavy mess pork, per bbl	23 00 23 50
Short cut, per bbl	26 00 26 50
Lard, tierces, per lb	0 14½
" tubs "	0 14½
" pails "	0 14½
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b.	8 00

BUTTER—Supplies are more plentiful and dealers are not packing extensively just now. In fact some butter has been offered in the country, but refused by buyers because of large stocks. This has had a tendency to ease up the market, though as yet no great decline in prices is noted.

	Per lb.
Fresh creamery print	0 23 0 24
Fresh creamery solids	0 21½ 0 23
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
Tub butter	0 17 0 19
Baking butter	0 15 0 16

CHEESE—Normal business only is being done in cheese. Supplies, while not large are free enough to meet present demands.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12½ 0 12¾

EGGS—Freer supplies are arriving in the local market, but the quality has not improved. Hens are out in the stubble. Prices are stationary and unchanged from last week.

Fresh eggs	0 22

POULTRY—Hens are up 2 cents above last week's price, and about three cents higher than last year. They are at the highest figure for a decade for this time of year, and are hard to obtain. Turkeys, too, show an advance of a cent.

Early spring chicken, alive, per lb	0 17
Hens, per lb. dressed	0 12
Turkeys, per lb., large	0 16
Spring ducks	0 10
Old ducks	0 08

HONEY—Some fair quantities of honey have come to the local houses during this week, but no sales have been recorded. The price to open will likely be a little easier than 10 cents. Quality is fair, though the dry spell in early summer has not helped the clover honey any either in quality or quantity.

SIMPLY HIS SYSTEM.

"How in Goshen," exclaimed a man to the porter of a Pullman sleeper—"how in Goshen do you manage to keep the shoes all straight when you pile them up in a heap like that before you black them? How in Goshen do you get them all back to the right berths again? Don't you ever make a mistake?"

"No, sah. Ah never makes no mistakes."

"Well, it's wonderful, perfectly wonderful. How do you do it?"

"Ah has mah system, sah."

"I'll tell you what I'll do. Here's a quarter. It's yours if you'll tell me just how you do it."

"Yes, sah. Certainly, sah. Ah chalks de numbers ob de berths on de soles, sah."

W. G. Borland, of Snowdon & Borland, left Montreal for New York and Boston, on a short business trip this week.

POORER APPLE PROSPECTS

Government's Report On Canadaian Fruit Crops From July Standpoint.

Some changes from last accounts are noticeable in the fruit crop prospects according to information collected by the Fruit Division of the Department of Agriculture, Ottawa, supervised by A. McNeill.

Apple prospects during the latter part of June and the month of July declined somewhat, nevertheless this fruit is growing rapidly now and gives promise to be of good size and quality generally. In the Lake Erie district early and fall apples are reported light to medium and winter medium. Talmon Sweets, Ben Davis and Kings are medium as well as Greenings, Baldwins and Russets. Timely rains saved the situation in Nova Scotia, but in British Columbia the crop is irregular and it is stated will not reach the average.

There has been a falling off in the pear prospects during July and only a light to medium crop is looked for. This refers particularly to the Lake Erie, Lake Huron and Ottawa-St. Lawrence districts. In parts of Nova Scotia the prospects are for a medium to full crop and in British Columbia they are a little brighter though the crop will not reach the average.

Plums and Peaches.

American and European plums will be a good average crop in the Niagara District. Japan varieties are not as promising on the whole as last month. Lombards are reported a full crop; Bradshaw, Grand Duke, Gueii and Glass Seedling medium to full crop; Burbank Reine Claude and Golden Drop medium. Plums will be fairly plentiful in all sections with the exception of British Columbia, where the crop is light generally.

There has been very little change in the peach outlook in southern Ontario since last month. Both early and late peaches, with the exception of the Elbertas, which were most seriously affected with the "curl," will yield a good crop. Early peaches are reported medium to full crop this month, and late peaches a little above medium on the whole. Alexanders, Rivers, St. John, Early Crawford and Smock are above a medium crop; Champion and Triumph will average just about a medium crop, while Elbertas will yield only a light to medium crop.

Good Quality In Cherries.

A fairly large crop of cherries of excellent quality has been marketed from the Niagara District. The sour varieties were a full crop and the sweet varieties a good medium crop. The cherry crop in Prince Edward County and in District 3 generally, is exceptionally large and of fine quality. Cherries are also plentiful in Nova Scotia. The crop in British Columbia is below normal.

Grapes are doing well in the commercial vineyards of southern Ontario. There is practically no complaint of injury from the rose chafer or other insect enemies, and the grapes, thus far, are very free from rot and mildew. Correspondents report the Concords to be a full crop; Niagaras and red grapes medium to full crop.

Tomatoes will be a good average crop in Ontario. Early varieties were shipped in large quantities the beginning of last week from the Essex Peninsula. Nova Scotia and Prince Edward Island report a medium to full crop; British Columbia a medium crop.

The strawberry crop in Ontario was shortened on account of dry weather. A medium to full crop was harvested in the Niagara District. The sample generally was very good, though somewhat small towards the end of the season. Prices were only fair, though the demand was good.

Raspberries, currants, gooseberries and blackberries are now being harvested in large quantities. The crop on the whole will be medium to full. Prices have been fairly high.

Cranberries in Nova Scotia promise to be a good crop, though hardly as heavy as last year. Cranberries are reported a full crop in Prince Edward Island.

Blueberries are very plentiful in Quebec, New Brunswick and Nova Scotia.

Hugh Blain, of Eby, Blain, Ltd., is expected to return next week from a holiday trip to Muskoka.

Before concluding their business on Saturday afternoon, the International Apple Shippers' Association which met at Buffalo this year, decided to convene next year at Niagara Falls, N.Y. This announcement is of some consequence to the fruit growers of the entire Canadian frontier as many delegates from this country attend these conventions.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

T. E. OLDFIELD & CO.
Colonial Importers
17 Brunswick St., LIVERPOOL
Desire direct communication with producers of CANADIAN FOODSTUFFS FOR HUMAN CONSUMPTION such as Wheat, Flour, Split Peas, Canned Meats and Fruit, Green and Dried Fruit, Butter, Cheese and General Grocery and Corn Goods. First-class connection throughout Great Britain. Advances made against consignments. Canadian References.

WHITE SWAN
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

LA GRANGE & CO.
Commission Merchants and Agents,
ROTTERDAM, HOLLAND
request offers of Linseed cake and are desirous to enter into correspondence with cake manufacturers in U. S. A. and Canada. First class references given, also in U. S. A.

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
Wax-Waterproof Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

Mi-Linda and Baled Havanas
are the Finest Cuban Leaf Spanish-made Cigars in the world.
Write for prices
W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



Your Customers Know It!

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

¶ If you aren't handling it, hadn't you better begin now?

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

It is not Necessary

to explain to an intelligent dealer who knows that Beans are twice the price now they were a few years ago, why

Clark's Pork and Beans

are slightly dearer than they were.

IT MAY BE NECESSARY to explain to individual customers why the price to them is a little higher, but every grocer who wishes to retain good buyers by keeping the best goods will take pleasure in making the explanation.

William Clark

MONTREAL

Manufacturer of
HIGH-GRADE FOOD SPECIALTIES

REMEMBER

BOVRIL

is invaluable in the kitchen in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. ***Bovril*** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

CARE-WORN BUSINESS MEN.

What Over-attention to Office Duties is Doing—The Need of Exercise.

The recent assertion of a prominent physician that 99 per cent. of the business and professional men in American cities are sufferers from functional heart trouble or chronic indigestion, simply because they will not take any bodily exercise, brings home one of the most astonishing truths of the present day, and one that should be recognized by every man and woman in the country. Every day the metropolitan papers contain scores of notices of the illness of lawyers, bankers, merchants and others of the kind, who have been forced into retirement by the continual strain of business without the saving antidote of physical training.

Any day when business is at its height a physician can point out scores of men on the streets and in office buildings who are sallow and irritable with nervous disorders, and any person may see hundreds of old and young men hurrying about their daily routine with drawn faces and staring eyes, almost on the verge of collapse. In almost every bank, store and office in the city are clerks with hollow chests and trembling hands, whose labors are a constant strain upon them, and whose leisure brings no recuperation. All of these are truly going the "pace that kills." In a short time, no matter what the number of their years may be, they will be decrepit old men.

It has been proven that any recreation, if it is no more than pitching quoits, is of great physical value to the business man. "Every man," says former President Roosevelt, "should have some healthful amusement—something that exercises his muscles and makes him forget himself; something outside of theatres and balls and billiards—something in the open air." There is no reason in the world why any man should not find amusement and exercise to suit his desires and needs. There are games requiring hours, but there are also sports which require very little time, and at least some of them are always readily accessible at small expense.—The Book-Keeper.

WHAT ENTHUSIASM DOES.

You might as well try to thaw out a frozen pipe with an ice cake as to interest a customer in your proposition unless you are interested yourself. If your heart is in your work your enthusiasm will often cause a would-be customer to forget that you are trying to make a sale. Enthusiasm is a great business getter. It is so contagious that, before we know it, we are infected with it, even though we try to brace ourselves against it.

It's easy to drift. Success comes by pulling against the current.

Man's business is to work—to surmount difficulties, to endure hardship, to solve problems, to overcome the inertia of his own nature; to turn chaos into cosmos by the aid of system—this is to live!

WHITE SWAN
100%
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranteed SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

LEITCH ANCHOR BRAND OAK LAKE
Buy Anchor Brand Flour and you will not want your money back; all delighted; all trade bringers, no complaints or quibbles about quality. Join the happy throng. 16
Anchor Brand Flour
Manfd. by
Leitch Brothers Flour Mills
Oak Lake, Man.

KEEP POSTED ON SUGAR
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write
SMITH & SCHIPPER, No. 38 Front Street, NEW YORK

Why Tie Up Your Cash?

We want the Grocers of Canada to fully realize that Christie Fancy Biscuits —La Fete, Orange Wafers, Coffee Wafers, Philopenas, Dominoes, Acorns, et cetera, et cetera,---are far superior to any fancy lines manufactured on this continent, and equal in *Purity*, *Nutriment* and *Quality* to the highest grades manufactured in the British Isles. The point is this:---Why tie up your cash when you can buy

CHRISTIE BISCUITS

fresh and pure and in small quantities when you want them? Remember---we're not saying one word against the high and unvarying standard of English fancy lines; but we do maintain, and reasonably, that *Christie fancy lines are the equal of the best produced anywhere.* As a practical Grocer you know that a sea voyage never adds anything to the flavor of food stuffs. The moral is plain. Stock Christie fancy biscuits when you want *the best* fancy lines with *the right* flavor. Don't tie up your cash!

N.B.---Our "Madeira Mixed" and "Cherry Rings" are superior fancy lines.

Christie, Brown & Co., Limited
TORONTO

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our **VILLAGE Bisouit** retails **3 lbs. for 25c.**

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

IT'S GOOD BUSINESS TO SELL GOOD BISCUITS AT A PROFIT

That's why it will more than repay you to handle our fine sellers. They are popular lines which sell at popular prices, and they yield you good profits all the time.

We Have No "Stickers" In Our Range. All Are "Movers."

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

LOVERS OF

Choice Confectionery

Buy by the Name

Cowan's

You will find Cowan's

MAPLE BUDS
CHOCOLATE CROQUETTES
NUT MILK CHOCOLATE
CREAM BARS
MILK CHOCOLATE MEDALLIONS
MILK CHOCOLATE STICKS

and the rest of the line great sellers.

The Cowan Co., Ltd.

Toronto, Can.

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal  Letters Patent

NELSON'S

POWDERED GEATLINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

How Equipment Aids in Selling Confectionery — Cleanliness Absolutely Essential—Decline In Flour Prices Due To Arrival of New Ontario Wheat.

Judicious outlay in providing a clean, wholesome corner in the store for the confectionery is to be always commended. A grocer who sells high-class confections cannot afford to let it lie on top of the bare counter where it can be preyed upon by the avaricious house-fly which is usually on hand if not carefully watched. Cleanliness in the confectionery department is essential and unless proper equipment in the matter of showcases, etc., is provided, that care cannot be properly exercised. Those groceries which display their goods attractively and at the same time maintain their appearance have the advantage.

Flour prices this week are somewhat depressed in view of new Ontario wheat coming on the market. Although the quantity is not large, yet its effect is being felt and a lower market is the result.

Wheat cereals are also easier from the same reason, but rolled oats remain as last quoted.

MONTREAL.

FLOUR—Although buying is still on the conservative side, millers report a steady, if quiet, demand. Dealers are waiting for the new crop, and until then the market will not change much in character. The coming of the new crop has depressed prices in winter wheat patents, straight rollers and extra, the price now being $6.50, $6.20 and $5.70 respectively.

Winter wheat patents, bbl	6 50
Straight rollers, bb	6 20
Extra, bbl	5 70
Royal Household, bbl	6 30
Glenora, bbl	5 80
Manitoba spring wheat patents, bbl	6 30
" strong bakers, bbl	5 80
Five Roses, bbl	6 30
Harvest Queen, bbl	5 80

FEED—The demand is still active, and the market generally is in good shape. There has been a decline in Manitoba bran of $1. Otherwise the market is unchanged.

Ontario bran, per ton	22 00
Manitoba shorts, per ton	24 00
" bran, per ton	22 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

ROLLED OATS—No further weakness has developed in rolled oats, and last week's quotations still obtain. An increase in the demand would probably stop any further decline. Other lines are unchanged under a steady, if not over active, call.

Fine oatmeal, bags	2 90
Standard oatmeal, bags	2 90
Granulated " "	2 90
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 65
" barrels	5 55

TORONTO.

FLOUR—The market in flour this week is lower as was predicted in last week's issue; and particularly is this the case in new winter wheat flour which some millers have reduced about 50 cents a barrel. Some new Ontario wheat is coming on the market from the Niagara and Essex districts and this is selling from 1.00 up to 1.10. The cause of the decline in flour is due to this situation. There is practically no old Ontario wheat and what there is should be hurried out as the price will not likely be any higher. Old Manitoba wheat flour has declined somewhat in sympathy with the winter wheat.

Manitoba Wheat.	
1st Patent	6 00 6 20
2nd Patent	5 40 5 90
Strong bakers	5 45 5 85
Winter Wheat.	
Straight roller	5 00 5 50
Patents	5 90
Blended	5 50 5 90

CEREALS—So far as rolled oats and oatmeal are concerned there is no change to report. Stocks are getting small, however, and as the new crops will not be threshed much before October 1st, there is a possibility of higher prices during September. In view of the new wheat coming on the market rolled wheat is somewhat easier. Toronto firms are offering wheat flakes to outside retailers at from $3.50 to $3.70.

Rolled wheat, car load	3 50
" oats "	2 65
Oatmeal, car load	2 85
Rolled wheat in barrels, 100 lbs	3 50 3 70
" oats in bags, per bag 90 lbs	2 65
Oatmeal, standard and granulated, in bags 98 lbs	2 95

TRADE NOTES.

Astor Kress, formerly clerk in A. K. Roesch's grocery store, Waterloo, Ont., has secured a position with a large wholesale grocery firm in New York city.

Fraser & Co., Fort William, have been appointed agents for Fort William and Port Arthur, for Brand's A 1 Sauce, for which H. Hubbard, Montreal, is general agent for Canada.

S. Peacock, who has been head clerk in the grocery store of C. H. Crysdale, Oshawa, Ont., has started on the road as traveling salesman for Gunns, Limited. His territory lies between Orillia and North Bay.

G. F. Hannah, who for about 35 years conducted a general grocery store on King St., St. Stephen, N.B., died suddenly a short time ago. Mr. Hannah was much respected for his sterling qualities and strict business principles. His widow and little daughter have the sympathy of the townspeople in their sad bereavement. Mrs. Hannah is continuing the business and her success is the sincere wish of all who know her.

Sodas are Selling Fast

Just Now

Do you stock the kind that is not only crisp out of the oven, but crisp when the satisfied customer handles it?

Mooney's Perfection

is the name of this kind. They are pleasantly palatable and perfectly pure. This is a line there is money in for you.

THE MOONEY BISCUIT & CANDY COMPANY

Stratford - Ontario





COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs. Cox as well as PACKED by them

PURITY GUARANTEED

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH.



No Need For You to Worry

The margin of profit on groceries is mighty small.

It makes a fellow worry a whole lot sometimes to think how he is going to make both ends meet.

But by handling a few specialties, the kind that sell, you can increase the average of your profit margins.

No surer profit winner than

"BORDO"

(REG.)

CHOCOLATES

is on the market to-day.

Costs you 25c lb.

Sells at 40c to 50c lb.

You make 100% profit

Sample From:

The Montreal Biscuit Company, "The Originators"

MONTREAL

SUGGESTIONS FOR EXPORTERS.

South Africa Trade Commissioners Offers Some Hints to Canadian Manufacturers.

Hints for Canadian firms who are interested in trade in South Africa are given by H. R. Pousette, Canadian Trade Commissioner. He claims that if the following advice is carefully attended to business will be greatly facilitated:

When communicating with South African importers be sure to send catalogues, price lists, and export discount rates, in fact the very fullest information possible.

One particularly necessary point to observe is, that all quotations should be c. i. f. to South African ports, and in sterling, whenever possible, or at the very least the f.o.b. price seaboard, and the shipping weight of each unit of weight by which the article is usually sold, and also the shipping rate by the Canada-Cape steamers.

There is a duty on all catalogues of over 8 ozs. gross weight coming into the South African Customs Union, of 2d. per pound or 25 per cent ad valorem, whichever is the greater. This can be paid in advance by affixing South African postage stamps, obtainable from the Agents General for the various colonies in London; or by remitting the amount by money order to the Postmaster General of the colony to which the catalogues are addressed. Remittances should be despatched not later than by the same mail taking the consignments they are intended to cover. Each packet should bear the following words: "Posted by....., duty sent to Postmaster General.....(Colony)."

Impress upon your correspondents your keen desire to work up a South African connection, and your determination only to send a class of goods adapted to local requirements, and exactly up to specification.

Remember that replies to South African letters take two months consequently there should not be unnecessarily delayed.

Do not forget that you have in this market to compete against English, American and continental firms, who have been in the export trade for centuries, and who through their agents here, and by their excellent methods and system, make business with them easy and pleasant.

It would be advisable when answering South African trade inquiries to at the same time communicate with the office of the Canadian Trade Commissioner at Durban or Cape Town, inclosing catalogues, price lists, and discount rates, so that the local firms may be called upon, or a letter addressed to them requesting their careful attention.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

MARITIME BOARD OF TRADE.

Beginning on Wednesday, August 18th, the 15th annual convention of the Maritime Board of Trade will be held. The members this year convene at Charlottetown, P.E.I., and there promises to be some live questions discussed. Secretary Chas. M. Creed has been busy arranging these topics for some weeks.



From the Atlantic to the Pacific retail grocers and general stores are selling

WILSON'S FLY PADS

because they give universal satisfaction and pay a very large profit.

When Mother Sends Johnny for "More of the Same"

When a woman is *pleased* with her purchase—
Meaning pleased with herself and *results,*
'Tis mere human nature, *feminine* human nature at that,
Next time she calls—or sends Johnny,
That it's *"for more of the same."*

* * *

She has found out the *difference* in bread, and rolls and pies,
Baking Success as against *Baking Failure.*
Guests have commended her *wonderful* cooking.
And she's *thirsting* for more of the same—
Both the praise of the neighbors and the good things.

* * *

You *can't* afford to let Johnny "come a-marching home" with a common imitation—
A FIVE ROSES makeshift.
Mother will feel *robbed* of the "next-door" jealousy.
Remember the hungry faces around the board—
And a *hungry* face is an *angry* face.
And Johnny will help spread the news of *discomfiture*—
Being a chip of the old block.

* * *

Not only the *"same"* flour—
She wants the *same results* at *every baking,* the same *praise,* same *admiration.*
Which means same quality—*unvarying.*
If not unvarying—*progressive quality*—
Each order *better* than the Trial Order.
Such as FIVE ROSES flour.

* * *

Price Shading can't blot out *Disappointment.*
Flour is *good* or *no good.*
If it be *no good,* neither Price Concession, Long Terms, nor "Chin Work" can make it *better.*
Even as common cheese has ruined the ambitions of the cheese trade—
Likewise Cheap Flour will reduce Consumption.
So beware for *your* Profits, Brother Grocer.

* * *

FIVE ROSES is *good* flour, *progressive* quality.
Better to-day than yesterday—still better *to-morrow.*
A *steady* money-maker, Brother Grocer.
Because the results never make you *ashamed* you sold it.
Nor the housewife *sorry* she bought it.
Since there's *no profit* for YOU on goods *not* in stock—
Get FIVE ROSES.
Because it means "more of the same"
Immediate Profit—Future Goodwill—
Name and Fame—
And Surplus.

* * *

Because it compels a neighbor to inquire, "Who's your Grocer?"
A little higher in price—
But—!
Your *first* FIVE ROSES order, Brother Grocer.
Let it be SOON.

LAKE OF THE WOODS MILLING CO.

LIMITED

MONTREAL **Makers of Five Roses** **WINNIPEG**

The Grocer's Encyclopedia From Week to Week

What Cream Cheese Is And The Method of Manufacture—Things Necessary To Be Done For Its Proper Care—Becoming Favorably Known On the Market.

CREAM CHEESE — A commodity which is handled extensively by grocers at the present time is Cream Cheese and to be a successful salesman of it one must know its qualities.

There are, of course, different modes of manufacture for different brands. Some varieties are made from the raw, creamy strippings, others from a mixture of milk and cream. The pressure necessary to press out the whey is only one of from 2 to 4 pounds.

Cream cheese is made in various shapes including oblong, square, and round cakes. At the end of about 12 hours it may be placed on a board or trencher and turned daily until dry. It is often eaten when fresh but if kept it ripens in about three weeks time. Some add a little salt or powdered lump sugar as a condiment when eating it. It is practically cream dried sufficiently to be cut with a knife and is of a soft buttery consistency and will not keep long.

Needs Careful Attention.

In giving some hints as to the care of cream cheese Law's Grocer's Manual states that it should be kept in a cool dry place, for dampness causes mould, and gives the cheese a bad appearance. If exposed long enough to the air or in a draught it is apt to run into a liquid and to become offensive to both the smell and taste although the fashion is not to eat it until decomposition has set in.

The cheese should not be placed on the shelves during the summer months because the heat will cause it to run and affect its flavor, so as to render it unsaleable. It is often made from milk partly skimmed so that the 'real cream' cheese is usually called "double cream" and may be made either by curdling with rennet or from sour cream.

About 8 lbs. of cream will make about 2 doz., 4-oz. cheeses, and of course the best are made from the best quality cream. Cream cheese sell particularly well at summer resorts and in large cities and towns, and are rapidly working their way onto the market.

WHAT OTHERS ARE DOING.

News About Grocers' and Merchants' Associations In The United States.

The grocers of Delaware, Ohio, made an agreement whereby the stores throughout the city will be closed on Wednesday afternoon of each week during July and August as well.

The Cleveland, O., Retail Grocers' association have appointed a committee to urge sale of fruits and vegetables by weight at convention of secretaries at Columbus.

A meeting of a committee from the Grand Rapids Retail Grocers' association and a committee from the Grand Rapids Produce, Trade and Credit association was held recently when the list feature of the asociation was discussed. The association was organized for the improvement of credits and its plan has been in operation about three weeks. It is stated that most of the trade are in line with the association, but that some of the grocers objected to the list feature. The rule of the association requires that bills be paid once a week, and it is explained that while a list is kept of those who fail to pay within the specified time, and consequently are charged cash during delinquency, this is not a "black list," but an "information list," and names upon it do not reflect on the credit or standing of those listed.

TRADE NOTES.

H. B. Borbridge, Ottawa, was in Montreal on a business trip last week.

Fire has destroyed the canning factory at St. Catharines belonging to the Canadian Canners.

The St. Lawrence Tobacco & Cigar Co., St. Laurent, Que., with a capital stock of $100,000 has been formed and given a Dominion charter.

G. W. Jackson, Woodstock, N.B., has opened a general grocery on Main St., near the corner of Broadway. Mr. Jackson was formerly in business at Richmond's Corners. For a number of years lately he has been connected with Balmain Bros. He is known about Woodstock and the surrounding country and will no doubt make a success of his new venture.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow, Scotland

Every Progressive Grocer handles
PICHET TEA BISCUITS
as well as every First Class Hotel and Leading Tobacconist handles the Famous Imported
Germinal and
La Perla Del Oriente
Manilla Cheroots at 10c.
No equal value on the market for the money.
JOS. COTE, Importer, Sole Agent,
186-188 St. Paul St. Branch—179 St. Joseph St.
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

Black Watch
The Big Black Plug Chewing Tobacco
Already a Big Seller
Sold by all the Wholesale Trade



THE "NUGGET" POLISHES.

AS USED IN THE ROYAL HOUSE-HOLDS



THE FIRST POLISHES AND OUTFITS ON THE MARKET——————STILL THE MOST POPULAR

They give a Brilliant, Lasting, Waterproof Polish. Are free from all injurious substances. Do not come off in wet weather, soil the dress, or clog the brush.
GOOD FOR ALL LEATHERS IN ALL CLIMATES

CANADIAN HEAD OFFICE: 67 ADELAIDE ST. EAST, TORONTO, ONT.

CHIEF OFFICES AND FACTORIES:—LONDON, ENGLAND AUSTRALIAN FACTORY:—WILLIAMSTOWN, NEAR MELBOURNE
BRANCHES:—Christchurch, New Zealand; Cape Town, South Africa; New York, U.S.A.; Brussels, Belgium; Amsterdam, Holland; Berlin, Germany.
AGENTS:—Christiania, Norway; Genoa, Italy; Madrid, Spain; Vienna, Austria; Alexandra, Egypt; Valparaiso, Chili; Lima, Peru; Buenos Ayres, Argentine; India and Far East, Bombay, Calcutta, Singapore, Hong Kong; West India Islands.

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

LAWTON BERRIES

Now coming in quantities. Prices reasonable.

Canadian Peaches Pears and Plums

Large quantities of these delicious Canadian fruits now to be had. Also

Early Apples

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

FULL LINES

Oranges, Lemons and Bananas

Cantaloupes and New Vegetables

Take

on the average or any way you like, comparison shows

St. Nicholas and Home Guard

are the Best

AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Plenty of Lemons on the Market After Last Week's Scarcity and Prices Decline—Good Demand for California Pears — Canadian Vegetables Attracting Attention — No Fresh Water Fish This Week.

MONTREAL

GREEN FRUITS—There is a strong call for California pears, and although the supply is good the demand has raised prices. Quotations are now from $2.75 to $3.50. The better quality plums are slightly higher in price. Supplies of fruit are coming along in excellent shape, while the demand is active. Montreal melons are now appearing on the market. The crop promised to be a splendid one, but the hot weather has spoiled the ripening. Other lines are very little changed in price.

Apples, Spies, XXX, bbl	7 00	7 50
" early, basket	....	0 50
Bananas crated, bunch	1 25	1 90
Blueberries, 16-qt. box	2 25	2 75
Cherries, Canadian, basket	1 00	1 25
Cantaloupes, crate	5 00	5 50
Cranberries, per crate	....	5 00
Cocoanuts, bag	....	4 00
Currants, red, pail	....	0 75
" black, basket	....	1 00
Gooseberries, 6 qt. boxes	0 45	0 50
Grape fruit, per box	....	7 00
Lemons, box	2 75	5 00
Limes, per box	1 00	1 25
Oranges, late Valencias	3 50	3 75
" Sorrento	....	2 50
" Messina Ovals, half boxes	....	1 50
Peaches, California, box	1 25	1 75
Plums, California, per crate	1 50	2 25
Pears, California, (Bartlett) per box	2 75	3 50
Raspberries, quart	0 10	0 12
Watermelons, each	0 30	0 40
Montreal melons	....	12 00

VEGETABLES—Supplies are in great shape, and the utmost activity exists in the markets. On the whole prices, despite the better supply are higher, Montreal potatoes being the only line to decline.

Beets, old, bag	....	1 25
" new, dozen bunches	....	1 50
Carrots, new, dozen bunches	....	1 50
Cabbage, dozen	0 20	0 35
Celery, Canadian, dozen	0 30	0 50
Cauliflowers, dozen	1 00	2 50
Cucumbers, dozen	0 15	0 20
Green peppers, crate	....	3 00
Horse radish, lb	0 15	0 20
Lettuce, dozen	0 15	0 40
Leeks, dozen	1 00	1 25
Onions, doz. bunches	....	1 00
" large, white, dozen	....	0 50
Potatoes, American, bbl	....	3 50
" Montreal, bbl	1 75	2 50
Parsley, dozen	....	0 15
Peas, Canadian, bag	....	0 75
Parsnips, bag	....	1 50
Sage, dozen	....	0 60
Savory, dozen	....	0 50
Spinach, Canadian, box	....	0 75
String beans, bag	0 35	0 50
" basket	0 30	0 35
Tomatoes, Montreal, gin box	1 00	1 50
" hot-house, lb	....	0 08
Turnips, bag	....	0 50
" new, dozen	....	0 15
Watercress, dozen	....	0 40

FISH—British Columbian salmon is now arriving in place of the eastern supply. There is naturally a good demand at a price of 17c. Brook trout are very scarce owing to the hot weather. Fishing is extremely light and prices in consequence are very firm. Cod and haddock are still arriving freely, but it is anticipated will soon commence to become scarce. The market in other lines shows very little change.

FRESH

Bluefish, per lb	0 12
Brook trout, per lb	0 25
Dore, per lb	0 12
Flounders, per lb	0 10
Grass pike, per lb	0 08
Halibut, per lb	0 09
Haddock, per lb	0 04
Lake trout, per lb	0 10
Mackerel, per lb	0 15
Steak cod, per lb	0 05
Whitefish, per lb	0 10
Salmon, B.C.	0 17

FROZEN

Dore, winter caught, per lb	0 10
Halibut, per lb	0 08
Steak cod, per lb	0 04
Salmon, B.C., red, per lb	0 10
Salmon, Fall, per lb	0 08
Salmon, Qualla, per lb	0 09
Gaspe, per lb	0 18
Whitefish, large, per lb	0 08
Whitefish, small, per lb	0 06

SALTED AND PICKLED

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c.	per lb.
Labrador herring, half barrel	2 80
Labrador sea trout, bbls	12 50
" " " half bbls	6 50
No. 1 mackerel, pail	2 00
No. 1 " half bbls	8 00
Skinless cod, 100 lb. case	5 25
Salmon, B.C., half bbls	9 00
Salt sardines, 20 lb. pail	1 00

SMOKED

Haddies, 15 lb. bxs., per lb	0 08
Kippered herring, per box	1 10
Smoked herring, small boxes, per box	0 18
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 28
Oysters, choice, bulk, Imp. gal	1 50
" "Sealshipt" Imp. gal	1 90

TORONTO.

GREEN FRUITS—Peaches, raspberries, blueberries and lawtons form the bulk of the receipts of domestic fruits arriving this week on the local market, with apples coming well to the front. There are, too, some early samples of stewing plums. Gooseberries and cherries are about done, one or two baskets per day being the total offerings. California Elberta peaches and pears are the best lines offering, with western cantaloupes displacing Baltimores. Bananas and watermelons continue to be plentiful. Heavy consignments of Mediterranean lemons have arrived during the past few days, and have considerably relieved the strain on the market. Demand for lemons during the past few hot days has been somewhat enormous, but supplies are very large and almost every house has reserve stocks. There was almost a lemon famine a week ago, but great quantities have arrived during the past several days. A number of price changes is noted, seasonable lines being much easier.

Oranges, Cal. Valencia	3 00	3 50
" Cal. small	....	2 50
Lemons, Verdelli	4 50	5 00
Bananas	1 75	2 25
Currants, red, basket	0 60	0 85
" black, basket	1 40	1 50
Raspberries, red	0 09	0 10
Lawtonberries	0 09	0 11
Blueberries, per basket	....	1 25
Peaches, Cal., per case	1 50	1 75
" Canadian, basket	0 75	1 25
Plums, Cal., per case	1 50	2 50
" Canadian, basket	0 50	1 00
Pears, Cal., per case	2 75	3 25
" Can., basket	0 50	0 80
Watermelons, each	0 30	0 45
Cantaloupes, Nevada, case	3 25	4 00
Limes, crate	....	1 25
Apples, green, basket	0 25	0 40

VEGETABLES — Canadian tomatoes are rapidly supplanting imported lines, and native cucumbers have pushed southern cukes off the market. Potatoes continue to improve, but U. S. stock is

yet the dependable line. They are coming nearer home. This week Jerseys are offered, and they are splendid stock. Ontarios are offered from nearby points, and while they show much improvement over a week ago, they are not yet the kind to offer in competition to imported Delawares, being rough-skinned. The early drouth and later on heavy rains caked the clay and prevented steady growth. The later varieties, however, are said to be good in quality and an average crops. Rhubarb, cress and celery are off this week, but with the native green onions, carrots, peas, beets and corn, they will not be missed.

Potatoes, Jersey, per barrel	3 00	3 25
" Canadian, per bushel	0 75	0 80
Onions, Canadian, green, per dozen	....	0 25
" Danvers, bag	1 15	1 25
" new, Valencias, crate	3 00	3 25
Corn, evergreen, dozen	0 13	0 15
Peas, green, basket	0 50	0 65
Tomatoes, Canadian, per basket	0 50	0 60
Carrots, new, per bunch	....	0 40
Cabbage, Canadian, per barrel	1 25	1 50
Green peppers, per basket	0 40	0 50
Cucumbers, per basket	0 25	0 30
Beets, new, bunch	....	0 40
Beans, wax, basket	0 25	0 30
Peas, per basket	0 40	0 50
Egg plant, per basket	....	0 75

FISH—Once every year there comes a week in which it is almost impossible to get fresh water fish on the local market. Last year it was the first week in August. This year the present week is that period. Strange to say there is no change in prices, although demand is heavy and supplies low. British Columbia sea fish is coming in in small lots, and will help relieve the strain during August. The U. S. cities are again this year looking for our Canadian fresh water fish lines.

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish, fresh caught	....	0 10
Trout, fresh caught	....	0 10
Cod, fresh caught	....	0 07
Halibut, fresh caught	....	0 09
Haddock, fresh caught	....	0 07
Pike	....	0 06
Perch	....	0 07
Carp	....	0 03
Yellow pickerel	....	0 09
Sea salmon	....	0 17
Mackerel, each	0 15	0 20
Eels, per lb	....	0 08
Blue fins	....	0 06½
Lobsters, each	0 25	0 30

Lemons! Lemons!

Just the thing for these Hot Days

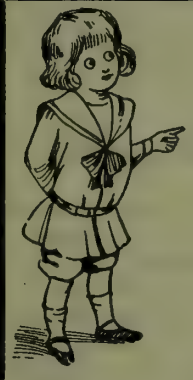
1000 Boxes Fresh Arrivals

California Peaches, Pears, Plums,
Cantaloupes, Oranges, Bananas.

Local Fruits and Vegetables.

WHITE & CO., Limited

TORONTO and HAMILTON



People come back for

"BUSTER BROWN"

LEMONS. Always buy them.

Primissima Qualita

FRATELLI FOLLINA, Packers W. B. STRINGER, Agent

Thimble Berries

Peaches

Plums

Apples

Tomatoes

are in good supply.

Wire, Phone or Mail your Orders to

Stevens & Solomon

Shippers of Canadian Fruits, etc.

HAMILTON, ONTARIO

Phones 2700 and 690

New Crop Lemons

EXTRA FANCY

California "Squirrel" brand 270s and 300s
Verdelli "Marconi" brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, "Golden Orange" brand, *the Best Orange Grown in the world*

GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

HUGH WALKER & SON

GULEPH, ONTARIO

Canadian Trade Changes of Recent Occurrence

Sales That Have Occurred Recently—Damages Caused by Fire —Assignments and Compromises Made.

Ontario.

Isabella Wilson, grocer, Toronto, has sold to Nelson & Co.

W. E. Tweedy, grocer, Toronto, has sold to Thos. E. Clark.

Clara Smith, grocer, Hamilton, Ont., has sold to E. Johnson.

Jas. McLaren, grocer, Byron, Ont., has sold to Mr. Wordsworth.

E. Coleman, general merchant, North Ekfrid, Ont., has sold out.

J. W. Montgomery, grocer, Pembroke, Ont., has sold to W. A. Hunter.

D. Bickell, Sr., general merchant, Gore Bay, Ont., is retiring from business.

R. Richardson, grocer, Carleton Place, Ont., has been succeeded by Bennett & Code.

J. & T. Talbot have succeeded Geo. Wade, general merchant, at Dorchester Station, Ont.

Smith & Climie, general merchants, Thamesville, Ont., have sold to Robinson & McGuire.

Howard Bennett and Sherald Code have purchased the grocery business of Roland Richardson, Carleton Place, Ont.

Quebec.

Adelmar Lalonde, grocer, Montread, has assigned.

Assets of J. N. Boisseau, grocer, Que., are to be sold.

Assets of E. Sequin, grocer, Hull, Que., have been sold.

Clement & Desrosiers, grocers, Montreal, have dissolved.

Assets of A. Lelande, grocer, Montreal, have been sold.

Assets of A. Bessette & Co., grocer, Montreal, have been sold.

Assets of E. P. Guillemette, grocer, Montreal, have been sold.

Meunier & Freres, grocers, Montreal, have dessolved partnership.

A. Desilets, grocer and liquor merchant, Montreal, has assigned.

Meeting of creditors of J. O. Chartier, grocer, St. Paul, Que., has been arranged.

C. Audet & Fils, general merchants, St. Anselme, Que., are advertising their business for sale.

A meeting of creditors of H. H. Miner, general merchant, Dunham, Que., was held on 29th inst.

David Williamson & Co., general merchant, Grenville, Que., was burnt out recently; he was insured.

Western Canada.

F. Eugene, grocer, Vancouver, has sold to R. J. Foote.

A. Hughes, general merchant, Medora, Man., died recently.

D. Fergie, grocer, Winnipeg, has assigned to H. Detchon.

C. E. Howes, grocer, Vancouver, has sold to H. B. Margison.

Bishop Bros., general merchants, Gate, Sask., have sold to Vosburg & Clark.

W. Blair, grocer, Vancouver, has left that city; creditors are in possession.

W. J. Bertram, general merchant, Govan, Sask., has sold to Latta Bros.

J. Halldorson, general merchant, Brown, Man., has been succeeded by T. J. Gislason.

D. W. Flack, general merchant, Swan Lake, Man., have sold their stock to E. E. Salsbury.

An extension has been granted to G. S. Davidson & Co., general merchants, Indian Head, Sask.

John Naismith and John Waddell, Humboldt, Sask., have announced a dissolution of partnership.

Wurster & Inkster, general merchants, Sherbrooke, Sask., have been succeeded by The Agnew Bros., Hardware Co.

DUTIES OF MANFACTURES.

Canadian Delegate at Press Conference Points Out Superiority of United States Methods.

"The trade of Canada is of more importance to Great Britain than the entire trade of South America," said J. W. Dafoe, the editor of the Manitoba Free Press, and one of the delegates to the Imperial Press Conference, "England is allowing that trade to drift beyond her control.

"In Canada you have a market favorably inclined to you. You are only separated from it by the sea, and water transit is the cheapest of all. Your greatest rival has to face what is practically the maximum tariff. And yet British goods are being side tracked, and Americans are winning almost all along the line.

"I say that it is for the British manufacture to find out the reason of this, and to remedy it, if he hopes to save Canadian trade. The day has gone by when you can say that because one line of goods satisfies other British Colonies therefore it must do for Canada. You have to study our needs, and give us not what you think we ought to want, but what we are asking for. You must advertise, and you must have men on the spot to see to your interests. It is no use for a manufacturer to try to keep his trade by sending out catalogues.

Result of Enterprise.

"There are a few lines of British goods which are still generally used. Holbrook's sauce, for instance, is found from one end to the other of Canada. How has it held its own? The story, as I have heard it, is that some years ago that firm sent out a representative to America, and while waiting for business there he crossed over to Canada. He was a week in the United States; he remained three months in Canada. He advertised, he personally presented his goods, he learned the ways of our market, and to-day the firm, I believe, has eight men all the time on the road in the Dominion. What one firm is doing there is opportunity for others to do.

"Some years ago a well-known British-made article of every day use was found from end to end of Canada. It held the market. Then an American competitor came in. The American advertised, he put up his goods in tins with bright pictures on the covers, and he gained a foothold.

"The Canadian agent of the British manufacturer pointed out to his principal that if something was not done their old trade would die. The British maker refused to change. His product was good enough for the rest of the Empire; it should be good enough for Canada. Within two years the Canadian resigned the agency of that once-triumphant British product; the sales had fallen so that it was no longer worth while handling it.

"The British manufacturer does not advertise in Canada, and you cannot hold a market without advertising. Let him come out and see what we demand; let him keep someone on the spot to watch over his interests; let him provide what Canada wants, and a big market is waiting him. But the old way will not do."

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

There is a good demand for CHERRIES, RASPBERRIES, POULTRY, dead or alive, and we have the customers. Let us have your consignments.
THE DAWSON COMMISSION CO., TORONTO

PICKLING SPICE!

Now is the time when these goods are in great demand.
If you handle Forest City Spices you are sure to give Perfect Satisfaction.
Put up in 5c. and 10c. packages and bulk.
Order from your jobber or direct to

Gorman, Eckert & Co., Limited

LONDON — High Grade Food Products — WINNIPEG



By Special royal permission.

"King Oscar" Brand Norwegian Sardines

You are vitally interested in the fact that "King Oscar" Brand Sardines are BIG SELLERS. Their quality gives them first call with discriminating buyers.

These Sardines have established the reputation as the purest, sweetest and best packed on the market.

STOCK "KING OSCAR" SARDINES

J. W. BICKLE & GREENING
(J. A. HENDERSON)
Canadian Agents — HAMILTON, ONT.

LOGGIE'S LOBSTERS

EVERY TIN OF OUR PRODUCTS IS GUARANTEED

Golden Crown and Golden Key
ARE OUR BRANDS

THEY are made in standard sizes to suit the trade. We are expert packers and our goods have a recognized reputation. Your querulous customer in quest of quality will have no cause to complain when you show a tin of Loggie's and tell him or her to sample it. There is satisfaction in every can.

PECIAL NOTE TO WHOLESALERS
We are now prepared to book your orders for 1909 pack "Golden Diamond" Blueberries, twos and gallons, quality guaranteed.

W. S. Loggie Co., Limited
SOLE PACKERS
Chatham - - - New Brunswick

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto



POPULAR AND PALATABLE

Sea foods are each season growing more esteemed and enjoyed by the people. That is because greater care is exercised in their selection and in the method of packing. All the natural piscatorial flavor is retained in the

BRUNSWICK BRAND

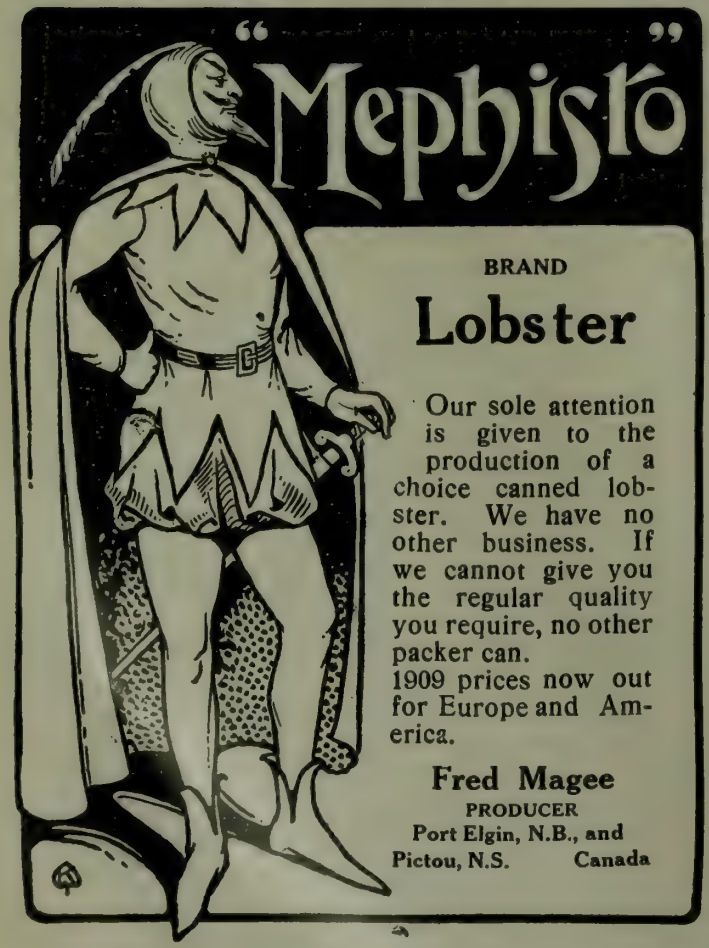
Any retailer is welcome to try a can or two at our expense. When convinced of the toothsomeness, deliciousness and invigorating qualities of our products, he will be the better able to tell others the good he has found in them.

—Here is a chance to make money

This brand of sea foods has a national reputation.

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.



BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and Pictou, N.S. Canada

Lines That Will Sell Well Right Now!

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:



Queen Quality Pickles

Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.

NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS

German Sauer-Kraut Pickles in Brine.

RYAN & HOPPER, Toronto Agents

Taylor & Pringle Co., Ltd.

Owen Sound, Ont.



MAGI WATER

That we are advertising Magi Water very extensively you know. That we shall continue to advertise it goes without saying. The results we have obtained in persuading the public to drink Magi and the dealer to push Magi have convinced us that a meritorious article, well advertised, is the only proper combination in successful merchandising.

Put Magi Water in stock—display signs (we will furnish them) saying that you handle Magi Water and you will build up a family trade that will be satisfactory and highly profitable to you.



And remember that while Magi is recommended by physicians for Gout, Rheumatism and similar ailments arising from disordered kidneys it is further the most delicious water you can persuade your customers to put on their tables purely as a beverage. Try it yourself.

THE CALEDONIA SPRINGS CO., Limited
Caledonia Springs, Ont.

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Coristine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

TO WHOLESALE TRADE:—
Buy your

Whole Spices, Coffees, Sardines, etc.,

from

H. COLLINGS & CO.

16 Philpot Lane, E.C.
LONDON, ENGLAND

"Repeat Orders the Rule"
Quality always right Shipments prompt.

Agents in MONTREAL, Mr. J. Russell Murray
" KINGSTON, Mr. C. de Carteret.
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bickle & Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.

Established 1856

The Condensed Ads. in The Canadian Grocer bring results

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—
- Tea Gardens of the World.
- Tea from Seed to Leaf.
- Tea from Leaf to Cup.
- The Tea Marts of the Orient.

Part II:—
- How to Test Teas.
- Where to Buy Teas.
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas.
- How to Establish a Tea Trade.
- Tea Blending.

275 Pages Price $2.00
Fully Illustrated

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10 Front St. East - - Toronto

System is Everything

Modern business success is built upon System. The house that is ahead is the one that is best systematized in every detail—especially in the selling end.

THE **Allison** COUPON BOOK SYSTEM

is the most important phase of selling system so far as the grocer is concerned. You can get along without them, but not nearly as well as you can WITH them.

How They Work

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, Ind
Order them from your Jobber



LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

ABSORBINE

Full directions in pamphlet with each bottle. $2.00 a bottle at dealers or delivered. Horse Book 9 D free.

ABSORBINE, JR., for mankind, $1 a bottle, removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.

Toronto Limited



TIME MEANS MONEY

You save both when you have McGregor's Patent

BAG HOLDER

It holds all kinds from ¼ to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.

KILGOUR BROS.

19 Wellington St. West. - TORONTO



GRACEFUL ATTRACTIVE
SYMMETRICAL

Elgin National Coffee Mills

Our mills are high grade throughout but sell at low cost. They are the fastest, strongest, simplest and most economical on the market. An ornament as well as of great use and service to any grocer, wholesale or retail.

Ask any of the following Jobbers for our Catalogue,

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

Wolverine

Show Case



The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne venue, t
Winnipeg, Selling Agen

No. 100.

This case is finished in golden oak—Beveled plate top —Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

THIS IS

About 3-ft. Long.



Half Actual Size.

"IT"

THE FLYCATCHER THAT EVERYBODY IS TALKING ABOUT NOW!

OF ALL JOBBERS OR FROM

T. A. MacNab & Co., St. John's, N.F.

W. S. Clawson & Co., St. John, N.B.

MacLaren Imperial Cheese Co., Toronto.

R. B. Hall & Son, Montreal.

G. C. Warren, Regina, Saskatchewan.

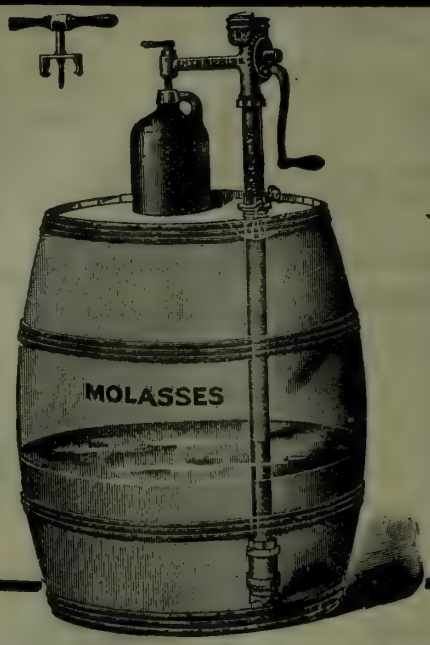
Standard Brokerage Co., Vancouver, B.C.

"ENTERPRISE"

The great success of the "Enterprise" works is built on the policy that they have no time to waste in making anything but the *best*.

Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.



This Company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

"ENTERPRISE"

Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a new Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only $6.00; Auger, 75c.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50c. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U.S.A.
21 Murray St., New York, 438 Market St., San Francisco

A PUMP THAT SHOWS A PROFIT

Get a **STANDARD** Horizontal **BRADLEY STENCIL MACHINE** and you will have a Machine **BUILT FOR HARD USAGE,** Rapid and **EASY** to **OPERATE.**



HAMILTON STAMP & STENCIL WORKS, Ltd.
SOLE AGENTS FOR CANADA
HAMILTON, - ONTARIO

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

ANY LINE OF THE

KEYSTONE BRAND BROOMS

may be depended upon to give satisfaction and in choosing the

KLONDIKE
JUBILEE
STERLING

you get the very best as well as sufficient range of price to meet all requirements.

Manufactured by

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, - ONTARIO, CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 5 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case).

	per doz.		per doz
Strawberries	3 25	Sweet cherries	2 40
Peaches	2 85	Red currants	2 40
White cherries	2 85	Black currants	2 40
Red raspberries	2 40	Green G. plums	2 40
Black raspberries	2 40	Lombard plums	2 40
Lawtonberries	2 40	Blue plums	2 40
Red cherries	2 40	Pears	2 40
Black cherries	2 40		

SIMCOE PURE PRESERVES

(Packed 2 doz. to the case.)

12 oz. Simcoe Pure Strawberry Preserves	1 35
16 " " " "	1 75

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

In Cartoons	per dozen
No. 1, 1-lb., 4 dozen	$ 2 40
" " 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" " 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " 2 "	2 20
No. 12, 4-oz., 6 dozen	0 70
" " 3 "	0 75

In Tin Boxes	per dozen
No 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs	14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz., $1.40.

White Swan Flaked Rice, per doz., $1.

White Swan Flaked Peas, per doz., $1.

Blue.

Keen's Oxford, per lb. $0 17

In 10-box lots or case 0 16

Gillett's Mammoth, ½ gross box 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED.



Cocoa—Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 16
London Pearl, per lb.	0 22

Special quotations on Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, 4's & 7's, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 1 doz in box, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. Macdiarmid, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " 4 " " "	2.40
½ " 2 " " "	4.75
1 " 1 " " "	9.00

EPPS'S.

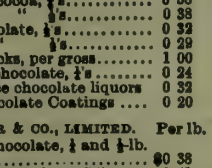
Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 16c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs, 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—	15 lb. pails and 10, 25 and 50 lb.		
In 15 boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 12	0 11	0 17
Best Shredded	0 18	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 1	
Desiccated	0 16	0	

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 12

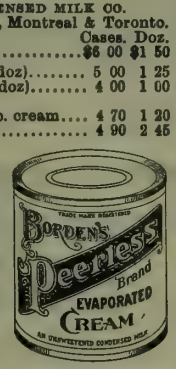
Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14
Package Coffees	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers, $10 per doz

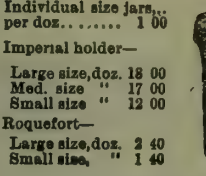


THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40



Individual size jars, per doz. 1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00
Roquefort—	
Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 30
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

CLARKE'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agen

The Davidson & Hay, Limited, Toront

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

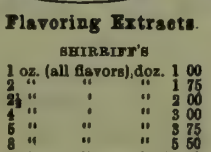
"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2
" " groats ½-lb. tins	1
" " " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



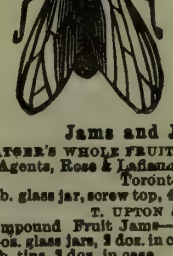
Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.





Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for 2 50.

5 boxes.... 3 75

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 3 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

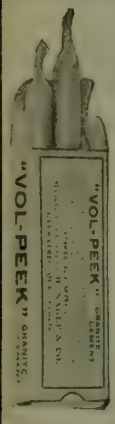
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07

Friends—Not Growlers



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always made up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.



"VOL-PEEK"

GRANITE CEMENT

Mends Holes in Pots and Pans.

For mending holes in Agate, Iron, Aluminum, Copper, Tinware, Graniteware, in fact anything with a hole in it, VOL-PEEK has no superior. Not a glue or paste—like putty, in a stick, two sticks to a box.

Sells at 25c. a box. 2 sticks mend 50 holes.

Great Seller Quick Sales Large Profits

Get Stock from your wholesaler, or direct from us.

H. NAGLE & COMPANY

Sole Manufacturers. LAPRAIRIE, QUE.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¼-lb tins—3 doz. in case.

NOT THE SEASON.

This is not the season to talk about heat and hot things, but the housewife has to keep the stove clean just the same.

JAMES DOME LEAD

is the cleanest stove polish in the world.

NO DUST. **NO DIRT.**

W. G. A. LAMBE & CO., Canadian Agents

A REAL LASTING SHINE if you use



It preserves and softens the leather.
It is waterproof.
It does not clog or stain the clothes.
It is free from acid and turpentine.

2-in-1

THE CONNOISEUR'S POLISH

Keep your shelves well stocked with the polish that sells quickly and never fails to satisfy.

The F. F. DALLEY CO., Limited

HAMILTON, CANADA BUFFALO, N.Y.

GOODWILLIE'S "HOME INDUSTRY" BRAND FRUITS

(IN GLASS)

The particular care that is taken to preserve the natural flavor of the fruits is responsible for the ever uniform high quality of GOODWILLIE'S.

GOODWILLIE'S factory, for one thing, is right on the farm. That's a significant fact. No delays; the fruits are packed while they are fresh.

ROSE & LAFLAMME Limited

Sales Agents for Canada.

MONTREAL TORONTO

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

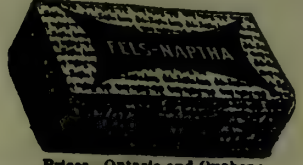


Assorted Case,	Contains 4 do ..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 00
Five cases, or more	4 95



List price

'Shirriff's" (all flavors), per doz. 0

Discounts on application

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



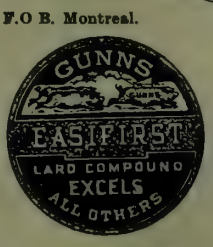
Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 50 lbs.	0 11
20-lb. Pails.	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10½
Tubs	0 10½
20-lb. pails	0 11
20-lb. tins	0 10½
10-lb. "	0 11½
5-lb. "	0 11½
3-lb. "	0 11½

Li ·rice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper...per lb.	$0 40
Fancy boxes (36 or 50 sticks)...per box	1 25
"Ringed" 5-lb. boxes...per lb.	0 40
"Acme" pallets, 5-lb. cans...per can	2 00
" " (fancy boxes 60) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans...per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulc large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED.	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case...per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz	1 55
2-lb " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross net	$13 00
" per case of 4 doz. net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ½-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ½-lb. tins	per doz.	0 85
" ¼-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz	0 90
pint " 3 doz	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " 60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 25
5 cases	3 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

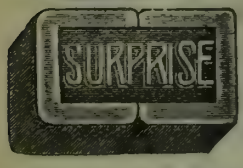
Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross		$10 20
" black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	13 00
Straw hat polish.....	"	10 20



3 doz. to box..... $3 45
6 doz. to box $6 90
30 days.



1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

ta

EDWARDSBURG STARCH CO., LIMITED

	per lb
Laundry Starches—	
No. 1 White or blue, 6-lb. carton.	$0 07
No. 1 " 1-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 07
Benson's satin, 1-lb. cartons	0 7½
No. 1 white, bbls. and kegs.....	0 0[illegible]
Canada White Gloss, 1-lb. pkgs...	0 6½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 07½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

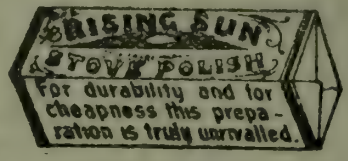
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 7½
Kegs, 100 lb.....	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 2 in case.....	0 08
6-lb. enameled tin canisters, 2 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup

C STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs.....	1 30 each
" 38½ lbs.....	1 80 "

Plain tins, with label— per case.

2 lb. tins, 2 doz. in case.....	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)



TEAS

THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label 1's and ½'s..	0 44	0 60
Red-Gold Label, ½'s.....	0 55	0 80

GEO. E. BRISTOL & CO.,
Hamilton, Ont.



EMPIRE FAULKNER TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c..... ....1s, 20c.; ½s, 21c.	
30c.... ....1s and ½s, 23c.	
40c..... ....1s and ½s, 28c.	
50c..... .....1s and ½s, 35c.	
75c.....1s and ½s, Vulcan, 50c.	

100 lb. lots freight paid.



Blue Label, ½'s.....	$1	0 26
Orange Label, 1's and ½'s	0 32	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 32	0 40
Brown Label, ½'s		0 20
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 42	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

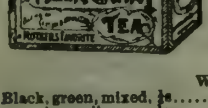


BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" ½'s....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 43	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

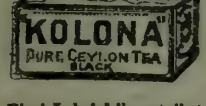


MELAGAMA TEA

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " 1s.....	0 44	0 60
" " 1 lbr. ½s..	0 40	0 60
" " ¼s.....	0 38	0 50
" " 1 lbs, ½s..	0 35	0 50
" " 1 lbs, ¼s..	0 30	0 40
" " ⅛s.....	0 32	0 40
" " ½.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c.....	0 23	
Green Label. " 40c.....	0 30	
Red Label, " 50c.....	0 35	
Orange Label, " 60c.....	0 42	
Gold Label, " 80c.....	55	

BIDGWAYS.

ndon, Vancouver Winnipeg and Ceylon



	Wholesale.	Retail.
Imperial Household, 1's and ½'s	$0 30	$0 38
Old Country, 1's and ½'s.....	0 35	0 45
5 o'clock, 1's and ½'s.....	0 43	0 55
H.M.S., 1's and ½'s.....	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	rets
Wood's Primrose, per lb.. ...	0 40	0 50
" Golden Red	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s.....	36
Black Watch 11s	36
Bobs 5s and 10s.....	36
Bully 6s.....	44
Currency 5½s. and 10s.	33
Stag 5s.....	33
Old Fox 12s.....	44
Pay Roll Bars 7½s.....	55
Pay Roll 7s.....	55
Plug Smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s.....	45
Empire 5s, and 10s.....	36
Amber 8s. and 3s.....	60
Ivy 7s.....	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s..	51

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100	35 00
Champlain, 1-20.....	35 00
Champlain, 1-40	35 00
El Sergeant, 1-20.....	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100.....	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 45
" 1-9	0 45
Cote's Choice Mixture, ½-lb tins.....	0 70
" " 1-lb "	0 70
" " 1-lb "	0 60

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$12 00
Absorbine Jr., per dozen.....	1 00

Yeast.

Royal yeast, 2 doz. 5 cent. pkgs $1 10	
Gillett's cream yeast, 2 doz. in case .. 1 10	

For charges for inserting quotations in this dept, apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S



BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and it is always in packages *only*.

Church & Dwight

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL

Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

The Beardwood Agency

313 New York Life Building - MONTREAL

A Car Shortage is Likely

MORAL:
Order now, and avoid possible delay.

SALT
FOR EVERY USE

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand

OUR TRAVELERS
go out on ***Monday 16th August.***

We had a great many letter and phone orders.

Some that never tried phoning before were convinced.

Any time our traveler not available call us up—our expense.

4
Free Phones
for you.
Use freely

GEO. E. BRISTOL & CO.

WHOLESALE GROCERS

HAMILTON, - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, AUGUST 20, 1909. NO. 34.



Don't Experiment

when you know that what you sell is **The Best.** Take the verdict of your customers. In laundry work

Keen's Oxford Blue

in their judgment, the world over, is without an equal.

For sale by all jobbers.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, **Montreal**

Canada's Leading Starches

Edwardsburg

"Silver Gloss" Starch

(for laundry purposes has no equal)

Benson's "Prepared" Corn

most perfect for cooking, puddings, desserts, etc.

These brands are found in every up-to-date grocery store. They make satisfied trade.

Demand them of your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

UPTON'S PURE JAMS

Upton's New Season Pure Jams Now Ready

Absolutely pure and delicious in flavor and preserved in gold-lined, hermetically-sealed 5-lb. pails and 16-oz. glass jars.



Upton's Pure Orange Marmalade

Well and favorably known by the grocer and his customers throughout Canada, where it has been made and sold for over fifteen years.

Only the Best — Always the Best

is advertised on this page

How Are Stocks?

Just look over your shelves and don't leave it too late, but keep up your supply of

"Thistle" Haddies
The Best Packed
EVERY TIN lined and guaranteed.

Codou Macaroni
The Best Imported.

Cox's Gelatine
—Always—

Griffin's
Seeded Raisins and
Seedless Raisins

Griffin's
PRUNES
(Sterilized)

All packed by specialists and each the best of its kind.

Arthur P. Tippet & Co.
AGENTS



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

FACE TO FACE BUSINESS

I am on the job all the time. Why not give me a trial?

Grocery and Confectionery Brokerage my Specialty

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East

Let's get close and talk it over—Now HAMILTON

Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business?

You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10 Garfield Chambers, Belfast, Ireland.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants

MONTREAL

Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.

Manufacturers' Agent and Warehouseman.

Importing Commission or Buying Agent.

Warehouse: City Spur Track.

Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.

P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

W. H. Millman & Sons

GROCERY BROKERS

Toronto

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

Importer, Wholesale Broker and Commission Merchant.

Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties.

Can handle more Good Lines.

G. C. WARREN

P.O. Box 1036. REGINA, SASK.

Established 12 Years.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT

One Car Barbadoes Muscavado

One Car Bright Jamaica Crystal

PRICES SUBMITTED

LIND BROKERAGE CO.

23 Scott Street Toronto

Merchants, Manufacturers and Shippers

We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.

Good track storage.

Advances made on consignments.

J. D. Brack & Co.

Wholesale Brokers

WINNIPEG

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

H. B. BORBRIDGE

Manufacturers' Agent and Broker

OTTAWA

Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

To

Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to

THE CANADIAN GROCER

Montreal Toronto Winnipeg

By Long Odds—

the best value on the market at present is our

"RED STAR"

Fancy Cohoe SALMON

This is an exceptionally fine fish, deep red color—fine flavor, good firm fish.

Our Quotations Are Interesting.

DON'T OVERLOOK

the fact that our values in other lines of SALMON are equally interesting.

NOW IS THE TIME TO ORDER

EBY-BLAIN, LIMITED

Wholesale Grocers, TORONTO

A PHENOMENAL SELLING LINE







40c.	Grade	costs you	30c.	per lb.	in lead packages.
50c.	"	"	35c.	"	"
50c.	"	"	35c.	"	in 5lb and 3lb fancy tins.
50c.	"	"	36c.	"	1lb and ½lb " "
60c.	"	"	42c.	"	in lead packages
75c.	"	"	50c.	"	" "
1.00	"	"	70c.	in ½lb	fancy tins
1.00	"	"	72c.	" ¼lb	"

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St., MONTREAL

GOOD VINEGAR



sells just as easily as the other sort, and it is a deal more satisfactory to handle.

White Cottell & Co's. Vinegar is Good Vinegar

All who have used and tested it agree on that point and will tell you so. The best is always sure to win in the trade race, so have an early shipment of our vinegar as a starter.

CANADIAN AGENTS:
Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.
Messrs. G. Stanway & Co., Toronto,
Mr. Kenneth H. Munro, Montreal.
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

White Cottell & Co.

Camberwell, S.E., LONDON, ENG.

A strong combination-

¶ An extensive garden of three thousand acres in the heart of Prince Edward County, Ontario; a canning factory without a peer in the completeness of its modern sanitary and mechanical equipment, and the cleanliness and skill of its employees; that is the combination which produces "Farmer Brand" Canned Fruits and Vegetables.

¶ Consequently every can of Farmer Brand is pure in quality and perfect in flavor. Farmer Brand brings and retains for you the quality customers —people who want the very best and are willing to pay a fair price to get it.

The Farmers' Canning Company

Bloomfield, - Ontario

QUALITY

If ESSEX CANNED GOODS were no better than the average, we would say less about them, but because they measure up to a higher standard we can afford to be very emphatic regarding QUALITY. Essex County is one of the very best agricultural sections in Canada, with advantages in growing such crops as Corn, Tomatoes and Fruits seldom equalled in this country. The Factory is thoroughly new and up-to-date, equipped with every facility for doing things right, and equal to an enormously big output of

Essex Tomatoes
Essex Corn
Essex Beans
Essex Peas
Essex Pumpkin
Essex Fruits
Essex Catsup
Essex Jams
Essex Pork and Beans
Essex Apple Butter

In the competition of the canned goods business, we cling tightly to the word "QUALITY", preferring to be always best, rather than second-rate, and in reaching out for a share of your trade, we offer such satisfaction as will give our goods a distinct preference with your customers. You run no possible risk in getting the best, particularly when they cost no more, and all we ask is that you give the "ESSEX BRAND" a trial.

THE ESSEX CANNING AND PRESERVING CO.,
ESSEX - - ONTARIO LIMITED

YOUR PROFIT
and
REPUTATION

The particular housewives of Canada have long ago agreed there is nothing *quite as good* as

Old Homestead Brand
Canned Fruits and Vegetables

So that your profit and reputation alike demand that you stock this brand of canned goods. No expense is spared by us to maintain the high standard of excellence we have reached, so that your recommendation of the **Old Homestead** quality can be unhesitatingly given.

Order from Your Jobber

The Old Homestead Canning Co.

Picton, - Ontario

We Preach Purity



¶ And we also practice it and place it on the shelves of all the leading grocers of Canada and in the homes of thousands of delighted patrons in

E. D. S. BRAND
JAMS and JELLIES

They typify purity and have been declared by Government Analysis to be the purest sold in Canada. They are guaranteed to contain only pure fruit and sugar and are packed in sterilized air-tight vessels.

THEY CREATE TRADE – A TRADE THAT TELLS – A TRADE THAT STAYS

E. D. Smith's Fruit Farms, Winona, Ontario

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

THE WISE GROCER

looks to the future more than to the immediate present. There are lines of canned fruit and vegetables on which larger profits can be made but there is none that equals in quality, cleanliness or flavor the

RIVERDALE BRAND

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

Ginger-Bread

BRAND

Molasses

Simply Out-Classes—That's All

Packed in tins, 2's, 3's, 5's and 10's.

Pails, 1's, 2's, 3's and 5's, and in bulk.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

O.K.

THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig



A CLEAN SWEEP

They say that a new broom sweeps clean, and

SNAP

is to the hands the broom which sweeps clean away every vestige of dirt, stains, paint, tar, etc.. It leaves the hands smooth, aud is, moreover, antiseptic.

Order from your jobber

The SNAP Co., Ltd. MONTREAL CANADA.



Merchant's Side

NO SPRINGS

"MADE IN CANADA"



Customer's Side

NO SPRINGS

OUR GUARANTEE.—We guarantee to furnish a better Computing Scale for less money, than any other concern.

WE CORDIALLY INVITE YOU
to investigate the ***Toledo Automatic Weighing Systems*** during the ***Toronto Exhibition.***

Full line on view in Manufacturers' Building at the Exhibition and at our office
335 YONGE STREET

NO SPRINGS

TOLEDO

Computing Scale Company

Office, 335 Yonge Street
New Factory, 243 Macdonnell Avenue



Merchant's Side

NO SPRINGS



Customer's Side

SALMON CAN BE AS SCARCE AS THEY LIKE

We will receive our usual supply of the good, old reliable brand of

Quaker Salmon

The quality will be just as choice and we will guarantee each individual tin, as before.

Order Early.

MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

A LIBERAL AND PROGRESSIVE COMMISSION OFFER FOR PUSHFUL PEOPLE

That young man who seizes every opportunity to turn an honest penny during his spare time is likely to soon develop from *clerk* into *proprietor.*

That's the kind of young men we are looking for—men who are willing to use some of their spare time in pushing a profitable business proposition.

We want some *really pushful local agents* for the MacLean Trade Papers, The Busy Man's Magazine and The Financial Post. For those who will push there's *good money* to be made everywhere in Canada.

The commissions we are offering are *extremely liberal.* Moreover, they are *progressive*; *i.e.*, the more subscriptions secured the higher the rate of commission paid.

Hadn't you better get the facts of our plan? Just sit down and write us for full particulars.

THE MacLEAN PUBLISHING CO., Ltd.
Circulation Department
10 Front St. East, Toronto

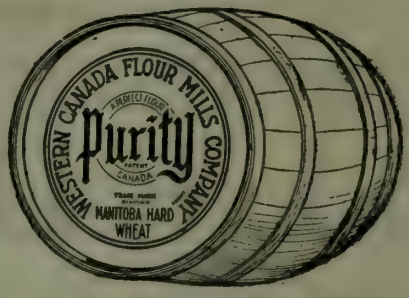
Building Up a Permanent Flour Trade

¶ If you just care about **to-day's profits** and are content to let **future business** take care of itself you'll be more interested in the **price question** than the **quality argument.**

¶ But if you can see farther than your nose you will see the wisdom of talking flour-quality and forgetting the price-question.

¶ Talk Purity Brand — the quality-flour.

¶ Tell your customers that Purity flour consists of only the high-grade constituents of the hard wheat berry—that the low grade constituents are never mixed into this brand.



PURITY FLOUR



¶ Tell them that Purity has more downright quality than any flour you know of—and that is the truth, too.

¶ Tell them that it is always uniform —that the quality never varies—therefore always reliable.

¶ Tell them that it is worth much more in quality than the little extra difference in price.

¶ That's the way to build up a permanent flour trade —one that cannot be won away from you.

¶ Better send in that order for Purity right away.

Western Canada Flour Mills Co.

Limited

Toronto Montreal St. John Winnipeg Brandon



BRAINS

Many merchants advise us that the

McCASKEY CREDIT REGISTER SYSTEM

is the greatest brain saver ever invented.

Why keep your brain in a commotion over the petty details of handling accounts.

Why work night and day copying and posting from one book to another?

Take Care of Your Think Tank

Use your brains in looking after the more important details of your business—**buying** and **selling**.

Keep your accounts with a McCASKEY CREDIT REGISTER. Then you will have time to look for bargains and keep your goods moving.

One writing does the work and gives you **complete information** regarding the **important details** of your business.

Over **fifty thousand** in use. Why?

Neighbor, if you are in business to **make money** let us tell you about the McCASKEY SYSTEM.

The McCaskey Register Co.

Cor. Hughson and Rebecca Streets - Hamilton, Canada

If you attend the Toronto Exhibition don't fail to see our display.

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E. London, England

The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

The Queen Quality Leads

WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is overlooked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get in them

PURITY, PERFECTION and SATISFACTION

Manufactured by

The BELLEVILLE CANNING COMPANY
BELLEVILLE - - - ONTARIO

"Canada's Pride"

Canned Goods Still Leads

We would advise that we are now running heavy on Peas, packing a finer quality than we have ever turned out because of the excellent condition of the raw material, which with our careful handling, fine equipment and unequalled sanitary factory, enables us to far excel in quality any previous year.

These same conditions will apply to the full line of fruits and vegetables which we pack.

Don't be deceived by Brands and Trade Marks similar to ours which some packers are using, trying to place on the market inferior goods on our well-earned reputation.

Canada's Pride stands for Cleanliness and High-Grade Quality

One trial will make you a strong friend of "Canada's Pride."

To be had of the following wholesale representatives: Wm. Galbraith & Son Montreal, Que.; Fenwick, Hendry & Co., Kingston, Ont.; Medland Bros., Toronto, Ont.

PACKED ONLY BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO

To the Trade:

Of Course YOU Know That

CEYLON TEA

makes

BEST ICED TEA

but

Do You Impress That Fact Upon Customers?

Its Lemony Flavor

Just Suits Hot Weather Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impairing Its Tonic Values.

H.P. SAUCE

IS SELLING VERY FREELY

Shows a good profit and the demand is constantly growing.

Wouldn't it be worth your while to stock it?

It brings new and permanent customers.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.
Colville, Smith & Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



ARRIVED

CAR LOAD Butter Bowls

14 in. to 23 in.

WHITE WOOD

Ask us for price.

Walter Woods & Co.

Hamilton and Winnipeg

Carveth & Company

Manufacturers' Agents
and Importers

Sole Agents for Canada for

The Swiss Frey Chocolate Company, Limited

MILK AND NUT CHOCOLATE SPECIALTIES

ALSO

Sultan Brand
Genuine

Turkish Delight

600 LINDSAY BUILDING, MONTREAL

From COW to CAN, the preparation of

CANADA FIRST EVAPORATED CREAM

is one long tale of care and cleanliness. Each can is guaranteed pure and fully sterilized.

THE FINEST SUBSTITUTE FOR FRESH MILK.

ORDER FROM YOUR JOBBER.

Children thrive on it. The best for invalids, convalescents and household use.



THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

VINEGAR

Come to us if you want the BEST in Domestic or Imported

THE DAVIDSON & HAY, Limited

Wholesale Grocers - TORONTO

Quality Will Out

A woman will try a dozen different marmalades, but she will finish with that made by

John Gray & Co., Ltd., Glasgow, Scot.,

for the final analysis proves it has no superior and very few equals.

Can YOU supply your customers to-day?

SNOWDON & BORLAND, Agents

34 GUARDIAN BUILDING - - MONTREAL



Poor cocoanut may spoil a fine cake. Woe be unto the grocer who sells a second-class article.

Do not run any risk; sell the best; years of satisfaction.

McLEAN'S

WHITE MOSS BRAND

COCOANUT

The Canadian Cocoanut Company

Montreal

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The Canada Sugar Refining Company, Limited

MONTREAL, QUE.

That Delicious Lemonade Powder—

Yes, we are the makers of it, and, most assuredly, these are the days to sell it. Everybody wants it. It's a most popular drink for the dog days, so easily prepared—only add cold water to our powder.

8-oz. and 4-oz. packages.

Cold Spring Lemonade Powder

You Sell For 20c. and 10c.

Supplies from

S. H. EWING & SONS, Montreal and Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST

VINEGAR



LONDON, ENGLAND — MADE FROM THE FINEST MALT

COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co , South Wharf, St. John, N.B.
Green & Co., 25 Front Street East, Toronto
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

Stock up for early fall trade with

STERLING
BRAND
PICKLES
AND
RELISHES

The favorite Canadian-made Pickle. Made of best grown Canadian vegetables, in Canada's largest pickle factory.

Buy from your jobber, or direct

The T. A. Lytle Co., Limited

Sterling Road, Toronto, Can.

NEW SEASON'S

Raspberry, Black Currant and Cherry Jam

Now Ready for Delivery

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

JAPAN TEAS

Jobbers, please bear in mind that we have a desirable assortment of new crop at different points in Canada and in the United States.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Quality, Purity and Cleanliness



The Original.

Just how heavily these count is attested by the fact that the best merchants always give the preference to Borden's Brands, and by the further fact that the great majority of consumers will consider no others.



Leaders of Quality for Over 50 Years.

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Banner and Princess Brands Condensed Milk.

¶ Just you try them in your own home, and then you'll take a real pleasure in recommending them to your most particular customers.

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John Malcolm & Son,

ST. GEORGE, - ONT.

I offer for prompt shipment a very fine parcel of last season's crop

SULTANA RAISINS

AT AN UNUSUALLY LOW PRICE

ANDREW WATSON, Importer

91 Youville Square, Montreal



Imperial Evaporated CREAM

A cream that is made in a modern factory, by experts, from the yield of the cows in the finest dairying district in Canada.

The Best Cream to Sell.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

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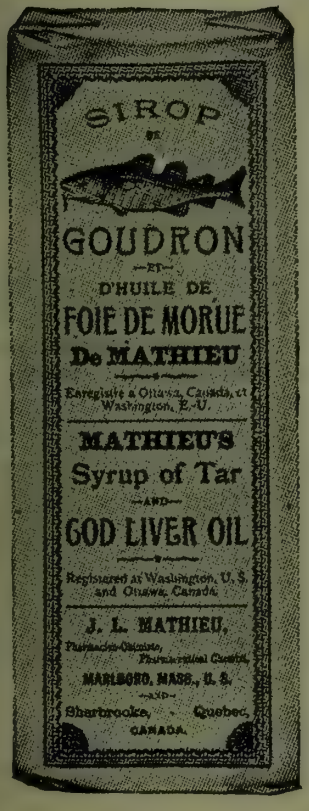
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¶ Thanks for generous business during Travellers' Holidays. They are after you again loaded with Bargains.

Special on Salmon, present or future
Special on Teas, Ceylon, Green and Black

Also Spices, Vinegar and Preservers' Specialties.

BALFOUR, SMYE & CO. WHOLESALE GROCERS ... **HAMILTON**



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

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L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

ST. LAWRENCE GRANULATED and GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.

MONTREAL

Fix your attention upon our Superior Brand of

Jelly Powders

Your Jobber will supply you.

IMPERIAL EXTRACT CO.



Focus your ideas upon handling only

SHIRRIFF'S

They make Real Jelly Quick.

18-22 Church St., Toronto, Canada

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
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PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

WANTED.

WANTED for Winnipeg house, one revolving, sample tea and coffee table, complete, in good condition. Give full particulars. Box 312, THE CANADIAN GROCER, Toronto. (33)

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office printing machine on the market. Exclusive territory. Send name and address giving occupation and references to THE CANADIAN WRITERPRESS CO., Ltd., 33 John St. S., Hamilton, Ont.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with established connection with the grocery trade, is open to handle one or two first-class agencies. Box 349, Vancouver, B.C. (39)

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

ACCOUNTS COLLECTED.

DOES ANYONE OWE YOU MONEY? We recover debts and trace missing debtors anywhere. Advice and information free. The Canadian Debt Recovery and Legal Aid Association, Merchants Bank Building, Vancouver.

FOR SALE.

FOR SALE—An up-to-date grocery and crockery business in Ottawa Valley. Capital required about $2,500. Box 317, THE CANADIAN GROCER, Toronto.

GROCERY BUSINESS FOR SALE on Main Street, Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

GROCERY BUSINESS FOR SALE—Going at cost, about $800; terms if required. James Brooks, Merchants Bank Building, Vancouver. (35)

AFTER TWENTY-THREE YEARS successful retailing I am forced through poor health to offer for sale the largest grocery, confectionery and fruit business in Port Hope. This is an excellent opportunity for a bright man to secure the best paying business here. This is a good manufacturing town (with a rich farming country adjoining), and the store is in the very best location, with a splendid dwelling up stairs and all at a very reasonable rent. Business between thirty and thirty-five thousand dollars last year. All work done by short system—cuts expenses by half. Highest testimonials by bankers and wholesale houses. For further particulars apply to P. O. Box 77, Port Hope, Ontario.

SITUATION VACANT.

WANTED—At once, a thoroughly experienced man for green grocery. Apply Dawson & Co., Brampton, Ont.

SITUATIONS WANTED.

YOUNG MAN of twenty-four wants position as traveler for wholesale grocery or wholesale liquor firm. Knows both lines thoroughly and can make good. Address Box 318, CANADIAN GROCER, Toronto. (38p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

IN SEVERAL GOOD TOWNS we have not yet secured a satisfactory resident agent. This is a permanent agency worth from $600 to $1,500 per year, according to the capacity of the representative to build it up. If you are well regarded in your home town we can probably make a place for you. Send your references, state experience. Box 319, THE CANADIAN GROCER, Toronto.

KEEP AN ACCURATE ACCOUNT of you Employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BUSINESSES FOR SALE.

FOR SALE—An up-to-date grocery business in one of the best Western Ontario towns. Address Box 315, CANADIAN GROCER, Toronto. (35)

FOR SALE—Cash grocery business in nice Saskatchewan town on C.P.R. main line. Good district; excellent crop in sight; $3,000 stock; $1,500 will handle. Building solid brick, for sale or rent, easy terms. Address Box 316, CANADIAN GROCER, Toronto. (33p)

FOR SALE—We have a large list of grocery, hardware and general stores in British Columbia from $500 to $50,000. Full particulars on application. List your business with us for quick results. TRITES & LESLIE, 659 Granville Street, Vancouver, B.C. (34)

TO GROCERS—If you are looking for an opening in Vancouver or in any other part of British Columbia, it will be to your advantage to get in touch with us. We have a very large list of good paying businesses which only need aggressive people with some capital. This country is growing rapidly and there are many excellent opportunities for prospective buyers to get in and grow with the country. Correspondence solicited. The buyer pays us no commission. VANCOUVER BUSINESS MART, 9 Hastings Street East, Vancouver, B.C. (tf)

TO MERCHANTS—Do you want to sell your business? We have clients waiting for good propositions. If you desire to sell send us particulars. All information treated strictly confidentially. VANCOUVER BUSINESS MART, 9 Hastings Street East, Vancouver, B.C. (tf)

GROCERY, Provision, Flour and Feed Store for Sale.—Up to date, good new, clean stock. Reason for selling, ill health. A snap. Apply to Mrs. J. D. Wiley, Gravenhurst, Ont. (34p)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Experters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
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Splendid connections and references. Try us with a shipment of CANNED GOODS.

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BUSINESS IS GOOD

you will say and we will save you money in discounts and freight if you stock our full line of —



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Quick Napha Soap

Snow Flake Soap Chips

Ammonia Powder

100% Pure Lye

Toilet Soaps

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The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with :—

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How to Test Teas.
Where to Buy Teas.
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How to Establish a Tea Trade.
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Fully Illustrated

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My Aim is to Save You Money!!

"WHITE DOVE" ALMOND PASTE

MADE IN CANADA



Why Buy the Imported?

MADE BY

W. P. DOWNEY

MONTREAL



It dries them up **Common Sense**

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

P. & F.

VINCENTELLI

& CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF

CANDIED PEELS

Specialities

CITRON, LEMON, ORANGE

Drained, Cut and Candied

Prices and Samples on Application



TELL THEM!

are you Looking

For a **Clerk**
For a **Position**
For a **New Store**
For a **Buyer for your Business**
For an **Agent or an Agency.**

Place a **WANT AD.** in The Canadian Grocer. It will tell its 10,000 or more readers from Halifax to Vancouver. Almost sure to bring you business. **2 cents a word.** That's all it costs.

THE CANADIAN GROCER, TORONTO

IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making propositions there. You may find just what you are looking for.

When writing advertisers kindly mention having seen the advertisement in this paper.

Here is a Bargain
A REAL ONE, TOO!

90 cases Gallon Peeled Pears - - - $2.25 doz.
26 " Gallon Damson Plums - - 1.75 doz.
125 " Gallon Lombard Plums - - 2.00 doz.

Fine Goods Fine Quality Fine Prices

DON'T DELAY. ORDER AT ONCE.

L. CHAPUT, FILS & CIE
Wholesale Grocers and Importers
MONTREAL

Valencia Raisins

These Brands will certainly give your customers satisfaction. When placing your order this year remember QUALITY and buy



M. D. & Co. "Beaver" Brand
SPECIAL FANCY QUALITY

"W. Abel" Brand
STANDARD QUALITY

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:
ROSE & LAFLAMME, Limited, Montreal and Toronto

A LEADER
FOR OVER
50 YEARS



W. D. McLAREN, LIMITED
Manufacturers
583-585 St. Paul Street - MONTREAL

Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

HAVE COME TO CANADA

With their well-known Brand in Glass Moulds and Tins.

English Rolled Ox-tongues, Pates

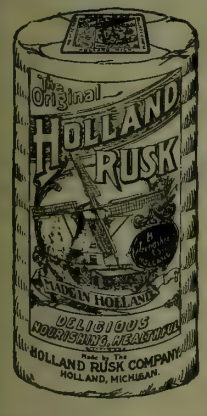
Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

Excellence of Quality

Guaranteed Pure and all Packed in England

Agents for Quebec and Ontario---ROSE & LAFLAMME, Ltd., Montreal and Toronto.
Agents for Provinces Manitoba, Saskatchewan and Alberta--MASON & HICKEY, Winnipeg.



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WELL, RATHER

Medical men say that the food we offer you for sale is about the finest and safest proposition in the eating line yet manufactured.

Holland Rusks

You can offer to your trade with the guarantee that they are something safe and nourishing for every member of the family.

HOLLAND RUSK CO., HOLLAND, MICH.

Sole Makers in America

If your jobber cannot supply you, please notify

McGreegor Specialty Co.

672 Yonge Street, Toronto



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

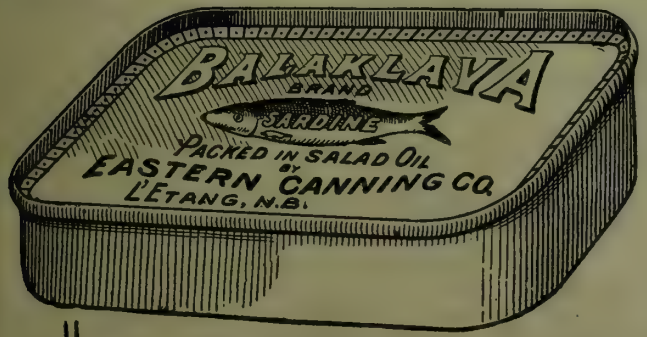
BUY FROM YOUR WHOLESALER

or

The Harnett-Ridout Company

Manufacturers TORONTO

Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - - Montreal



BALAKLAVA SARDINES

Your years of experience make you a good judge of quality.

Try a tin of Balaklava Sardines. If they appeal to YOU, will they not also appeal to your customers?

We will rest by your decision.

The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents; C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; H. D. Marshall, 145 Centre St., Ottawa; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

IMPORTED CANNED GOODS

1909 CROP

"SOLEIL BRAND"

The Retail Trade is invited to ask us for quotations for the famous vegetables, canned goods of the "Soleil Brand," 1909 crop.

The reputation of these canned goods in Canada is justified by the choice and the quality of the vegetables and their mode of preparation, which preserves all the natural taste and delicacy of the fresh articlé.

This constitutes the secret of the success secured wherever these goods have been offered to the consumer.

For prices and other information please write or see either of the following firms, who are selling the canned goods of the "Soleil Brand":

Victoria, B.C.,	Simon Leiser & Co., Ltd.
Vancouver, B.C.,	W. J. McMillan & Co., Ltd.
"	W. H. Malkin & Co., Ltd.
Calgary, Alta.,	Campbell, Wilson & Horne Co., Ltd.
"	G. F. & J. Galt Co., Ltd.
"	L. T. Mewburn & Co., Ltd.
Winnipeg, Man.,	Codville Co., Ltd.
"	Jobin, Marrin Co., Ltd.
"	The A. MacDonald Co., Ltd.
"	The K. Mackenzie Co., Inc.
"	Campbell Bros. & Wilson
Toronto, Ont.,	Eby-Blain, Limited
Ottawa, Ont.,	S. J. Major & Co.. Ltd.
Montreal, Que.,	Hudon & Orsali
"	Laporte, Martin & Co., Ltd.
Quebec, Que.,	J. B. Renaud & Co.



enables you to get trade, to hold trade and to get more with the least expense to yourself.

You don't have to lock up one dollar of capital in handling "SALADA."

And yet its popularity and ever-increasing sale brings you in a permanent revenue of profit.

Because we sell you fresh tea in small or large quantities to suit your requirements, which allows of disposal before payments are due.

And remember the cost is the same to all, whether you buy one case or fifty. There is no occasion to load up and you know large tea stocks eating themselves up are the bane of the grocer.

Of course you are aware that we prepay the freight and ABSOLUTELY GUARANTEE THE SALE. That we positively refuse to sell "SALADA" to the peddler.

THEN THINK OF WHAT THIS MEANS TO YOU (and think hard).

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 66
American Tobacco Co. 60
Aylmer Condensed Milk Co. 13

B

Balfour, Smye & Co. 17
Bell, Thos., & Son. 53
Belleville Canning Co. 11
Benedict, F. L. 54
Berry, Wm. 52
Blue Ribbon Tea Co. 3
Borbridge, H. B. 2
Borden Condensed Milk Co. 16
Bostock, J. J. 45
Bowser, S. F. & Co. 66
Brack & Co. 2
Bristol, Geo. & Co. outside back cover
Brown Mfg Co. 67

C

Canada Sugar Refining Co. 14
Canadian Biscuit Co. 55
Canadian Canners. 40, 41
Canadian Cocoanut Co. 14
Canadian Condensing Co. 16
Canadian Salt Co. 9
Capstan Manufacturing Co. 70
Cargill, H. 52
Carveth & Co.
Ceylon Tea Ass'n. 12
Champion & Slee. 15
Chaput Fils & Cie. 20
Christie, Brown & Co. 55
Church & Dwight. inside back cover
Clare & Little. 2
Clark, W. 53
Clawson & Co. 2
"Cobra" Polishes. 70
Collings, H. & Co. 54
Common Sense Mfg. Co. 19
Connors Bros. 65
Constant, H. 44
Cooper, Cooper & Co. 11
Cote, Joseph. 60
Cowan Co. 56
Cox, J. & G. 57

D

Dalley, The F. F., Co., Limited. 70
Davidson & Hay. 14
Dawson Commission Co. 64
Dignard, Ltd. 55
Domenech, Mahiques. 20
Dominion Molasses Co. 8
Dominion Sugar Co. 21
Dominion Warehousing Co. 2
Downey, W. P. 49

E

Eastern Canning Co. 21
Eby-Blain Limited. 3
Edmonds & Baker. 45
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 44
Enterprise Mfg. Co. 60
Epps, Jas. & Co. 54
Escott, W. H. 52
Essex Canning Co. 5
Estabrooks, T. H. 48
Evans, F. G., & Co. 45
Ewing, S. H., & Sons. 14

F

Farmers' Canning Co. 4
Fearman, F. W., Co. 50
Fisher, A. D., & Co. 67

G

Gibb, W. A. Co. 64
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 53
Goodwillie & Co. 71
Gordon, McDonald Co. 18
Gorham, J. W., & Co. 2
Grant, W. J. 60
Gray, Young & Sparling. 54
Gunns Ltd. 50

H

Harnet-Ridout. 21
Hill, Wm. A. 18
Hillock, John & Co. 67
Holland, Rusk Co. 21
H. P. Sauce. 13

I

Imperial Extract Co. 17
Imperial Tobacco Co. 60
Irish Grocer. 2
Island Lead Mills Co. 67

J

Jameson Coffee Co. 45

K

Kilgour Bros. 67

L

LaGrange & Co. 52
Lake of the Woods Milling Co. 59
Lakeside Canning Co. 7
Lambe, G. W. A. 2
Laporte, Martin & Co. 22
Lind Brokerage Co. 2
Lucerna Anglo-Swiss Milk Choc. Co. 55
Lytle, T. A. Co. 15

Mc

MacNab, T. A., & Co. 2
McCabe, J. J. 62
McCaskey Register Co. 11
McDonald, Gordon & Co. 18
McDougall, D., & Co. 60
McIntosh, F. R., & Co. 45
McLaren, W. D. 20
McLeod & Clarkson. 45
McWilliam & Everist. 62

M

Macaroni, Vermicelli. 54
Magor, Frank. outside front cover
Mahiques, Domenech. 24
Malcolm, Jno, & Son. 16
Marshall, Alex. 45
Marshall, E. A. 45
Mason, Geo. & Co. 45
Mathewson's Sons. 9
Mathieu, J. L., Co. 17
Midland Vinegar Co. 13
Millman, W. H., & Son. 2
Mollin's Food Co. 19
Montreal Biscuit Co. 58
Mooney Biscuit and Candy Co. 57
Morse Bros. 70
Mott, John P. & Co. 56

N

Nagle, H. 70
Napanee Canning Co. 11
National Licorice Co. 56
Nelson, Dale & Co. 56
Nicholson & Bain. 49
Nishimura, S. T. & Co. 15

O

Oakville Basket Co. 52
Oakey, John & Sons. inside back cover
G. K. Sauce. 8
Old Homestead Canning Co. 6
Oldfield, T. E., & Co. 52

P

Paradis, C. A. 54
Pickford & Black. inside back cover
Poulton & Noel. 21

R

Richards Pure Soap. 19
Ridgways' Tea. 19
Robertson, R., & Co. 45
Rose & Laflamme, Ltd. 63
Royal Polishes, Ltd. 67
Ryan, Wm. Co. 50

S

St. Charles Condensing Co. 10
St. Croix Soap Co. inside front cover
St. Lawrence Sugar Refining Co. 17
"Salada" Tea Co. 23
Sanitary Can Co. inside back cover
Scott, David, & Co. 18
Sherbrooke Cigar Co. 61
Smith, E. D. 7
Snap Co., Ltd. 8
Snowdon & Borland. 14
Sprague Canning Machinery Co. 52
Spratts Limited. inside back cover
Stamper, D. 2
Stevens & Solomon. 63
Stewart, I. C. 66
Stringer, W. B. 63

T

Thurston & Braidich. 49
Tippet, Arthur P., & Co. 1
Toledo Scale Co. 9
Toronto Salt Works. 52
Truro Condensed Milk Co., Ltd. 50
Tuckett, Geo. E., & Son Co. 61

V

Verret, Stewart Co. outside back cover
Victoria Fruit Exchange. 45
Vincentelli, P. & F. 19

W

Wagstaffe, Limited. 15
Walker Bin and Store Fixture Co. 66
Walker, Hugh, & Son. 63
Warren, G. C. 2
Watson, Andrew. 16
Watson & Truesdale. 2
Weese, G. Wallace. 2
Western Canada Flour Mills Co. 10
Western Salt Co. 21
Wethey, J. H. outside back cover
White, Cottell & Co. 4
White & Co. 63
White Swan Spice & Cereals, Ltd. 44, 52, 54
Wilson, Archdale. 58
Wilson, W. Harry. 45
Windsor, J. W. 65
Wiseman, R. B. & Co. 49
Wood, Thomas & Co., Ltd. 72
Woodruff & Edwards. 67
Woods, Walter, & Co. 13

Y

Young, W. F. 66

Eaton Advertising Accompanies an Early Enquiry

Strong Indications That School Book Contract is to be Used as an Advertising Lever —Mail Order Education and "Money Saver" Tip Sent to a Man Requiring Information About the New Books—Injustice to the Retailers Throughout the Province.

What may be regarded as a preliminary though none the less significant evidence of the use which the T. Eaton Co. intend making of the school reader contract, recently awarded them by the Ontario Government, has been brought to the attention of this paper by an enquirer for information concerning the new books. Accompanying the reply which he received was a batch of Eaton mail-order literature, samples of which are here reproduced.

An Advertising Lever.

No more forceful confirmation of our evidence that it would be only reasonable to the hundreds of retailers throughout the country to take such steps as may be necessary to prevent the discharge of the contract in the manner described. As already pointed out the government can stipulate that the imprint of the Educational Department be placed upon the books instead of that of the T. Eaton Co. The Education Department also has the power to take over the distribution of these books. By requiring the observance of these clauses in the contract, the department would retail firm the power to concentrate the sale of school books in its own hands by making the sale of them by any other dealers unprofitable. Evidently this is what may be done under the contract. The Eaton Company has the legal right to refuse to sell books to retail dealers at any but the retail price. Probably it will take advantage of this right. The result will be that retail dealers will be obliged, for the convenience of the public, to sell school readers at a loss, or the people of Ontario will be obliged to buy their readers from

Delivery Guarantee

2c EXTRA with each order over **50c** guarantees safe delivery of your goods if they are to be sent by mail. We will deduct 2c from your remittance for above purpose unless otherwise instructed.

ORDER FORM

THE T. EATON Co LIMITED

TORONTO CANADA

Our Terms are CASH WITH ORDER

Remit by Express Money Orders, Postal Orders or Bank Drafts.

Do not send Cash without registering. It is not safe.

SHIPPING INSTRUCTIONS

NAME ..... DATE ..... 190....

(Use Initials and prefix Mr., Mrs. or Miss)

Street Address .....

Post Office ..... Box No. .....

County ..... Province .....

Ship my order to ..... by .....

Write Mail, Express or Freight

State exact amount of money enclosed

$ .....

Shall we ship by Freight instead of Express if cheaper? ANSWER .....

If you instruct us to ship free delivery orders by Express we will pay only the amount of freight charges.

How far is it to your nearest Railway Station? ANSWER .....

If any of the goods ordered are temporarily out of Stock may we send other goods? ANSWER .....

THIS ORDER IS TAKEN FROM CATALOGUE NO. .....

Do not write anything in this space

When writing about or RETURNING GOODS be sure to RETURN THE BILL

OUR LIBERAL GUARANTEE—If goods are not satisfactory, tell us the reason why, and return them within ten days; we will pay transportation charges both ways and exchange or refund the money. Read paragraph "Exchanging Goods" in General Catalogue Instructions.

ARTICLE NUMBER	PAGE NO.	Quantity	DESCRIPTION OF GOODS (Order each article on a separate line)	COLOR	SIZE	PRICE EACH	DOLLARS	CENTS
If any amount is due us from last order please enclose with this order								
Allowance enclosed for Postage on this Order, or Express or Freight Charges if to be Prepaid								

A Sample of the Instructions Sent out by The Eaton Mail Order Department With Answer To School Book Enquiry.

recent contention that the contract would be employed as an advertising lever for the huge departmental store could have come to light at the present time. It is striking proof that those who let the contract, though properly impelled by the consideration of cheap readers for the schools, entirely overlooked the possibility of unjust application of advantages of enormous value when placed in the hands of such a concern as the T. Eaton Co. Hon. Dr. Pyne, Minister of Education, cannot fail to recognize, in the face of this latest greatly modify an evil foreseen by country retailers, and one which is already taking actual form, judging from the manner in which the enquirer's letter was treated.

A very considerable number of those newspapers in which the new contract has been commented upon hold that steps should be taken whereby the sale of school books will not become a monopoly. The Hamilton Herald, for example, states that it is not only unjust to the retail trade of the province, but also to the general public, to give any one the Eaton company only. Such a condition would entail a great deal of inconvenience. The contract should have stipulated that the contracting firm must sell the readers to the retail trade at a reasonable discount. The objection to the school books being used to advertise the retail business of the Eaton company is also a sound one. No advertising matter ought to be allowed within the cover of these school books."

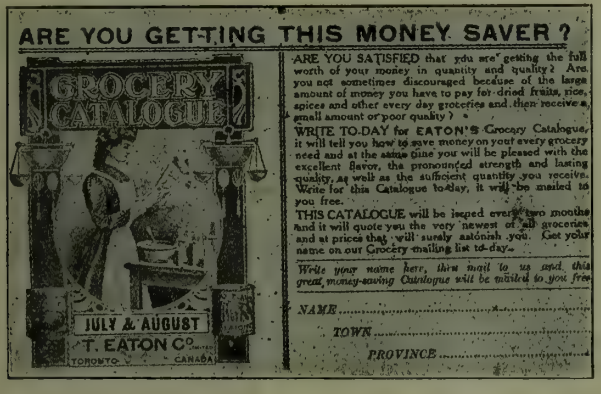
Patronizing Home Merchants.

Every country newspaper in the pro-

vince has, from time to time, exhorted its readers to patronize home merchants —the men who pave the streets, who contribute to the maintenance of schools churches and charitable institutions and who help out the local newspaper by advertising. Yet there are newspapers who see no injustice in this contract, who have not noticed how it will undoubtedly endanger the business of country merchants, and who claim, like the Ridgetown Dominion, which presumably voices the opinion of Phil. Bowyer, M.P.P., for East Kent, that the contract is not an advertising coup pulled off by the T. Eaton Co., whereby another means of access to the homes of the people in smaller towns and cities is obtained, thus extending the mail-order business, and cutting in upon the trade of the local mercantile houses.

Unreasonable Contention.

To those who have not sized up these phases of the matter, the latest proof is here presented. Every enquiry, every order will undoubtedly bring a bunch of Eaton advertising literature. No person is interested in Dr. Pyne's free information to the effect that so-called electric corporations are responsible for the opposition to the contract. This line of talk is rendered somewhat nonsensical when ranged alongside the serious weakness of the contract, and the absolute freedom from political consideration with which the matter has so far been considered. This paper is entirely ignorant of any such influence. It feels that it has taken a stand well within its province as a trade newspaper, and that the injustice of the proposition made its duty in the matter imperative. The Canadian Grocer advocates no course that would detract from the public benefit to which the Department of Education so commendably pledged itself in this matter. At the same time, it strongly disapproves of any action by which a public contract might be employed to the serious disadvantage of a large section of the mercantile community.



An Eaton "Money-Saver" tip sent to the man who enquired about school books.

SOME TRUTH IN IT.

The grocer thinks the baker has an easy time through life;
The baker thinks the doctor's path is ever free from strife;
And to us all this truth comes home as through this life we bob—
It's the other fellow every time that has the easy job.

—Eli Grocer.

Canners Consider Salmon Run Unsatisfactory

Preparations Made by British Columbia Canneries Exceeded the Requirements—Fish Get Past Nets at Mouth of Skeena River —Good Season at The Naas—Record Season in Washington State.

Vancouver, Aug. 14—"Salmon run to date has not been very satisfactory," was the remark of a canner to The Grocer a couple of days ago. The run started in late, and during the last week or ten days was fair, but it was expected that more fish would have put in an appearance. The average daily pack has been about 300 cases or over, about one-quarter of what could be put up were the fish available. The best day 700 cases were put up, while preparations have been made for 1,200 cases daily. Prognostications have been made, but all these have failed, and now the canners are waiting, but with falling hopes. Humpbacks have been caught, and while this may not be a sure sign of the end of the run, it is only a few days now until the 25th, when the close season commences. As is usually the case, the traps on the United States side of the line have caught large numbers of fish, and these, too, the salmon that were bound for the Fraser River. Under existing conditions, the salmon are hatched and propagated in British Columbia waters to the advantage of the canner in the United States.

The pack on the Naas River has been good, while that on the Skeena was very poor. The fish in the Skeena seem to have got past the nets at the mouth, for they have shown up in the upper reaches of the river in large numbers on their way to the spawning grounds. At Smith's Inlet, the pack is good, while at Rivers Inlet it is improving. With the exception of the Skeena, the pack in the north is better than on the Fraser.

Season May be Extended.

The question of an extension to the season has been discussed with R. N. Venning, of the federal department, who is on the coast, but he will not say anything until he has made a thorough investigation. Spawn examined shows that it is not as much developed as at this date in former seasons, and the belief is entertained by some that the salmon will come in all right.

Advices from Port Townsend, Wash., state that all salmon-canning records for the season to date have been broken, 460,000 cases have been packed on Puget Sound, while on the Fraser less than 170,000 cases have been packed. Some canneries have not been able to dispose of the catch, and in such cases traps have been opened to allow the fish to escape. Every canner on the Sound has exceeded his contract pack.

HEALTHY TRADE CONDITIONS.

Revival of Trade in Canada, as Shown by Figures Recently Issued.

Ottawa, Aug. 18.—Government statistics issued this week show a healthy condition to Canadian trade and that at the present rate of advance will soon reach the high mark of a couple of years ago. The total trade of the Dominion during the first four months of the present fiscal year, which is to the end of July, approached the two hundred million mark, totalling $191,919,304. Of this $111,791,842 was merchandise entered for consumption, a gain of $22,377,301. Dutiable goods were entered to the amount of $66,028,887, a gain of $13,810,834, and free goods entered were valued at $45,762,945, a gain of $8,566,467. Duty was collected to the amount of $17,855,948, an increase of $3,633,440. Exports of domestic produce totalled $73,398,595, a gain of $6,193,585.

There was a falling off in the four months of mineral exports of $200,000. Before July there had been a gain in this item, but owing probably to the Sydney strike the month of July witnessed a falling off in the mineral exports of a million and a quarter dollars.

During the four months there was a decrease in fishery exports of almost three-quarters of a million, a gain of a million and a half in lumber, and an increase of a million and a half in animals and their produce, a gain of over three millions in agricultural exports, and a gain of a million in the exports of products of Canadian factories.

For the month of July alone the trade of Canada totalled $56,250,000, a betterment of $7,500,000. In this month there was a gain of $9,500,000 in Candian exports, and an increase of $7,500,000 in articles entered for domestic consumption.

When you promise to meet a man it is just the same as promising to pay a man money. In either instance you are in the man's debt, and the obligation is not cancelled until the debt is paid—in other words, until the promise is fulfilled.

The Gathering and Marketing of Wild Black Rice

Indians at Rice Lake, Ontario, Have Sole Right to Harvest the Crop—A Food Containing Great Deal of Nourishment—Primitive Methods of the Red Men in Preparing the Grain for Market—The Grocer's Encyclopaedia.

WILD BLACK RICE.—A commodity little known in the retail grocery trade, particularly on account of its scarcity, is black rice. As a food this rice is unexcelled, having an exceedingly rich flavor and containing a great deal of nourishment.

One of the principal homes of the wild rice in Ontario is Rice Lake, which forms the southern boundary of Peterboro County, and the northern boundary of Northumberland. There the Indians have the sole right to market it. The lake is nothing more than a level, submerged valley, its greatest depth being about twenty feet. Two parallel ridges show in places by a succession of small islands, and it is on these submerged



The Parching Method.

ridges and in the shallows between them and the shore that the wild rice grows. The land around is for the most part of a heavy clay soil, and consequently the bottom of the lake is covered with two feet or more of a dark, oozy substance.

Controlled by the Indians.

The plant grows in all parts of the lake where the current is not sufficiently strong to wash away this mud; but there are two places where it grows particularly rank and thick. The one great "bed" extends northeast from Pandash Point (Island) to Rainy Point (Island), a distance of two miles, and the other from the north end of Rainy Point in the same direction, about four miles to Upper Foley Island. The former is owned and controlled by the Mississauga band of Indians, located at Hiawatha, and the latter by the Chippewa band, at Alderville, Rainy Point being the dividing line. No white man can lawfully harvest a grain of it. The plant is an annual that grows from seed fallen the previous autumn.

As the level of the lake is raised yearly eighteen or twenty inches by spring freshets, the plant does not show itself till the middle of June; previous to this, one would not suspect its existence. As the water lowers and the plant grows, its bright green leaves, resembling very much the leaves of oats, rest on the surface of the water, and it is not until the last week in July that the stock shoots to a head, and consequently stands erect.

Although it is almost submerged, yet should the season be dry, the crop will be light. It grows to a height of about four feet above the water and blossoms about the middle of August.

Gathering the Harvest.

The crop is garnered during the last few weeks in August, when the Indians, guided by instinct and habit, rather than by necessity, leave their well-tilled Government lands and camp on Sugar Island in the heart of the great northern rice bed.

After arranging their tents, they build their fireplaces of stone and wind-breaks of brush, haul out the large wooden threshing trough, set up the great drying kettles, sharpen their long-pointed threshing sticks, and, in general, prepare for the harvest.

The mode of gathering the rice is unique. A dusky, muscular brave sits close to the bow of the canoe, while his better half sits well to the stern. He guides the canoe slowly and skilfully through the dense beds, while the squaw wields the two sticks, with one bending the stalks well over the canoe, and with the other beating out the grain, hulls and all, into it.

Canoes often return from the fields laden to the gunwale with this grain. It is then spread out in bins to dry in the sun. Large quantities are marketed in this condition, to be shipped to foreign lakes, where it is sown, and more or less successfully grown. The greater part is subjected to a still further process. The big iron cauldrons are placed over a moderate fire, and half-filled with the unshelled grain. An attendant keeps it constantly stirred to prevent its burning. When thoroughly parched it is allowed to cool, and is placed in circular wooden troughs. These are set close to a tree, and in them, supporting himself by a limb, an Indian, to the tune of some popular air, "dances the grain from the hull."

The contents are then spread on a large sheet, and before a brisk wind great handfuls are let fall, the heavy grain dropping to the sheet, and the light hulls being blown away. This is exactly the same method as that used by the early settlers to winnow their wheat. It is crude and slow, but the Indian's time is not valuable; the machinery used is not expensive, and, more than all, he loves this work, not thinking it in the least laborious.

Great numbers of whites are annually attracted to the rice camps, where the simple life may well be studied. A description of this life, of the annual rice picnic, and the Sabbath camp meeting would furnish interesting and amusing reading.

Advanced in Price.

The quantity of rice an Indian family will gather depends entirely on the industry of the operators. Families have been known to gather no more than sufficient for their immediate needs, while others market a dozen bags (one hundred and twenty pounds each) of shelled grain.

In the hull, the grain resembles oats,



Winnowing the Rice.

but is much longer and more slim. The kerned is of the thickness of the lead in a pencil, and nearly three-quarters of an inch long, the outer skin being almost jet black and the inside snowy white. Fifteen years ago it sold as low as three cents per pound, unshelled, and five cents, shelled, but now it is disposed of wholesale at about twenty cents per pound, shelled, at a distance from the place of growth.

It has a rich flavor without additional helps, and when boiled, sweetened and served with cream, it is a food fit for the gods. What the oatmeal is to the hardy Scot, black rice is to the dusky Trent Indian. He cooks it when convenient, but more often eats it raw.

One year Anderson & Skinner, general merchants, of Keene, near Rice Lake, handled three tons of it, while Mr. Edmison, of Harwood, did an equally good business. Tons of it, however, are never marketed, for the Indians have a great love for it, and always keep their own

share for winter use. It is safe to say, that on account of the crude method of harvesting, and the Indians' monopoly of the crop, one-half is never gathered. Thus thousands of teal, black and blue-bill ducks are attracted to Rice Lake in the fall to feed on the rice before it sinks to the bottom of the lake.

It is probably an exaggeration, but one is tempted to remark that almost an equal number of hunters are attracted to Rice Lake by the ducks. Sheltered by the vast rice fields, the nimrods wage war against the feathered tribe. The grain that is not eaten by the ducks sinks to the bottom of the lake and affords seed for the next year's crop.



An Indian "Dancing" the Rice.

ADDRESS TO WM. ALGIE.

Something About The Characteristics Of A Man Beloved By The Travelers.

As founder of the Drummers' Snack Club, a report of the annual outing of which appeared in last week's issue, Wm. Algie deserves the respect and admiration of not only all its members but its sympathizers as well. At the banquet held on the occasion of the big picnic he was presented with a handsome gold-headed cane and his wife with a gold-headed silk umbrella.

The duty of addressing Mr. Algie prior to the presentation fell upon Wm. Colville and his speech gave a splendid idea of the work of the founder; but owing to the dearth of space in The Grocer of last week it was necessarily held over.

Mr. Colville said: A pleasant and pleasing duty has been assigned me this evening, yet notwithstanding, it is with a great deal of diffidence I undertake the carrying out of the same, owing to the fact I realize my inability to address myself adequately to the occasion.

For some time—for some years I may say—the boys have felt a desire to make known to you in a tangible manner, that they fully realized the debt of gratitude they owe you, and to express—feebly though it be the sincere admiration they have for you, your good wife, and all bearing your honored name. But knowing you were opposed to any public manifestation on our part while the Snack was being held at Alton, we respected your feelings, much against our wish and desire, but to-night we have captured you away from your own fire side, and consequently we propose to have our own way.

Some seventeen years ago, you cast a big, broad, ray of sunshine into the lives of the boys traveling in and around your neighborhood by inviting them to come to Alton on a fixed date, and participate in the pleasures arranged for them and enjoy your inexhaustible supply of open-handed, large-hearted, hospitality, without money and without price. Your generous invitation was unlimited. Sixty-five travelers accepted your invitation by being present in person, though preparations had been made for a much greater number. Needless to say those sixty-five travelers were the most surprised and delighted bunch in Canada at that time. They were for all the world like a lot of school boys out for a vacation and accorded full freedom to act as they felt inclined. Some of the first Snack contingent, I regret to say, have crossed the "Great Divide," presented their certificates for the last time and been admitted to the "Rest" that awaits the "Chosen Class" commercial travelers; and methinks I see them as they hover around the "Old Camp-fire" (That's to suggestive) I should say "The Great White Throne." relating reminiscences of by-gone Snacks, the Crow's Nest, Cyclone Cellar, and the Algie Clan. Memories of that Red Letter Day in the history of our traveling career can and never will be effaced or blotted out. To try and imagine that any person—(outside our wives, sweethearts and our dear old mothers)—allowed or permitted even a passing thought for the "Toilers of the Road," "Knights of the Grip," "Commercial Ambassadors," "Drummers," call them what you may, was never dreamt of and when confronted with "The Goods" we were more delighted and surprised than had we been elected a member of the firm we represent, so unexpected, so unlikely was the act.

Since then Mr. Algie, we have learned to know you, and are deeply imbued with the truth of our convictions that such generosity as you so freely dispense; such tender feelings you express and put into practice for the welfare and happiness of others, was born in you, and years have not diminished but rather enlarged and developed the many happy faculties you possess, so worthy of emulation, that has made you to-day, what you are—a man among men, most humane, most honorable, and commanding the respect and esteem among all classes, high and low, and commercial men in particular. You are in a word, a purveyor of the milk of human kindness and a strong and fearless advocate for the betterment of mankind in all walks of life.

The author of the words—"Man's inhumanity to man makes countless ages mourn" would never have penned the same had there been traveling salesmen in his day. You holding a Commercial Certificate from the Toronto Association, are embraced in my contention, and we are within our rights in saying a kindness shown a traveling salesman is never forgotten, and those that extend to them a courtesy, treat them honestly are entertaining Angels unaware, and providing for themselves a reciprocal "Demand Policy" bearing compound interest, and payable at any time—night or day—they make a call.

Therefore, Mr. Algie, as a testimonial of our good faith and belief in yourself, we ask your acceptance of this cane as a slight token of the great regard we have for you and the hold your genial personality has on the affection of the members of the D.S.C. May the gift accompanied as it is by the good wishes of all the boys, support you through life's pathway in your declining days and we trust sincerely you may live many many years to enjoy the blessings you have so generously distributed among commercial men, also the pleasure of being present at a great many Snack re-unions in the future. We would also ask you, Mrs. Algie, to accept this remembrance from the club members assuring you of our deep appreciation of your innumerable qualities of heart and mind, not forgetting to assure you how sincerely we all felt for you as we stampeded your home and called on you to provide food and lodging for forty to fifty tired and hungary commercial travelers, which huge undertaking you cheerfully performed as if it were a pleasure and not a task, bearing out the truth of the words "Love maketh Labor Light."

A TRAVELER'S NARROW ESCAPE.

One of the knights of the grip, R. Robertson, by name, for Minto Bros., Toronto, has some weird tales to tell of a soiourn in Fort William during the big strike. It was his misfortune to be there at a time when real bullets were doing the aeroplane stunt. On the pretence of looking for business around the docks, "Bob" wandered that way, but instead of meeting customers he was introduced to whizzing pieces of hot lead. Of course they all missed him for he is still very much alive. Anybody who knows "Bob," however, can readily imagine the manner in which he made his escape. But it is said that to hear him tell it, Waterloo was insignificant compared to that Fort William strike riot. When he arrives home his friends around Minto Bros. will exhort him to write a story on 'army' movements and their relation to the commercial traveler.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - PRESIDENT

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PUBLISHED EVERY FRIDAY

THE MARKET FEATURES.

Returns from all over the Dominion this week show a general scarcity of fresh eggs, and in the important markets advances are announced. Fresh-laid eggs in Vancouver are retailing at 45c per dozen. In Halifax the figures range around 21c, while in Bracebridge they were 25c on last Saturday's market. The Toronto market also shows eggs firmer in price on account of the scarcity. Eggs of a doubtful character are too plentiful all over.

Wholesalers and brokers would not be surprised if sugar were to advance in the near future. Raws are up, and in view of the large quantities of refined being consumed, an advance in the latter would not be unexpected.

In Winnipeg declines are noted in Japan rice, rolled oats and pork and beans. Among the features of the Montreal market is the depletion of molasses stocks, due to the recent heavy demand of that commodity in the Province of Quebec.

The currant situation provides some interesting information. Recent cables from Greece indicate an extra strong market. Prices steadied down somewhat after a flurry of a week ago and there has been a good deal of buying done for inportation. Reports also speak of heavy damages, caused by rains. Different shippers are quoting currants at prices varying as much as a shilling and threepence.

The tea market is exceedingly firm in London, having advanced last week three farthings. As a result, dealers here are not taking a great deal of interest in it.

VISIT NATIONAL EXHIBITION.

The Canadian National Exhibition opens at Toronto on Saturday, August 28th, and closes on September 13th. Everybody recognizes the educational value of it and particularly do merchants know that a trip to the National Exhibition is of great assistance to them in their business duties.

Therefore, all those merchants who can possibly secure the time should make it a point to attend. Any observant person can easily have his attention occupied for a considerable length of time and with profit too. The exhibition provides information and ideas that will be substantial and a great help to any man in business.

If you have not already had a day off, take your vacation during the Exhibition and visit the industrial buildings. If you have had your day, business will keep if you take another. The education is one that you cannot afford to let pass.

IMPORTANCE OF SIGNS.

Keep your name before the public—is a motto which should be hung up in the mind of every business man.

A trip through the country districts impress one with the absence of signs used by retailers and manufacturers—a condition of affairs which can and should be rectified without delay.

Large manufacturing plants are observed with not a sign to show the name of the company or the products turned out.

Similar lack of interest and enterprise is noticed among retail merchants in some country town and village districts. Signs can be procured at little expense and every merchant who is not prejudiced against his own name should have it appear on the window, store or awning as well as in as many other conspicuous places as possible.

Sometimes the best window space in a store is taken up to advertise somebody else's products, but there is not an inch of space to indicate who even owns the store. Signs are clearly a good advertisement and their importance must not be overlooked.

LOOKING INTO THE FUTURE.

There is no mistaking the feeling with which the trade generally views the prospects for the fall. On every side are heard expressions of opinion that business will go ahead with great swing when once the country can settle down with hard facts as to the great crop in the Northwest, and farmers can look around with a certainty of good money to supply their many needs. Apart from this feeling of confidence as to the effect of the harvest, there is the additional assurance that trade since the spring has been marked by a steady improvement. There has been no uncertain boom with consequent slump. As if following upon a well-regulated plan business has gradually extended as time went on with the evident intention of widening out into a great fall volume.

Manufacturers, who are now trying to accumulate stocks, are certainly confident, jobbers are equally assured, and it is evident from the reports from travelers that retail merchants have most rosy views as to the consuming demand. And there is good reason for this.

For a long time now the farmers have been economizing. Last year's harvest did not do more than settle old obligations. There has still been a scarcity of spending money. Household requisites have been done without, and farm equipment kept down to the lowest limit. But there will be a great stream of money to the west this fall. The man who has been obliged to economize is the one who spends most liberally when the embargo is removed. The reaction will bring forth a mighty consuming demand. Are the retail merchants prepared?

Up to now there has been little attempt to look after future requirements. Bookings generally are very light, and the merchant, it would appear, is inclined to follow out the old course of buying as the goods are wanted. This plan has been successful up to now, owing to the fact that with the demand developing slowly, jobbers have been enabled to ship promptly. But what must happen if the fall demand breaks in as heavily as anticipated? Goods will be wanted all at once, but as jobbers' shipping departments are limited, and manufacturers cannot turn out goods at a moment's notice, there is likely to be a tie-up in transportation, to say nothing of a shortage in some manufactured lines. Already delivery is hard to obtain in several lines, and if this is so now, what will be the case if the fall demand reaches the proportions that is expected?

In addition, there is the prospect that many lines will advance in price ere the fall comes. It is, therefore, well for the merchant to consider seriously his fall requirements, for it is the man with the goods who will reap the greatest benefit from the demand. Because hand-to-mouth buying served all right in the spring and summer, there is no reason to believe it will be the same in the fall. Merchants, therefore, must look alive, and take courage from the confidence that is generally felt, and see that they are well prepared with their orders early placed with the jobbers.

ERIOUS CONDITION OF OUR BACON TRADE.

Developments in the Canadian export bacon trade show some interesting and somewhat alarming conditions. Hog prices have rushed to such a dangerously high level and our supply is running so low, that we have lost our once enviable position in the estimation of the mother country.

A member of a Canadian firm which does an extensive export trade with Great Britain is authority for the statement that scores of English dealers are going out of the bacon and hog-product trade. The fact is, prices have been so high that consumption has fallen off considerably and consequently dealers are afraid to handle these goods. It is estimated that consumption has been reduced by thirty to forty per cent.

Bacon in London, England, is being sold by grocers and provision dealers at a price in many cases that does not cover cost and working expenses. The shortage of supply is not only a local but a world problem and it is going to take considerable time before it will right itself. So long as the imports into Great Britain are restricted as at present, the prices will remain at a high figure.

There has been a recent development in the old country situation which may eventually become a serious matter, so far as the Canadian trade is concerned. It is the import into England of Chinese hogs.

Figures have been received by Canadian firms placing the number at 8,500 carcases up to the present. These arrivals mark an epoch in the British provision trade. What the future will bring forth can only be conjectured. The quality of the Chinese product is good. The labor conditions are such that hogs can be raised in the Orient at a comparatively low cost, and there is such a dense population there that if the cause of its fall from its once high ish market can be supplied with a considerable portion of its requirements from that source..

Should this come to pass, the bacon export as well as home trade in Canada would be seriously affected, and more so if the present conditions prevailed. Following the low prices of a couple of years ago, Canadian farmers went out of the business. The supply now runs so short that prices of hogs to packers are abnormal and it will take considerable time to produce the quantity of hog-products that will give Canada her former prestige on the British market. Even if it is a long haul from China, the quantity that could be produced and the small cost necessary to raise them, would tend to keep prices down. At the present time there are said to be more pigs in China than in all Europe.

While the quality of Canadian bacon has by no means deteriorated, the quantity, or at least the absence of it, was the cause of its fall from its once higs position in the eyes of the British trade. Farmers everywhere are now rushing in to try to meet the demand at present lucrative prices but, as before intimated, it will be some time before the prestige can be regained. Should the Celestial Empire take seriously to the hog-raising industry, as it is apparently doing, Canada will have a still more difficult problem to face in the form of Chinese, as well as Danish competition.

The home market for our bacon must not be forgotten. The peopling of the great west and the shortage of the supply of hogs in that section of the Dominion, have produced a large trade for Ontario. But this country is naturally an agricultural country; farmers cannot afford to overlook the fertilization of their land, and hog-raising is a natural industry. Therefore Canada cannot be content to supply only home demand. She should naturally be an exporting country of hog-products and the hog industry must necessarily be given its share of consideration; for it will be a long time yet before Canada will become so populated as to be able to consume all that is produced.

HOLIDAY WINDOW DISPLAYS.

Labor Day this year falls on Monday, September 6th. Stores will be closed so that the Saturday preceding will be a busy day among the grocers.

The wide-awake merchant gets the big share of the business. The holiday provides a good opportunity for grocers to arrange special "Labor Day" window displays and to advertise something extra for the latter end of the week preceding.

Show-cards might be utilized calling attention to the holiday and to as many seasonable articles as possible. Price-cards are another feature which can be used to advantage and those with original window-dressing ideas have a good subject to work on.

A UNIFORM CIVIC HOLIDAY.

The Chatham Daily News, commenting upon the civic holiday celebrated at that city on August 9, endorses a suggestion recently made by this paper that one day be chosen by all municipalities proclaiming a civic holiday.

As has already been pointed out travelers for wholesale and manufacturing concerns are put to a great deal of annoyance and expense by visiting a town or city to do business, only to find on their arrival that the day has been set aside locally as a holiday.

At the present time civic holidays are celebrated from the first Monday in August to the last of the month, and there is no system of letting non-residents know what day is selected. Not only are travelers subjected to annoyance, but country merchants visiting Toronto, Hamilton, London, Ottawa and other cities, also find the business places closed unexpectedly.

Why cannot the Commercial Travelers' Association take the initiative in bringing this matter to the attention of the Dominion Government with the object of having legislation passed to the effect that any municipality desiring to celebrate a civic holiday shall select a given day—say the first Monday in August, midway between Dominion and Labor days. The travelers will undoubtedly receive the backing of the various retail associations, if they take action along this line.

BUSINESS MEN NEEDED.

It is refreshing to note that business men constitute a goodly portion of the recently formed Cabinet in Newfoundland, following upon the recent defeat of the Bond Government and the ascendency to power of Sir E. P. Morris and his colleagues.

The cabinet consists of eight members, and of this number three are men who are engaged in business in Newfoundland, and of the others, one has had a thorough business training. It may practically be stated, therefore, that fifty per cent. of the cabinet is composed of business men.

While this condition of affairs in Newfoundland is gratifying, we in the various provinces of the Dominion would by no means be averse to seeing similar conditions prevailing with respect to our legislatures and our federal government. It seems a too-serious matter that so few men acquainted with our internal business affairs are sent to represent us in parliament and selected to form our cabinets, when practically the progress of the country depends on the way in which the web of business is woven.

KEEP DOWN THE DUST.

Sweeping a store constitutes one of the daily duties of a grocer's existence, and special attention should be given this to prevent the dust arising; otherwise the goods will acquire a generous coating, which will not make them attractive to the customers.

There are now on the market various oils and compounds which, spread on the floor, will prevent dust arising, and their use will more than repay the grocer for the slight additional expense. There is observed in some stores of newer construction, dust holes, where the dirt can be swept, where it falls through into receptacles arranged to receive it in the cellar.

Shippers' Opinions as to the New Bill of Lading

Conditions Generally Approved of—Vagueness in the One Referring to Damage Caused 'By The Act of God' — Knotty Points That Will be Subsequently Elucidated — Filling in Weight and Rate.

Toronto, Aug. 18.—Interviewed by The Canadian Grocer as to their opinions of the new bill of lading approved by the Railway Commission, which comes into effect on October 1 next, a number of representative Toronto shippers expressed themselves as heartily approving of the new form.

P. C. Larkin, of the Salada Tea Co., thought the bill "an excellent one; much better than the United States uniform bill of lading, and infinitely superior to the old form, it will replace." The placing of responsibility on the railroads in case shipments are destroyed at destination point before delivery is one feature wherein the new Canadian contract is superior to the United States form.

"Across the border the railroads as a usual thing do not deliver goods as here in Canada, and after 48 hours notification to sonsignee the railroad will not be responsible for damage or loss to goods. Under the new Canadian bill, delivery being provided for the railroad will be responsible even after the 48 hours. All the clauses seem fair, though the third section may prove to be either favorable or unfavorable; time will tell. The third section says that carriers shall not be liable for loss, damage or delay, 'caused by the act of God,' etc. Now the 'act of God' may mean a lot of things, and the railroads may seek a loophole. It all depends on the interpretation placed upon it. How it could be bettered I do not know at present; and perhaps on the whole, it is the best that can be done.

"I think that when a merchant buys a bill of goods he should be reasonably sure of receiving them intact, or being compensated if damaged or destroyed, even though an accident occurs through a washout due to a storm or any other 'act of God.' The railroads can obtain from Lloyds a blanket policy for the goods they are carrying, which would protect them in case of loss, and though it might mean a little higher freight rate shippers might not object when assured of the added security. The rate need not be much greater either, for the losses are not many and the risks not so great. However, that is a matter for the Railway Commission. As it stands at present a retailer buying a quantity of goods, may be wiped out of business, because the shipment may be damaged or destroyed in transit and he would have little or no recourse for compensation. The new bill of lading will to some extent remedy this, and on the whole I think the new bill an excellent one."

Best Possible Bill.

Hugh Blain of Eby-Blain, Ltd., speaking from memory rather than close scrutiny of the wording of the bill thought it, "was the best possible under the circumstances." There were many points that were intricate and knotty, but he thought these might be simplified in time. In one direction until international trade and commerce was more unified there would be obstacles in the way. For instance, a consignment of goods from Greece to Toronto might be handed to the G. T. R. at Portland, in a damaged condition. The railway would accept the goods giving a receipt to the ocean steamer specifying the damage. The only recourse the consignee has at present is to sue for indemnity in Greece, the expenses of which might cost much more than the case would be worth. As to insurance of shipments by railroads, that is practically covered by one section of the new bill of lading, at least the carrying companies are responsible for damage up to 48 hours after they arrive at destination, which really means that the consignee is insured.

On the question of filling in the weight and rate blanks in the bill of lading,—a question which has caused some discussion in the United States—Mr. Blain was of the opinion that the responsibility for this should rest with the shipper, and not with the railway company.

"The railway will certainly look after their interests and check over bills of



NEW STORE OF SUTHERLAND & CO., WINNIPEG.

There are at the present time four stores in Winnipeg owned and operated under the management of Sutherland & Co. The new store was opened by them a short time ago in the north end of thecity. The management do not cater to the down town trade, but their stores arelocated in the four corners of the city. They are to be congratulated upon the success of their business which is doubtless due to the fact that cleanliness and interior attractivness have always been given special attention. The above is a cut of an interior view of the beautiful new store opened on May 15 last.

lading to see that there are no errors. In fact there are now inspectors for just such work. However, I do not think there has been any great number of serious objections from retailers as to the leaving out of the weights or rates from shipping bills."

Needs to be Tested.

R. C. Steele, who was president of the Board of Trade two years ago, when the question of a new bill was mooted, is away from the city, owing to illness, and his son is conducting the business in his absence. Mr. Steele, jr., had not taken the interest in the question as had his father.

"The old bill certainly needed improvement, but until the new one has been in force for a year it would be hard to say how it will work. There were many things that looked well on paper, which on trial might not work out so well."

Omission of Weight and Rate.

"On whom should responsibility rest for inserting the weight and rate in bills of lading?" was asked H. A. Gunn, of H. S. Howland, Sons & Co. "I do not think that is an important matter at all," said Mr. Gunn. "We send out many bills of goods and frequently leave off either the weight or rate, and sometimes both. There are just a few of our customers who insist on this point, and the complaints are very few. We have to apply to the railway for the rate in many instances. To fill out the blanks would be very nice, but it would be costly, for an extra clerk would be necessary and he would find a mistake of probably not more than $5 in the whole year. Paying out $1,000 to discover a $5 error is not good business. And if the hardwaremen were to figure up every bill of goods to see whether an error had been made, he would be giving a lot of time to unprofitable labor away from his store, and in the end discover a mistake very, very seldom. I do not think the matter is a serious one."

BUSINESS IN THE WEST.

Geo. A. Stone, commission merchant, Vancouver, B.C., has been east on a business trip during the past few weeks. While in Toronto he was seen by a representative of The Canadian Grocer, and, by the way, he is very enthusiastic over the western business prospects for the next few months. The prairie crops indicate a splendid harvest and the lumber industry is opening up well in the Pacific province. Up to the present, the business year has been a good one and there is no reason why conditions should not continue. Mr. Stone visited Montreal and other Quebec towns and cities while east.

Alex. Minto and T. L. Carruthers, of Minto Bros. staff, Toronto, left last Saturday on a holiday trip to Atlantic City and other sections in the Eastern States. They expect to be away about ten days.

Notes from the Maritime Provinces and Quebec

World's Fish Markets Bare —Good Apple Crop in Nova Scotia —Bread Law Change Talked of in Montreal—St. John Business Men Attending Board of Trade Convention.

ST. JOHN.

August 17.—Business has been quiet here for the past two weeks. There have been very few, if any, changes in prices and a warm weather apathy seems to have settled over the grocery houses.

In the country market new potatoes are coming in freely and reports are to the effect that the crop will be a good one. Practically everything in the line of green stuff is now coming in and prices are reasonable. Potatoes are selling, wholesale at 50 to 60 cents a bushel; cabbages, 50 cents a dozen; peas, 50 cents per bushel and beans 35 to 50 cents; cucumbers are quoted at $1.25 to $1.50 per barrel. Beets, carrots and turnips are as yet only coming in small lots. In berries, raspberries are scarce and are quoted at 10 to 12 cents a box, while blueberries are selling at 50 cents per water pail.

Shippers interested in promoting trade between this port and Cuba will meet this week with the provincial secretary, Hon. J. K. Flemming, to discuss arrangements for providing steamship sailings, as well as such official representation as may be decided necessary at Havana.

HALIFAX.

Aug. 17.—The wholesale grocery dealers report trade improved since last report. The travelers in some sections of the province are sending in better orders, and the prospects of a good autumn business are now much brighter. The farmers in all sections of the province are now busily engaged in housing the hay crop, which is somewhat below the average, owing to the dry weather about the middle of the season. The weather so far has been favorable to the fruit, and a bumper crop of apples is expected. The apples this season give promise of being of excellent quality. All the fruit so far is without a blemish, and in this respect it is away ahead of last season. In anticipation of a large crop several large apple warehouses have been erected at various points through the Annapolis Valley, this season. Some of them have a capacity of 13,000 barrels.

The fruit dealers report trade brisk. A large quantity of stock is being handled weekly, and the consumption of fruit is increasing very greatly in this city. During the present year, more than a dozen new fruit stores have been opened in Halifax, and while they are not large, all appear to be doing a good trade.

There is a slightly better demand for eggs since last report. There is an unusual scarcity of fresh laid stock since last week, and as a consequence the price is stiffer. New laid eggs are selling at 21 cents, and if the scarcity continues the price will continue to advance. Butter is in good supply, and there is ample stock on hand to meet all the local demand at the present time. Prices are steady and they will likely remain so for some time.

The world's consuming fish markets are more or less bare of fish just now. This is particularly true of Portugal, Italy, and Northern Brazils. A combination of circumstances contributed to this unusual state of affairs; the principal causes being a late season for new cure, and unprecedented consumption (due to low prices) on the record catch of last year. On August 1, Newfuondland warehouses were virtually bare, compared with 60,000 qtls. on hand on August 20 1908, when the season for new cure is supposed to commence. In Halifax fair stocks were held, and general distributing demand is rapidly clearing up the old cure. Naturally, prices are tending upwards, and demand will exceed supply until possibly the end of September, when a re-action is looked for.

The Newfoundland shore fishery to date is a fairly good one. Fish generally strike in plentifully, when they show up. Last week in the Straits, the fishermen could hardly handle the catch. The Labrador fishery to date is more or less uncertain—ice greatly impeding the Northern floaters—but the season there does not end until early September, and ten days good fishing is all that is required. to bring the Newfoundland catch up to that of an average voyage. Local bankers are making record catches. The fleet, however, is small, but at $4.00 a qtl. the business pays well, when catches are good. Herring are reported east and west, and mackerel are also found in stray schools. Demand for both articles is good.

MONTREAL.

Aug. 17.—Samuel D. Stewart, local representative of H. J. Heinz, died last week. He was a director of the Canadian Commercial Travelers' Association.

It is estimated that the apple crop around Montreal will be an enormous one this year, and that within the next three months there will be a half million barrels of apples packed. On the island and mainland, within a radius of about forty miles is the great apple growing district.

The city by-law dealing with the inspection of bread, pastry and similar articles of local manufacture, is silent upon the minimum weight of the loaf, and as a consequence the bakers are not held to any fixed weight for the bread placed upon the market. It is probable the council will add a section to the by-law fixing the weight of the loaf. The bill for this purpose is now pending. The weight usually adopted by the bakers here varies from 32 to 28 ounces, according to the kind of loaf.

Review of Ontario Grocery Trade Happenings.

An Inferior Quality of Lard Being Sold in Kingston—Collection System Established in Peterboro—Over supply of Tomatoes at Guelph—Ottawa R.G.A. to Resume Work—Good Potato Crop Around Perth.

PETERBORO.

August 18.—The grocers are enjoying one of the best seasons of the year. This is the time when preserving is at its height and as a consequence sugar is in great demand. In fact everything connected with the laying in of the store of winter fruits, pickles, etc., is obtained from the gtocer all but the preserving kettles and in many cases the grocer is carrying this line. The new vegetables are selling well and together with fruit are rapidly disposed of. Plums are coming in just now and the grocers vie with the fruit dealers in catching the trade of their own customers. In this regard the general report is that they have been successful with the result that the majority of the grocers are handling more fruit than in past years.

Ald. Geo. A. Gillespie was presented with a son one day last week and during the same 24 hours received a new auto which he had arranged to purchase.

Peterboro merchants including the grocers have exhausted their patience with deadbeat customers and have recently inaugurated a scheme by which a man will be engaged to collect debts and will place delinquent payers on an Indian list. The success of this system in other cities and towns has been one incentive to the local business men and there is an unanimous opinion that it will be beneficial to the trade in this city. Speaking to a grocer your correspondent learned that the trade journals have been instrumental in educating the merchants to this point and he himself stated that he had been impressed by the accounts that had appeared in The Grocer of results that had been obtained in other places. The system will be commenced shortly.

Fresh potatoes are reaching the normal price now after being high throughout the early part of the season. Up to the present they have been dearer than in other years for some reason that is not exactly known or at least has not been explained. New apples are coming in and are in good demand.

Market quotations of late have been favorable to the grocer. The prices are above the normal and the supplies are apparently none too plentiful on the Saturday market with the result that the trade is driven into the stores.

KINGSTON.

August 18.—The sympathy of all is extended to the merchants who undertook to supply groceries to government institutions at low prices. The advance in products is ruinous to them in the extreme. A local man tendered ton of beans lately to an institution for which he paid $2.25 a bushel, while the contract price was $1.80.

Travelers are reported to be offering bakers all kinds of substitutes for lard. If butter is imitated the government bull-dog is let loose and why not sic him on the lard imitators. Any old kind of grease seems to be allowed. The government pretends to be anxious about the people getting pure food stuffs and pure drinks, yet the other kinds are as thick as weeds in a garden.

A grocer remarked recently that the United States strawberry box was better made and stronger than the Canadian box. The rounded corners, full quart and no broken boxes to lift up and replace, were characteristics worthy of the notice of the fruit inspector. Broken packages are troublesome to the express companies as well as to the dealers.

"A good looking grip-holder looked up at me," said a retail grocer the other day, "and with a sweet smile he said: 'Sign this document for 5,000 lbs. coffee and I will ship you an electric mill worth $75 free; you will increase your trade and save muscle. Your girl clerks can touch the button and grind to suit the trade.'" "Well," he answered, "I shall think it over; I've been taken in in nine swindles lately and I want to turn the mill in my head a few times." He thinks he will make out a form for the coffee dealers to sign something like this: "I do solemnly swear that not one ounce of chicory or any coffee bean other than pure Mocha or Java, etc., will be sent you in the 5,000 lb. deal, so help me Maracaibo."

PERTH.

August 18.—Perth had almost an over supply of new potatoes about 10 days ago and prices kept coming down until some farmers sold them at 50c a bushel. Three weeks ago the price was 50c per peck. It looks at present as if the crop would be a record-breaker, and potatoes consequently may be quite low this fall.

In looking over a local paper of a date 10 years back, one is surprised to notice that a large percentage of those merchants advertising then, are to-day out of business. In this town almost 50 per cent. have disappeared from business life in a little over ten years.

Why not push collections now instead of next January when everyone else is at the same work? If people ever have work they are likely to have it now. Money is therefore circulating more freely and "those back accounts" should be more easily collected than at other seasons of the year.

The Boyde Caldwell Co., Lanark, have snld their business to Walter Robertson, a man who has been connected with it for many years.

Some new honey has been offered for sale. The price for clover honey is about 10c.

LONDON.

August 18.—Grocery travelers are back on the road again this week, and business, which has been rather quiet, has begun to look up.

Brokers' advices report raw and refined sugars firm and advancing in England. India and Ceylon teas are also firm. First crop Japans has been nearly all sold out, and dealers are daily expecting quotations for second crop. Coffees are firm and other staples unchanged.

Retail grocers report trade rather quiet, due to the fact that so many citizens are away holidaying. The backwardness of the various fruit crops also affects retail trade.

The proposed grocers' "Donnybrook" at Dorchester has been postponed until the first Wednesday in September, which is to be made the final weekly half-holiday of the summer, although the east end merchants have decided to close on both the first and second Wednesdays.

President Ed. Ryan, of the Retail Grocers' Association, is one of the proudest men in London, because the annual picnic of the Irish Benevolent Society, of which he is president, held on Thursday last at Port Stanley, was the biggest in that society's history.

The past week has seen a marked change in the tomato crop prospects of this district. Last week tomatoes were selling at 60 cents a basket, and at that the sales were not any too brisk. On Saturday they were selling at 90 cents to one dollar for the same article or even not so good. The dry weather is blamed for it all, the growers stating that the tomatoes are dropping off the vines, and that they are also affected by a rot. They are also running to small sizes, and in every respect the quality is inferior to that of a week ago. The demand for the tomatoes is beginning to make itself felt as the season progresses, and if a fair amount of rain comes before the damage becomes too extensive, there may yet be a fair crop. The heavy rains the beginning of this week are expected to work wonders among the plants.

J. A. Henderson, grocer, corner of Colborne and Grosvenor Street, has sold to two of his employes, Mizzen & Sargent.

R. C. Eckert, until recently with Gorman, Eckert & Co., has been caught by the lure of the west, and it is understood, will go out there shortly to look around.

CHATHAM.

August 18.—Arrangements for the merchants' picnic to Erie Beach, on Aug. 26, formed the chief theme of discussion at the regular monthly meeting of the Merchants' Association on Tuesday evening last. Everything is progressing finely. A good list of events, with substantial prizes attached, has been provided. A mid-day parade will take place on King Street, at 12.30, following the general closing of the stores; after which clerks and merchants will depart for the lake.

W. M. Murdock, official collector for the Merchants' Association, tendered his resignation at last week's meeting, the offer of a "better thing" financially having come his way. The resignation was the subject of long and earnest discussion, but the majority of the merchants were strongly opposed to a change in the collectorship, provided Mr. Murdock could be retained. A committee was appointed to confer with him, the result of the conference being that Mr. Murdock decided to stay. The work of the collection department, hitherto divided between Mr. Murdock and Mr. Powers, official secretary of the association, is.

it is understood, to be combined at the end of three months and all placed in Mr. Murdock's hands. The collection department now numbers 66 members.

This is the season when the grocers take to the woods, the waters or elsewhere for their holidays. Last week Fred Ward, of Harry Andrew's grocery was off duty, while on Monday Mr. Andrew was fishing at Erieau with Dr. Anderson of Detroit. J. H. Bogart, the Queen St. grocer, is on a trip up the lakes, and Wm. Anderson is spending the week at Bay City.

The King Edward grocery is now getting in melons from Leamington, having pretty nearly a cinch on the Chatham end of the supply. They handle 10 crates a day.

Tomatoes have hitherto been selling strictly by the pound. On Monday, however, H. A. Andrew offered them at 30c. a peck. This is the first year on record that selling by the pound has been so general.

Howard Gillies, for some time past a member of H. A. Andrew's grocery staff, has dropped groceries for banking, joining the Dominion Bank staff.

Blackberries have been in for some time past, and will probably see their finish this week. The price has been remarkably steady, scarcely varying from 12½c. a box or $2.75 to $3 per crate.

Wm. Potter, the Queen St. grocer, and John McCorvie, of John McCorvie & Son, have returned from attending the I.O.O.F. convention at Ottawa, as delegates from the local lodges.

Tilbury merchants have come to an agreement to ask their customers to leave all orders for groceries before 9.30 at night. No order taken after that hour will be delivered the same night. This move is designed to do away with late Saturday night deliveries, which are an evil in Tilbury, as elsewhere. One Saturday night recently—or rather, Sunday morning—deliverymen were on the streets till 1.30.

B. Kaplan, general store keeper, of Cottam, has made an assignment to M. Masuret & Co. The creditors' meeting takes place on Aug. 23.

B. R. Elliott's general store is being moved from the north side of the M.C.R. to the corner of Main and James Sts.

The new T. B. Adams & Co. general store at Harrow is progressing rapidly and promises to be a handsome structure. The Adams company contemplates the introduction of an early closing scheme, the intention being to close every evening except Wednesdays and Saturdays at 6 o'clock.

Harold Cousins, of the O'Flynn & Burgess grocery, Wallaceburg, is away on his holidays, his place being taken by Russell McCarron.

The King Edward grocery has an interesting sideline in the shape of genuine home-made bread. It is baked by a lady in the neighborhood, and sells at 6 cents a loaf, the weight being somewhat more than the baker's loaf. At present the grocery sells about 15 loaves daily, though the trade is a growing one.

Wilfred McCorvie, of John McCorvie & Son, returned last Thursday from a trip through the Canadian Northwest to the Seattle Exposition, returning via Los Angeles, Denver, Salt Lake City, and other American points. He was accompanied by Will Foreman. Mr. McCorvie had an enjoyable trip and speaks highly of the Canadian exhibit at the Exposition.

GUELPH.

August 18.—The travelers of the R. and J. H. Simpson Company, all having had their two weeks' holidays, have returned to work again and started out yesterday morning on their accustomed routes.

W. C. Benson, of Benson Bros., the Lower Wyndham Street grocers, has returned from Ottawa, where he has been attending the Oddfellows Grand Lodge, as a delegate from Guelph.

The price of butter went up on Saturday on the Guelph market. It was selling at from 22 to 24 cents a pound. Eggs were from 20 to 22 cents a dozen. Green groceries were about the same in price as last week.

The Clerks' and Salesmen's Association held a meeting last night at which they made further arrangements for their big Clerks' Day at Exhibition Park on the 26th of this month. They have engaged the Guelph Musical Society band and are arranging for a big programme and amusements. It is their intention to try and raise enough money to pay off all the debts incurred by their proposed excursion to Hamilton which had to be called off on account of wet weather.

Miss Tunks of the crockery department of Benson's down town grocery is away on her summer holidays.

Guelph was loaded with tomatoes on Saturday last. A local fruit dealer had a lot on hand on Friday and got as many as possible into the stores for the Saturday trade, and then a great many came into the market from the Hamilton growers and other sources. Owing to the fact that the merchants did not buy any up on the market the prices came down there very quickly, and soon tomatoes were selling retail as low as the merchants had bought them wholesale. Not only that but hucksters who failed to get rid of what tomatoes they had on the market peddled them around from door to door and there was hardly a grocer in town but had a good quantity of tomatoes on hand on Saturday night in spite of the fact that they had them ticketed at what should have been alluring prices. It is doubtful if any of them suffered much of a loss, but the overloading of the market was very noticeable. One local grocer told your correspondent to-day that he thought they all pulled out all right, but that there was not the life in the trade that there would have been under more favorable circumstances.

There is very little small fruit on the market at present. Green corn, cantaloupes and other delicacies of the late summer season are coming in and local grocers are enjoying a fairly brisk sale of these. There are some apples sold in local groceries but they are poor as usual so early as this.

Walter Scriven, of the staff of Anderson's Lower Wyndham Street grocery, is holidaying in Woodstock and Ingersoll.

R. Millar, who has charge of the grocery department of Williams' store, states that local celery is coming in now, replacing the Californian product, and from what he has seen of it so far the local product is of exceptionally good quality.

W. Metcalfe, the Queen Street grocer, has been developing his corner grocery business in such a manner that the residents of his part of the city are thinking twice before they go past his store to shop up town. It is not so very long ago that he started business with a little push cart as a delivery wagon, but only last week he put on a regular delivery service, a good horse and neatly painted rig.

There is some talk among the members of the local Retail Merchants' Association with respect to procuring a down town office for D. A. Scroggie, their official collector. Mr. Scroggie stated to your correspondent that he did not know just what steps had been taken, but he admitted that it would be a great convenience to him if he had a down town office.

This is the time of the year when local merchants are being asked to assist the various Fall Fairs throughout the country and it would be well for the Association to remind its members that it is a foolish practice to contribute to fairs outside of the one held in their own city. The local fair is the only one that is of any value to them and the practice of contributing to little one horse agricultural exhibitions throughout the country does not benefit them either in advertising or in bringing trade.

BRANTFORD.

Aug. 18.—Mayor Wood, head of the Brant Milling Co., has returned from an extended business trip to the eastern provinces.

The Canadian Machine Automatic Telephone Co., is now installing telephones in this city. A public demonstration was held at the offices of the company on Tuesday night, when citizens were afforded an opportunity to witness the system in working order. As yet the business men, the grocers included, are not anxious to put in the 'phones until several hundred householders are secured.

W. F. Cockshutt, ex-M. P., a former local grocer, and who now conducts a seed store in this city, has been named as representative of the Toronto Board of Trade at the Chamber of Commerce Congress of the Empire which is to be held in Australia this fall. He has left on the trip. At previous gatherings he has been a notable figure in the leading debates.

The Palace restaurant which was opened by Greeks in this city some months ago is no more. This week it was closed up by the bailiff for rent. The liabilities outstanding are about $1,200, and the fixtures will be sold by auction to aid in meeting them.

The circus on Saturday was a great boon to trade in all lines. Saturday is always a big day in Brantford on account of the market, and this time there were 10,000 outsiders, mainly from the surrounding country, in the city for the day. The hotels and restaurants did a big business, the grocers, of course, also profited.

Trade continues good for the summer months. The industrial conditions are more favorable here at the present time than in other centres, mainly because all of the factories are running with large staffs, and in addition the city is undertaking exceptional outside work on the

streets and sewers. A great deal of street paving is being laid and the Brantford Street Railway is being extended and rebuilt. This all means money, and as a result the merchants are benefiting.

OTTAWA.

August 18.—An exceptionally large market was in evidence on Saturday last. Vegetables were again the chief offering, but there was a fairly good supply of lamb and mutton. Raspberries were scarce, the season being practically over. Blueberries are coming in, but in no large quantities. New Brunswicks have been selling at 10c to 11c per quart box, but the American markets offer 14c, and away they go over there. The supply at present is coming from the Ottawa valley, principally around Mattawa, and the price is $1.10 per 10-quart basket. Potatoes saw a further drop and could be bought for 75c and 80c per bag, just half what was demanded two weeks ago. Corn is plentiful at 12½c a dozen. Tomatoes (local) are $1 a pail, while western can be bought for 35c per 11-quart basket.

The winter sport of snow-balling seems rather out of place in the middle of August, but the flaky snow was flying freely on Nicholas Street, at the Dominion Fruit Exchange, one day last week. About a cart-load of snow was dumped on the street from the Ottawa cold storage building, and the dealers, waiting for the auction to commence, had quite a pitched battle. It was a unique sight on a midsummer day.

At the Cheese Board meeting on Friday last there were 361 white and 746 colored cheese boarded, which was 65 more than for the same week last year. There was one difference, however, and that was that the price last year was 12½c, while this year it is 11 7-16c.

Charlie Scott, of F. A. Scott & Sons, and Joe Harper, of H. N. Bate & Sons, have been enjoying their holidays in Kingston for the past two weeks. While in that city both young men made a heroic rescue by stopping Kirk & Lee's grocery wagon, in which were two young ladies. It is rumored around that Mr. Scott will shortly take up his abode in the Limestone City.

The Ottawa Retail Grocers' Association will commence their semi-monthly meetings again in September, the Board of Trade room having been secured for that purpose. There is a big winter's work for the boys, if they will only attend. The one question in particular which must be taken up and dealt with is the peddling nuisance. It means so much to the grocer, and the quicker these people are taken in hand, the better for the retailer.

Organizer Edey, of the Retail Merchants' Association, has been in the city for the past two weeks. His work seems to be confined to the drug trade.

BRACEBRIDGE.

August 18.—Tomatoes this year do not seem to be up to the standard. There is too much waste in the handling of them. Even the home crop, which is very large, has the same fault. Some growers claim the extra hot dry weather experienced the last three weeks is the cause. At any rate the grocers who handle large quantities are the losers. One merchant here states that out of fifty baskets he has lost eighteen in picking them over.

Huckleberries are arriving in town in wagon loads. The price local merchants are paying is from five to six cents per pound. The quality this year is excellent. Wild raspberries are also plentiful, selling at ten cents per Imperial quart.

The grocers' section of the Board of Trade held another successful meeting the other evening. Matters pertaining to the trade were discussed and progress made. One important question taken up was the advisability of cutting out the delivery on Saturday nights. It is hoped this will become the law.

Eggs up in this section are becoming firmer all the time, that "fruit" selling on Saturday at 25c per dozen. Good fresh dairy butter is also bringing the same price.

The Sharon Fishing Club, of Sharon, Pennsylvania, composed of business men of that city, are at present at their summer home on Lake Muskoka, near this town. Last Thursday night they entertained some of our merchants and our citizens' band. Needless to say, a happy time was spent. Business cares were forgotten, and a beautiful sail home in the moonlight terminated an eventful evening. Hurrah for the merchants from Yankee land!

Spring chickens are beginning to make their appearance on the market. These broilers are readily sold to the many tourists, who make Bracebridge their market, at good prices, making that trade a profitable one both for the grocer and farmer.

HAMILTON.

August 18.—Wednesday, Sept. 1, has been decided upon as the date of the annual "hump" of the Retail Grocers' Association. It is expected it will be held at Oaklands. Committees named to attend to the event were: General—Jno. O. Carpenter, W. Smye, R. M. Hill; transportation—Jas. Kirkpatrick, A. G. Bain; amusements—Jno. Forth, Ed. Hazell; games—J. M. Semmens, A. Lavis. A request from the Young Women's Christian Association for a grant towards the building fund was received, and J. O. Carpenter gave notice of a motion to be introduced at next meeting to give a grant.

Robertson Bros., confectionery manufacturers, have purchased buildings on Mary St. for the purpose of manufacturing here.

BERLIN.

August 18.—Edward Dunke, of Dunke & Co., speaking of the fruit season said that up to the present it has been the best in several years, this applying particularly to raspberries, the crop of these being the biggest he can remember. Indications are that there will be a bumper apple crop. Plums are going to be plentiful also.

J. A. Good is again running the Market Grocery and is continuing his "China Palace" in connection with it.

Henry Stuebing, of Stuebing & Son, grocers, is an enthusiastic lawn bowler and spent his holidays this year participating in the tournaments at London and Berlin. He is also something of a poet composing a poem of which the following is a representative stanza:

If you wish to have a jolly time,
Then take your bowls and fall in line
And play a game on the bowling green.
It's the grandest game that can be seen.

TORONTO.

Aug. 18.—The peddling business, especially in Toronto, where it is entirely overdone, is always a source of annoyance to the legitimate retail trade but it has special reasons to be up in arms against the beastly yelling and yelping, and calling out prices of goods, which are generally of an inferior quality, within hearing distances of grocery stores. It is not only unpleasant to the merchants, but also to their customers. It would be entirely beneath the dignity of a merchant to be yelling in front of his store. If he did so he would likely be taken in charge by the police, as insane, or for taking undue advantages of his competitor, or for being a nuisance. But why is the peddler allowed to do it? If the peddling nuisance cannot be stopped, by all means save the people, especially the storekeeper, from this howling annoyance.

The merchants are also complaining about the lax way the law regarding peddlers is enforced. A peddler by paying $1.00 a year is allowed to have a helper, but he has no right to make sales or in any way be a peddler. He has only to drive the horse, weigh or measure goods. These men are however selling and are in every sense of the word peddlers, without paying their licenses. The licenses in the city are only $10 a year where in the estimation of many they should be at least $100 and no one should be allowed peddler's privileges without paying his license. Peddling has become such a strong rival to the ordinary retail trade that steps should be taken before another year to make them pay a fair share, in proportion to their business, of the rents and taxes now resting on the retail merchants.

J. B. Spooner, 72 Sussex Ave., is not the only grocer who is annoyed from the constant yelling of the fruit peddlers. The whole city seems tired of it, and would like to see it stopped.

A. Provan's store, 134 King St. East, under the management of Mr. Arthurs, is undergoing a complete overhauling, and will in a short time appear in its new garb. This will greatly add to its appearance and should correspondingly increase the business. A little money spent in paint and paper during the slack weeks in brightening the shops is always a good investment.

Bail & Brown, 418 Church St., who recently bought out W. J. Fawcett, have made a wonderful improvement in the appearance of the store and the trade is rapidly coming their way.

A. O. McArthur, 21 Herrick St., has bought the Galloway business and is putting new life into the place.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Sugar—Prices firm.

Molasses—Stocks getting small.

Peas—Scarcity of stocks.

Evaporated Apples—Firm.

Montreal, Aug. 19, 1909.

With the advance in raw sugar, refined sugar is firm in tone, and seems likely to advance. Stocks in molasses are being rapidly depleted owing to the active demand that has obtained for some time. Favorable reports are to hand regarding the new date crops, and the fruit will apparently be of high quality. There is a scarcity of peas on the market, and in consequence the market is firm.

SUGAR—The demand is fairly good. Prices are firm and unchanged, the advance in raw sugar giving the market a strong undertone. New York prices have not yet advanced as anticipated, and the markets there are being watched with interest.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 35
" Beaver	4 35
Paris lump, boxes, 100 lbs.	5 50
" " " 50 lbs.	5 60
" " " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" " 100 lb. boxes	5 50
" " 50 lb. "	5 60
" " 25 lb. "	5 80
" " 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls.	4 85
" 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 " bags	4 20

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—The demand for molasses has been so good for some time that stocks are rapidly being depleted, and in consequence the market keeps firm. Syrups are in much less request. The supply, however, is on the light side. No change in prices is announced.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 22	0 35½
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03½
" ½-bbls.	....	0 03¾
" ¼-bbls.	....	0 03⅞
" 38½-lb. pails	....	1 75
" 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
" 5-lb. " 1 doz. "	....	2 75
" 10-lb. " ½ doz. "	....	2 65
" 20-lb. " ¼ doz. "	....	2 60

DRIED FRUITS—The demand generally continues quiet, except for Valencia raisins. Stocks are low, and merchants are waiting for the new crops. All reports respecting the new date crop are favorable, and the fruit will be of good quality. Spot stocks are stated to be lower than usual to supply the early fall requirements. No further reports from Denia or Patras are to hand regarding the situation there. No price changes are announced. Evaporated fruits and prunes are practically off the market, the season being over for some time.

Currants, fine filiatras, per lb	0 06	0 07
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	....	0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
California, choice seeded, 1-lb. pkgs	0 06½	0 07½
" fancy seeded, 1-lb. pkgs	0 07½	0 08
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 08
Valencia, fine off stalk, per lb	0 04½	0 05
" select, per lb	0 05	0 05½
" 4-crown layers, per lb	0 05¼	0 06

TEA—The market is firm under an improving demand. Latest cables report the primary markets firm with crops in good shape. Shipments of new teas are increasing. Japans are in better supply but there is none too much stock on the spot at present.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—Coffee is in good demand, there being active buying locally.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

SPICES—Spices are in quiet demand at unchanged prices.

	Per	lb.
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—There is no change in the market this week. Trade is quiet, and the slight cut in rice, grade B, 250-lb. bags, does not seem to have stimulated the demand. We continue to quote:

Rice, grade B, bags, 250 pounds	2 85
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " " 100 "	2 85
" " " 50 "	2 86
" " pockets, 25 pounds	2 96
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0-04½

BEANS AND PEAS—The demand is light for beans, although the market keeps firm, under the strong position taken up by holders. There is a very active call for peas, but the supply is not large enough to supply the demand. In consequence the market keeps very firm.

Austrian beans, bushel	2 25	2 30
Ontario prime pea beans, bushel	2 40	2 50
Peas, boiling, bushel	1 50	1 60

EVAPORATED APPLES — There is a quiet demand for evaporated apples at the increased price noted last week.

Evaporated apples, prime	0 08	0 08½

MAPLE PRODUCTS—The market is quiet and unchanged. There is plenty of maple syrup on the market, but sugar is not so plentiful.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL.—Canned vegetables are in very good demand, but fruits are quieter. Corn is a little firmer in price, and runs from 75c to 80c. There is a good supply of goods on the market. Late newspaper reports of the western salmon run are still conflicting. It seems that in some places the run is not up to expectations, while in others it is excellent.

Peas, standard, doz.	$ .82½	$ .87½
Peas, early June, doz.	.87½	.92½
Peas, sweet wrinkled, doz	.97½	1.02½
Peas, extra sifted, doz.	1.42½	1.47½
Peas, gallons	3.77½	3.82½
There are wholesalers quoting also at:		
Beans, doz	$ .72½	$ .80
Corn, doz	.75	.80
Tomatoes, doz. (Ontario and Quebec)	.75	.82½
Strawberries, doz.	1.37½	1.42½
Clover Leaf and Horse brands salmon:		
1 lb. talls, per doz.		$1.72½
½ lb. flats, per doz.		1.15
1 lb. flats, per doz.		1.87½
Last year's prices were:—		
1 lb. talls, per doz.		$2.00
½ lb. flats, per doz.		1.20
1 lb. flats, per doz.		2.15
Other salmon prices:—		
Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz.	1.50	1.55
Red Sockeye, doz.	1.55	1.65
Clover Leaf and Horseshoe brands of salmon are quoted as follows:		
1 lb. talls, per doz.		$1.72½
½ lb. flats, per doz.		1.15
1 lb. flats, per doz.		1.87½

TORONTO.—The feature of the week in canned goods is the quotations being given on several new pack fruits. Up to the present strawberries alone have been quoted. This week raspberries, peaches, Lawtonberries, red-pitted cherries, gallon apples, Bartlett pears and Lombard plums are now offered by wholesalers at prices below those of a year ago. As yet, however few orders have been taken by wholesalers, as retailers are not generally acquainted with the prices.

Old pack corn is very scarce and prices are some higher on new pack for future delivery, the low price being named at 5 cents above that of a week ago.

AYLMER SYRUP FRUITS IN GLASS

We have pleasure in advising that we are now marketing Fruits in Pint Glass Jars, put up in Heavy Syrup.

The Manager of our Preserving Plant has had many years experience in the Old Country, and several years experience in one of the best and most important Fruit Preserving Plants in the United States.

These Fruits are guaranteed to be absolutely pure in every respect, consisting only of the fruit itself and a syrup made from the finest quality granulated sugar.

The jars have glass tops, not metal tops, and are hermetically sealed with rubber rings. No coloring. No preservatives. The process is precisely the same as that used by all good housewives. These Fruits are guaranteed equal to the finest home-made.

Place your order at once as stocks are limited.

CANADIAN CANNERS
LIMITED

Other vegetables are firm at last quoted prices.

A telegram received by a wholesaler on Tuesday stated that the "Fraser pack of salmon was not satisfactory—fear serious shortage in talls." Salmon prices as named a week ago show no change.

Quotations on vegetables and fruits (new pack) are as follows:

Beans	$ .75	.80
Corn	.75	.80
Peas	.80	1.40
Tomatoes	.77½	.80
Strawberries	1.32½	1.37½
Raspberries, 2's	1.60	1.65
Peaches	..	1.55
Lawtonberries	..	1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.35	2.40
Bartlett Pears	1.45	1.50
Lombard plums, 2's	.85	.90

Clover Leaf and Horseshoe Brands, Salmon:

1 lb. talls per doz.	1.72½
½ lb. flats per doz.	1.15
1 lb. flats per doz.	1.87½

Other salmon prices are:

Humpbacks, per doz.	95	1.00
Cohoes, per doz.	1.35	1.40
Red Spring, per doz.	1.50	1.55
Red Sockeye, per doz.	1.55	1.65

It will be interesting to compare the above first prices on fruits with the following which prevailed last year:

Raspberries, group 2	$1.90
Peaches, group 2	1.65
Lawtonberries, group 2	1.90
Red pitted cherries, gp. 2	1.90
Gallon apples, std., group 2	2.50
Bartlett pears, group 2	1.85
Lombard plums, group 2	.95

ONTARIO MARKETS

POINTERS—

Tea—Market firm.

Sugar—Upward tendency.

Currants—Strong primary market.

Toronto, Aug. 19, 1909.

The wholesale trade on the whole is satisfactory. Some even say that it ts "first class" and others that it is "A1." Travelers are all on the road again and are fully making up for the time they rested from their toils. While the retailers often get tired of them they are glad to see them back again.

Brokers are of the opinion that sugar will advance in the near future in view of the strong condition of raws and the good demand by consumers. Spices seem to be waking up and more than usual are moving, including pickling spices. The tendency is towards a firmer market in peppers and ginger.

The tea market is on the upward incline, prices being firm for some weeks.

SUGAR—Although no advance in the price of sugar has taken place this week the feeling is so strong, that it would be no surprise to any if a raise would take place any minute.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	7 65
" " Dominos, cases, 20-5 boxes	7 65
Paris lumps, in 50-lb. boxes	5 80
" in 100-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	7 15
St. Lawrence granulated, barrels	4 75
Beaver granulated, bags only	4 45
Redpath extra granulated	4 75
Imperial granulated	4 45
Acadia granulated (bags and barrels)	4 65
Wallaceburg	4 65
St. Lawrence golden, bbls.	4 35
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 "	4 35

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—These staple articles, although used rather sparingly in Ontario, are used in large quantities in other parts, where prices fluctuate more frequently. Here, especially during the warm weather, they receive little attention, and prices remain unchanged.

Syrups—		
Medium, corn	0 30	0 35
Bright, corn	0 40	0 45
	Per case.	
2 lb. tins, 2 doz. in case		2 50
5 " " "		2 85
10 " ½ " "		2 75
20 " ¼ " "		2 70
Barrels		0 03¾
Half barrels		0 03¾
Quarter "		0 03¾
Pails, 38½ lbs. each		1 80
" 25 "		1 30
Maple Syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 00
Molasses—		
New Orleans, medium	0 31	0 33
" bbls.	0 29	0 31
Barbadoes, extra fancy	....	0 45
Porto Rico	0 45	0 62

DRIED FRUITS—Prunes are about the only line in dried fruit that have any sale. Reports of the ne stocks are beginning to come in. Reports from Greece indicate an extra strong market. Prices steadied down after the flurry of a short time ago. Buying for importation has been brisk due to news of damages by rain, and prices vary as much as 1s 3d according to different shippers. These conditions will not affect the price of the old fruit which is still on hand.

	Per lb.
Prunes—	
30 to 40, in 25-lb. boxes	0 10½
40 to 50 " "	0 09
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ½ cent less.

Apricots—	
Standard	0 13½
Choice, 25 lb boxes	0 14½
Fancy, " "	0 15

Candied and Drained Peels—			
Lemon	0 10 0 11	Citron	0 17 0 20
Orange	0 10½ 0 12		
Figs—			
Elemes, per lb	0 08		0 10
Tapnets, "	0 03½		0 04
Bag figs	0 03½		0 04
Dried peaches	0 08		0 08½
Dried apples	....		0 07½
Currants—			
Fine Filiatras	.... 0 06¾ 0 07	Vostizzas	0 08½ 0 09
Patras	0 08 0 08½		

Uncleaned ¼c less.

Raisins—			
Sultana	0 07½		0 09
" fancy	0 11		0 12½
" extra fancy	0 14		0 15
Valencias	0 05½		0 05½
Seeded, 1 lb packets, fancy	....		0 08
" 16 oz. packets, choice	....		0 08
" 12 oz. " "	....		0 07
Dates—			
Hallowees	0 05½	Fards choicest	.... 0 08
Sairs	0 05	" choice,	.... 0 07½

TEA—The tea market has been somewhat disappointing to the tea dealers in general. In anticipation of a change in the United States tariff, large quantities of tea were bought up in speculation, and when the tariff did not come their way, it was supposed that tea would decline, but instead, it has taken an upward turn.

COFFEE—Coffee is gradually following tea, in being put up in packages, by expert blenders. It is interesting to hear experienced coffee men talk about the almost endless varieties of coffee, and the skill and knowledge required in blending to make a real first class coffee from the different kinds.

Rio, roasted	0 13	0 14
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 11	0 12

SPICES—With the exception of pepper and ginger, which are higher on the primary market, there is no change in the values of spices. Pickling spices are in demand, and business is brisk.

Peppers, black, pure	0 14	0 20
" white, pure	20	0 25
" whole, black	...	0 16
" whole, white	....	0 23
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25

RICE AND TAPIOCA—The market is steady with nothing of any consequence to report, and there is no change in sight.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03½
Patna	0 05¼ 0 05½
Japan	0 05½ 0 06¼
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04¼

NUTS—Nuts are quiet; no changes in prices and very little doing.

Almonds, Formigetta	....	0 12½
" Tarragona	....	0 13
" shelled	0 28	0 30
Walnuts, Grenoble	....	0 14
" Bordeaux	....	0 11
" Marbots	....	0 12
" shelled	0 23	0 26
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils	....	0 15
Peanuts	0 10	0 12

BEANS—Until the new crop will be available which will not be before the middle of October, the price of beans will be high. They are scarce and all will be needed. They are selling at $2.40 a bushel.

EVAPORATED APPLES—These are out of season but the stock is so well cleaned out that even the small orders that come in, cannot be filled.

CUTTING OUT THE MEASURE.

Selling by weight seems to be increasing in favor among the grocers. The Illinois Legislature, at its last session, passed a measure enabling town or city officials to pass ordinances requiring dry groceries and vegetables to be sold by weight instead of measure. Several of the associations throughout that state have taken the matter up with local councils.

An Ingersoll Window and Store Front Display

Neatly Printed Price-Cards Utilized—Flowers and Vegetable Plants Temptingly Shown Along The Sidewalk—Staple Lines Should Not Be Forgotten—Suggestion For a Coffee Window.

Ingersol, Ont., August 17.—That the store window is nearly always an index to the store interior is recognized now by merchants in all classes of business. This, however, applies to the grocery trade more particularly than to any other. A grocery window slovenly dressed is not going to draw much custom from the better classes of people, but on the other hand if the window display is attractive and shows that cleanliness has been exercised that display naturally will be a business getter.

An Ingersoll grocer who takes especial interest in looking after his store front is F. McDougall, who recently came here from Fenelon Falls.

In a recent display, a cut of which is shown here, Mr. McDougall had an interesting store front. The window proper showed bacon, canned goods, flour and breakfast foods in the background with pineapples at the base. Price cards, which should be used wherever possible, can be seen and this feature is a strong one from a selling point. Outside the curb-stone are displayed vegetable plants and flowers, both of which the proprietor sells a considerable quantity.

That a large business is done by the McDougall store may be judged from the staff. They are all live employees who are making a study of salesmanship from the scientific standpoint.

Display of Staple Goods.

There are many grocers who think that in making window displays it is not necessary to include the popular staples which are asked for every day, but simply display those goods for which the call is limited and on which a larger business is desired.

While it is of course essential that the unpopular goods, especially those of merit and on which a good margin of profit can be realized, should be given liberal space in the window, it is just as important that the popular staples be given a large share of attention in this respect.

It is an established fact that advertising, no matter in what form so long as as it is good, tends to create sales, and this applies just as much to the sale of staples as other goods, and as the display window is considered one of the best advertising mediums the merchant can use, the popular staples should not be kept from it.

To make a display of coffee The Twin City Commercial Bulletin suggests the following plans:

Cover bottom with yellow or red crepe paper.

Place half a dozen imitation palms well towards back of window.

Between palms fill in space with package or can coffee to make background—preferably red packages or cans.

On bottom place coffee in fancy dishes (or cups with saucers) filled with various grades and kinds of coffee—green to fully roasted.

Between dishes place cans of coffee, with small, paper napkins on top; dishes on top of cans with various kinds of coffee labeled from different sections grown, or kind.

In centre place latest design coffee can, sugar bowl one side, cup and saucer other side.

On top of a can place a card reading, "Coffee from the tropics to the cup. We are selling a very good grade at —— cents," or "Coffee to suit every taste and purse. These prices (quoting prices) convince you of their cheapness, and a trial will convince you of their exceptionally good quality for the price."

The above should make a very tasty and impressive display, creating a somewhat tropical effect. The people will talk about it and that means additional advertising for you.



Reproduction of a Photograph of a Window Display in F. McDougall's Store, Ingersoll, Ont.

You can't cure hams with a hammer,
Nor open a clam with a clammer.
Pick plums off a plumber,
Do sur[illegible]ner,
No[illegible]

The Traveling Salesman: Is He an Absolute Necessity?

A Claim That Personal Representation Under a Competent Sales Manager is Cheapest and Best System—Catalogues do not Answer Questions—Specific Instances Conveying Practical Lessons—Salesman's Connection With House He Represents.

By Irwin Ellis.

"Away out west the other day," said the traveling salesman, "I met a fellow in the hotel lobby who wanted to buy somebody a drink. He was tickled to death about something. Curious to know what it was I let him buy a drink for me, at which he explained that he, too, was a traveling salesman and that day had made his first sale in six months—a church organ costing about $4,000.

"I expressed just a little surprise—that a total of $4,000 sales in six months didn't look particularly big to me—when he broke in with the statement that only three to four such sales a year were expected of him by his house. Salary, traveling expenses, and commissions for twelve months, with a total of only $12,000 to $16,000 annual sales!

"'O, yes,' he admitted, instantly, 'it costs the house more to sell an organ than it costs to build it.'"

It was this incident related by the traveling man which resulted in canvassing the question of the traveling salesman at large; his position as to permanency in the commercial world; whether he may be in course of elimination or whether in the evolution of modern business he may be accepted as at least a necessary evil.

Experience Teaches Its Lesson.

In the case of the church which bought the $4,000 organ, for example, one may get the view of the purchaser. Probably the church treasurer never has thought for a moment about the money the church paid the manufacturing house, merely for the privilege of buying that particular organ from that particular salesman. But the church paid that bill—paid $4,000 for an instrument which, if the sales cost might have been eliminated, probably could have been bought for $2,500 easily.

Here, then, before the beginning of negotiations, was a church away out west which wanted to buy a pipe organ. Away back east was a manufactory which had just the kind of organ that church would like to buy. Years ago the manufactory had discovered to its satisfaction that a church out west wouldn't come under those circumstances to the manufactory back east. Probably for ten years or more the manufactory had salesmen stopping two or three times a year in this particular section of this particular church, looking for sales which they couldn't and didn't make. But out of this experience the manufactory had learned that a good salesman ought to sell three or four of these organs, year after year, and [illegible] sales cost [illegible] st, the house had discovered that it could sell an instrument costing $2,500 to manufacture, for a net $4,000.

If the treasurer of that particular church chances to see and recognize this little story of their $4,000 organ, is he going to feel a little sore about it?

It was along the line of this thought that I have been seeking some information of men who are past masters in the problem and the art of salesmanship. I have found some differences of opinion, some contradictions, but after all it appears that the ultimate consumer must look forward to paying his sales costs for a long time to come.

Salesmanship in general is a broad term. It may range in detail from the establishing of a huge stamp mill and smelter plant, costing hundreds of thousands of dollars, down to selling a country drygoods merchant $150 worth of general merchandise. But regardless of the commodity sold, the part of the salesman remains virtually the same—that of advisory counsel to the buyer who can command confidence of the potential buyer to buy the particular goods which the salesman represents.

Typical of the "Art."

Here is a typical situation described for me by a past master in the art of salesmanship. In its interpretation one may get the highest definition of the salesman and his part in the passing of a commodity from the manufacturer to the ultimate consumer.

"I was selling a line of millinery," he said. "Before I met Jones, of Jonesville, by appointment in the sample rooms of the Jones House, I had spent an hour running through my samples, laying out perhaps a dozen styles from all the others on a separate table.

"I knew Jones and I knew Jones' trade. I was representing a house which couldn't have afforded to sell Jones $5,000 worth of hats, knowing that he would be stuck with them. I'd rather have refused to sell him a dollar's worth on any account. Jones had reason to know this, too. Therefore when Jones came in and I directed him to the special table containing the goods that I'd selected for him, he took notice at once.

"'There's the stuff for you,' I said, confidently. 'Don't accuse me of a swelled head, either. The fact is I know more about this thing than you do. Lord knows, I ought to; I've been six months in Paris and in the home factory three months, just before starting out on the road. You don't think I want to stick you, do you? Then if you want some of the knowledge that I've been nine months in getting, here it is.'

"'Well, don't you think I could sell hats on that basis?'" Here and there would be a shape that Jones would take off the table as something that he had tried out before and would'nt go, but in the main I sold Jones the hats I thought he ought to buy to the best interests of both of us. I was assuming some of the responsibilities of Jones' business for the coming season, but that was what I was paid for, I wouldn't have been a salesman if I couldn't have done it. In making a choice for him an hour before he came to the sample room I prepared to assume certain responsibilities in his coming season's business. But I kept within the line of honest dealing.

"'Don't load up to the ceiling,' I would advise. 'I'm coming back this way in about four or five weeks. Take a dozen of these—two dozen of these—five or ten of these. You'll know more about what I know when I come back the next time.'

"Don't you appreciate the part the real salesman plays in the business of the country, when he assumes as much as this and makes good on his knowledge? Most business men don't know exactly what they want. Not knowing, they like to confer with some one who has some ideas that they can accept in good faith. The salesman who is a salesman must have these ideas, he must make good on them, and, having made good, he has that buyer's confidence until he betrays it willfully."

Salesmen Literally House Itself.

Literally a salesman for a house appearing before a customer is the house itself and something more. His powers for good and for bad are limitless, according to the man himself. One crooked salesman in a week may so queer the reputation of a house through a territory that not five years of efficient service by a successor can recover its old prestige. Yet that house which has fifty salesmen over its territory is open to fifty individual, personal interpretations by its customers. Next to the house's stock, open accounts, and plant, this sales territory is its most valuable asset, but it is forced to give over that territory to fifty individual men, any one of whom has power to ruin, almost as much through ignorance as through intent.

It is recognition of the value of sales territory to the industrial and commercial world, which in the last decade has developed the sales manager. In the beginning this sales manager in embryo was the individual in the house to whom

traveling salesmen reported matters that seemed to them to need reporting; he was the head of the sales department to whom the dissatisfied customer was allowed to kick. But as salesmanship has developed and as competition in territory has grown, the progressive house has had forced upon it the necessity of a staff of salesmen which shall represent the house.

"We've got to train these men," decided the wise management. "If we are more and more to delegate to the salesman everything that the house is, it is up to us to know everything we can about that traveling delegate and have him know everything about us."

Sales Manager Supreme Ruler.

The sales manager is the supreme ruler of the destiny of a business. Having on the face of things the powers of a czar, he had to assume the role of a tactful, diplomatic arbitrator and director. He had to stand by his salesmen who proved worthy, while he had to satisfy the customer who might have felt himself aggrieved and wronged. Salesman himself, he had to have the power of imparting sales methods to competent men, willing and able to learn. He sought out a man's weak points and showed him wherein he was lacking. In a word, he was a maker of salesmen.

It was in the larger, more progressive houses that the sales manager developed. This fact put the larger number of individuals under his direction and gave him the larger task of molding widely differing natures to his ends. One, two, or three of these individuals inevitably must be of a character to overshadow all the other ninty-nine, ninety-eight, or ninety-seven of the 100 salesmen, but at the same time that one hundredth poorest man in the list must be good enough to represent the house. Do you see the task?

Necessarily this has increased the cost of salesmanship. Years ago the mail order house evolved, doing away with the whole question of salesmanship in its particular field. Later, one or more great jobbing houses, questioning the necessity of the traveling salesman in reaching sales territory, adopted the catalogue idea and have pushed it. They have had their measure of success. Are they finally to displace the traveling salesman?

I asked this question of a man who ought to know. His answer was crisp and decisively in the negative.

"Never," he said, "so long as human nature is constructed as it is now."

There are at least two points in support of this opinion. In the first place, the potential customer who isn't quite sure of what he wants may have his catalogued lists before him, when the personal representative of a competing house steps in. The catalogue can't answer questions, while the salesman can. Not only this, but the personal salesman, accordingly as he is equipped for selling, can talk down points in the catalogue which the potential buyer may have accepted.

Is Catalogue Really Cheaper?

But, again, expensive as the personal salesman may be to a house, it has been questioned if the catalogue and its train of postoffce correspondence is any cheaper. Where the catalogue house has its own printing and binding plant it costs money to put out a catalogue, and when postage stamps are affixed other dollars pile up rapidly.

"But more than this," said an authority, "anything which might result in destroying the idea of personal salesmanship in favor of the catalogue must promise in a few years to concentrate the business of the whole country in the hands of a few great houses. There are no numerous small mail order houses scattered all over the country; two or three great corporations have swallowed the whole field of the direct consumer. It is the continuance of the personal sales representative which must keep room for the scores of institutions that are in existence and in healthful competition. To me, speaking from some limited experience with the catalogue idea I believe that the cheapest, best, and altogether the most satisfactory publicity for the business house is found in the idea of personal representation under a competent sales manager big enough for his job."

OLIVE OIL TO BE COSTLY.

It is estimated that the entire Turkish output of olive oil will not exceed 900,000 quintals (Turkish), or, say, 50,000 tons. It is, therefore, stated to be relatively insufficient to meet the requirements at home and foreign demands. The olive oil crop in Greece, Crete, Italy and Morocco has completely failed. The crop of Tunis is estimated at about 10,000 tons, or about one-fourth of its average crop. As far as Spain is concerned, opinion is divided, but it is believed that the country possesses a considerabe stock of last season's oil and that the present crop will reach about one-third of that of a good year. Spain is the largest olive oil producing country in Europe. A good harvest gives about 500,000 tons oil. Its home consumption is considerable, and it is probable that the high market price will prevent its exportation to a large extent.

USE OF PRICE TICKETS.

Every retail store uses some price tickets. A few stores use many price tickets. Not one retail merchant in a hundred uses price tickets enough. The average store does not use one-tenth as many as it ought.

No store uses "enough" until shoppers can tell the price of every article without having to ask the question. The purpose of price tickets is to interest people in other goods than those which they have decided to purchase.

You use price tickets in your windows to attract attention of passers-by, of whom probably only a small minority can by any possibility be persuaded to purchase.

Why is it not infinitely more important to price mark goods in your store so that people who come in will buy other wares as well?

PERSONAL.

Geo. H. Campbell, manager Toronto branch Red Rose Tea, returned this week from a fishing expedition to Sturgeon Lake, where he has a cottage. Mr. Campbell is a fisherman of repute; he knows all about the art of hooking the finny tribe and of telling how the big 'uns escaped.

W. J. Crawford, grocer, Ripley, Ont., returned last week from an extended trip to the Seattle Exposition, the Pacific coast, and also Nova Scotia. While in Toronto on his way home he made a visit to the office of The Canadian Grocer. Mr. Crawford has the right idea about work and pleasure. He does not hesitate to "take a day off" occasionally and he finds his business goes on just the same.

TRADE NOTES.

The man who is behind the times has a view that should be stimulating.

Partnership of Hennigar Bros., Wolfville, N. S., grocers and butchers, has been registered.

An Ottawa despatch says that the United Soap Co., of Brantford, Ont., is desirous of locating a branch in Hull, Que.

George Hortop has been admitted to the firm of Frederick Dane & Co., Toronto, grocery brokers, the company to be hereafter known at Dane, Hortop & Co.

J. J. McDonald has opened a new grocery store in Goderich, Ont. He has been for six years in the employ of the Grand Trunk, as conductor and yardmaster.

Frank W. Jackson, New York, representing the Greek Currant Co., was in Toronto on Monday and Tuesday of this week and appointed W. G. A. Lambe & Co., grocery brokers, the company's agents.

IMPEACHING HIM.

The attorney for the defence proceeded to cross-examine the witness, says the Chicago Tribune.

"Mr. Chucksley," he said, "what is your occupation?"

"I am a grocer."

"Do you sell any real Mocha or Java coffee?"

"Why—er—"

"That is all, Mr. Chucksley. You may step aside."

In a recent issue of The Grocer there appeared a cut of Theo. Miles, a traveler for Boeckh Bros., Ltd., Toronto. By an error his Christian name was made to read "Theodore." Of course Mr. Miles is well enough known to the trade in Toronto and district, even if his name had not appeared beneath the cut at all. But, like all who have had an English military training, and properly too, he likes all his T's crossed and I's dotted.

Current Business Happenings in Western Canada

California Fruit Condemned by B. C. Inspector—Weather Favorable to Crops in Calgary District—Estimate of 1 per cent. of Crops in Saskatchewan Destroyed by Hail—Salmon Enemies Caught in Traps.

VANCOUVER.

August 17.—Local eggs are scarce and are up to 45c retail. Eastern eggs are 28c and 29c. Manitoba eggs lately have been bad, individual dealers having had to throw away several dozen. Evidently there is no system of collecting eggs in Manitoba, the process being for the producer to bring them to the storekeeper after a sufficient number has been collected, and the storekeeper, after he has a certain number of cases, ships them on. In this way, they are quite old before they ever leave the point of shipment. On the other hand, a dealer explained, the eggs in Ontario are collected regularly, are cleaned, candled, selected and graded, so that the dealer knows just about what he is getting. The eggs from Ontario seem to be better keepers, too, though what the reason is, is hard to say.

R. D. Dinning has succeeded James Roy as secretary of the Vancouver Retail Grocers' Association, Mr. Roy having taken the position of secretary to the Exhibition Association at a higher salary.

At the meeting of the Board of Trade on Tuesday night, W. H. Malkin brought up the subject of the monopoly of refrigerator space in the boats coming to Vancouver from Australia. This matter has been discussed in these columns previously. Mr. Malkin said he had received a communication, and it was stated that as a result of the monopoly Australian butter had to be bought through one firm, regardless of the price asked. F. R. Stewart, another wholesale produce man, supported this statement, but the matter was referred to the committee of trade and commerce of the board, with power to act.

The Brackman-Ker Milling Company has decided to disassociate its grain trade from its milling interests, and has consolidated its elevators with those of the Alberta Grain Company, of Calgary. There will be no changes in the personnel of the management, D. R. Ker continuing to direct the affairs of the B.-K. Company, while John McFarland will be the general manager of the Alberta Grain Company, with offices in Calgary.

The B. C. Fish Company is the latest fishery concern to start. This is composed of local capital, some of the prime movers being late of the Old Country. Among them are J. R. Ockleshaw-Johnson, who has been connected with commercial concerns in Lancashire and London, and I. M. Vince, a practical fish curer, of Yarmouth. Mr. Vince's business here, the B. C. Fish Company, as well as the business and premises of Peter Buchan & Co., fish dealers, of this city, have been acquired. Waterfront premises have been secured at Nanaimo, where fish will be cured for both foreign and domestic markets.

Previous mention has been made of the condition of fruit arriving from California, and last week two carloads of peaches and pears were condemned by the provincial inspector and sent back. Thos. Cunningham, the inspector, has left on a trip to the interior, and will adjust the quarantine stations at different points. The inspection of fruit will be thorough, despite the protests of growers in California.

VANCOUVER MARKETS

Sugar, standard granulated		5 50	Tapioca, per lb		0 03½
Val. raisins, lb		0 05½	Evaporated apples		0 11½
Cal. " "		0 06½	Butter, per lb	0 25	0 26½
Prunes	0 04	0 09	Cheese, per lb		0 15½
Currants		0 07½	Canned Goods—		
Dried peaches		0 07			
Dried apricots	0 11	0 13	Peas		1 05
Flour, Royal Household, bbl		7 50	Tomatoes		1 32½
Cornmeal, p. 100 lbs		2 60	Corn		1 10
Beans, per lb		0 03½	Apples		3 42½
Rice, per ton		71 00	Strawberries		2 15
			Raspberries		2 15
			Salmon, per case	5 25	5 70

VICTORIA.

August 17.—The salmon run continues and with every assurance of a fair pack. On the United States side of the straits every cannery has been working hard. A huge devil fish was found in the Alsop fish trap when lifted some days ago. The fisherman killed it after a big fight. A monster shark reported 14 ft. long was killed on the same day in another trap. Many hungry foes of the salmon follow them up the Sound and occasionally get caught in the traps; several sword fish are captured every year.

Mrs. Comerford has sold her grocery business with the post office department, at Thoburn on the Esquimalt Road, to Philip D. Johnston, who has had many years experience in wholesale and retail grocery business and lately has been employed by Harrison & McDonald at the corner of Yates and Douglas Streets.

Recently a trusted employe of the post office was caught in the act of appropriating letters, not addressed to himself; complaints have been made for some time of letters not being received that were known to have been sent. It has engendered an air of suspicion which has affected all hands at the post office, and it is to be hoped that now confidence will be restored, and mail business conducted with safety and satisfaction.

REGINA.

August 17.—McGinn Bros, have opened a first-class general store at Glenavon, Sask., on the line of the Canadian Northern Railway, between Regina and Brandon.

There have been no changes of interest to report here during the last week. Both retailers and wholesalers report a satisfactory business being done. The wholesalers in all lines are looking for a large business this fall, but say there is a tendency on the part of the trade yet to buy only for immediate requirements, but just as soon as the crop is assured prospects point to a large movement. The Provincial Government this week issued a statement that from their statistics not more than one per cent. of the crop in the province has been lost by hail. All lines of grain promise better than the average yield. Regina is the centre of the implement trade for the province and the number of cars of threshing machinery seen recently is really surprising.

Philip Gerschel, sales manager of the Young-Thomas Soap Co., of Regina, returned this week from Calgary, where he has been on a business trip.

Among the grocery salesmen noticed in the city this week were: Mr. Watson, of Blue Ribbon, Ltd., Winnipeg, Man.; Mr. Marshall, of Mason & Hickey, Winnipeg; Mr. Morish, of the Tetley Tea Co.; Mr. Cameron, of Holbrooks, Ltd., and Messrs. Roberts and Harvey, of the Edwardsburg Starch Co.

CALGARY.

August 17.—Business in all lines is especially good here, none being particularly favored. Fresh fruit from the Okanagan is having a ready sale but new potatoes are still quite high. Apples, also, are yet scarce and high, retailing 2 lbs. for 25c. Package cereals are also selling freely.

Our present weather, very warm days and cool nights, is indeed the most favorable to the standing crops, and there is every reason to feel confident of reaping a rich harvest this year. The damage from hail in this particular district has so far been slight and will cut practically no figure in the general result.

There is a very heavy movement in sugar these days.

CALGARY MARKETS.

Sugars	
B. C. granulated	5 54
Raymond, beet	5 34
Icing sugar, in boxes	7 00
Powdered sugar, in boxes	7 00
Lump sugar, in boxes	7 00
Raisins—	
Valencia, layers, 28 lb. box	2 40
California, 3-crown muscatels, per lb	0 06½
" 12 oz. choice seeded, per pkg	0 06
" 16 " " " "	0 07
" S.C. prunes, 90-100, per lb. (½c. rise on a size).	0 05½
" S.C. prunes, 30-40, per lb	0 10
Currants, fine Filiatras, per lb	0 08
Cal. evap. peaches, choice, in 25 lb. bxs	0 07½
Cal. evap. apricots " "	0 13
Cal. evap. date, bulk, Hallowee, per lb	0 07½
Pure maple sugar, per box 40 ½-lb. cakes	4 00
Rolled oats, B. & K. brand, 80's	3 00
Flour, Hungarian, per 98 lb. sack	3 40
" Economy	3 15
" S. Bakers	2 65
Cornmeal, yellow, per 98 lb. sack	2 40
" " " 10-10's	2 65
Beans, Canadian, hand picked, per bush	3 00
" California, limas, per lb	0 06½
" " pinks, per lb	0 06
" " Bayos, per lb	0 06½
Rice, Japan	0 04
Tapioca	0 06
Evap. apples	0 10
Butter, Alberta creamery	0 24
" " dairy, No. 1	0 20
Cheese, Alberta	0 14½
" Ontario, large	0 15½
" " twins	0 15½
Eggs, fresh gathered, per case of 30 dozen	7 50
Pork, prime Alberta s.c., per brl	22 50
" " " per ½ brl	12 00
Canned Goods—	
B. C. salmon, clover leaf sockeye, 1 lb. tall, 4 doz	7 00
" " cohoes, 1 lb. tall, 4 dozen	5 25
" " pinks, 1 lb. tall, 4 dozen	4 00
Peas, in case, 2 dozen	2 35
Tomatoes, in case, 2 dozen	2 90
Corn, in case, 2 dozen	2 40
Apples, per case ½ doz., gallon	2 00
Strawberries, per case 2 doz., gallon	4 50
Raspberries, per case 2 doz	4 50

MANITOBA MARKETS

Corrected by Telegraph.

Winnipeg, Aug. 19. 1909.

Conditions are favorable for a splendid fall trade. At present wholesalers are not encouraging merchants to place heavy stocks. When crop conditions present a good outlook wholesalers are usually preyed upon for long heavy credits. This year it is noticeable that wholesalers are taking precautions against a naturally exuberant spirit. Rather than give long terms of credit they are anxious to make some collections which will place them in the healthy condition which they enjoyed previous to the stringency of two years ago.

The retail trade is quite satisfactory in spite of the hot weather and the absence of good customers. The fresh print trade is excellent with the average merchant.

The tendency of the market at present is weaker, than usual. We quote various declines, principally in Japan rice, rolled oats and Clark's pork and beans. Currants have a strong market and supplies are less than usual. We quote a slight advance on almonds.

SUGAR—Last week's prices are steady this week. It is expected that advances will be made soon, and in view of this merchants are buying freely.

Montreal and B.C. granulated, in bbls	5 15
" " in sacks	5 20
" yellow, in bbls	4 75
" " in sacks	4 70
Bar sugar	5 55
Icing sugar, in bbls	5 75
" " in boxes	5 95
" " in small quantities	6 00
Powdered sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 25
Lump, hard, in bbls	5 95
" " in ½-bbls	6 05
" " in 100-lb. cases	6 05

SYRUP AND MOLASSES—As previously reported syrup has a good market. Molasses is not in great demand at present, but the market will improve in a few weeks.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 30
" " 5-lb. tins, per 1 "	2 77
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	2 30
" 5 " 1 "	2 77
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 49
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 36

MAPLE PRODUCTS—The supplies are low in syrup. The sugar market has not been good. The following prices are standardized, but some sales have been made at a reduction.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per case	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

HONEY—

Honey, 2 lb. tins, per tin	0 33
" 5 " "	0 70
" 12 oz. jars, per dozen	1 85

NUTS—Almonds have a stronger market this week. We quote an advance of 2c per pound. The nut market in general is quite satisfactory.

Shelled Walnuts, in boxes, per lb	0 23
" " small lots, per lb	0 24
" Almonds, in boxes, per lb	0 28 0 30
" " small lots, per lb	0 30
Peanuts, Brazil, per lb	0 13

RICE AND TAPIOCA—

Japan rice, per 100 lbs	3 90
Pearl tapioca, per lb	0 04 0 04½

ROLLED OATS—This line has a unstable market. We quote a decline of 15c this week. The cereal market keeps apace with the course grain market.

Rolled oats, 80 lb. sacks, per 80 lbs	2 50
" 40 " " 80	2 55
" 20 " " 80	2 60
" 8 " " 80	2 95

BEANS—

3-lb. picker, per bushel	2 55
Hand picked, per bushel	2 65

CORNMEAL—The demand keeps up well in spite of the recent advances. The cereal market as a rule is good.

Cornmeal, per sack	2 15
" per ½ sack	1 08
" per bale (10, 10's)	2 40

BARLEY—

Pot barley, per sack	2 60
Pearl barley, per sack	2 65
" per ½ sack	1 90

QUAKER OATS—This breakfast food has a good market. The following firm prices prevail.

Family size	5 00
Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs	2 00
Pettijohn breakfast food, 18 pkgs	2 25
Puffed rice in bbls., per lb	0 22

CANNED GOODS—Fixed prices are withdrawn on the local market in these lines. With this condition and good crops existing it is expected that the following prices will be reduced.

Apples, gallons, per case of ½ dozen	1 40
" 3s, per case of 2 dozen	2 34
Apricots, 2½s, Rose brand, per case of 2 dozen	4 15
Blueberries, 2s, Logzie's, per case of 2 doze	2 00
Cherries, red, 2s, pitted, per case of 2 dozen	4 08
" white, 2s, pitted, per case of 2 dozen	4 28
	Per case of 2 dozen
Peaches, 2s, yellow	4 08
" 3s, "	6 44
" Pie, 3s	3 24
Pears, 2s, Bartlett, heavy syrup	3 98
" 2s, Flemish Beauty	3 58
Pineapple, 2s, grated	3 80
" 1½s, sliced, case of 4 dozen	
" 2s, " " 2 "	3 20
" 1½, whole, case of 4 dozen	5 00
" 2s, " " 2 "	3 05
Plums, 2s, Damsons	2 00
" 2s, Green Gage	2 98
" 2s, Lombard	2 00
Raspberries, 2s, red	4 08
Strawberries, 2s	2 90

FRESH FRUITS AND VEGETABLES—The trade in these lines forms the major part of the local grocery business at present. Local grown vegetables are in abuntantly.

Apples, bbls	6 00
Apricots, per crate	1 75 2 00
Bananas, per bunch	2 50 3 50
Celery, Florida, per doz	1 25
Lemons, per box	5 50 6 50
Lettuce, per doz	0 25
Oranges, per box	3 00 4 00
Parsley, per doz	0 30
Peaches, per crate	1 75
Pears, per crate	3 50
Plums, per crate	2 50
Radishes, per doz	0 25
Rhubarb, per box	2 00
Tomatoes, Ontario, per case	0 75
Waterme ons, per dozen	6 00

MEATS—We quote a reduction in pork and beans. The price recently advanced owing to the high price of beans. They will decline further when the new crop comes in. Lunch tongue and ox tongue are off the market, while sausages are scarce.

Clark's 1 lb., porkand beans, plain, per case	2 70
" 2 " " "	2 30
" 3 " " " "	2 95
" 1 " tomato sauce, per case	2 70
" 2 " " "	2 30
" 3 " " "	2 95
" 1 " Chili " "	2 70
" 2 " " " "	2 30
" 3 " " " "	2 95
Soups, per doz	1 20
Corned beef " 2's per doz	2 70
" " 1's per doz	1 50
Roast beef, 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 50
Sliced smoked beef, ½-lb. tins, per doz	1
" " 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" " 2's, "	3 25
Geneva sausage, 1's, per dozen	3 50
" " 2's, "	3 65
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's, "	6 60

BUTTER—Creamery butter is reduced about 1 cent per pound this week. Jobbers are selling fresh bricks for 24 cents. There is little being shipped from large creamery centres on account of the extensive dairy production. The No. 1 dairy is in good demand and jobs for 19 cents.

EGGS—It is difficult to bring in eggs from distant rural centres and assure good quality. There are many stales on the market at present and customers refrain from buying. The price for Manitoba fresh (?) laid is 21 cents to-day.

AN ENTERPRISING MOVEMENT.

Missionaries Leaving Ontario for the Orient Supplied With a Perfect Service.

Toronto, Aug. 12.—An effective example of enterprize is being exhibited by the Robt. Simpson Co. in their attention to missionaries' supplies which they send to China, Japan, etc. They advertise that special service will be given to any missionary entering the store for goods which he may desire to take with him.

Manager Stewart of the mail order department, sends an experienced employee with him through the store with the precaution that as much time as desired be spent with the intending purchaser. He is never hurried and it matters not whether a half or a whole day is taken up in showing goods ; nor does it make any difference as to what the extent of the purchase is. The same service is given to the missionary who buys $20 worth of goods as to the one who buys $500 worth.

The articles purchased are packed exactly as requested. If the buyer thinks he will need any of the articles while on the voyage, these are packed in separate cases. All the cases are numbered and invoices given showing every article and the number of the case in which it is located. In this way if any of the goods are desired it is an easy matter to determine just where they are. The goods are classified also.

Especial care is exercised in the packing. For instance butter is packed in hermetically sealed glass jars and even if the weather is fairly warm, it will arrive at the Orient in good condition. The stock carried for the missionary trade includes everything and the company will pack anything that is wanted.

In this way the Robt. Simpson Co. are building up an extensive missionary trade in China and Japan. The practically perfect service they give is responsible. The missionaries not only carry the gospel, but they tell their friends about this service.

Herein lies a lesson for all retailers. They must be progressive, but most of all they must provide for their customers the best service possible if they wish to branch out.

TO TAKE AND KEEP CUSTOMERS.

The simplest way of answering the question, "How can a travelling salesman make new customers?" is to show how he never will be able to make or hold customers, thus:

By dressing shabbily and being unclean.

By having a whiskey or tobacco odor when entering a store.

By going into a strange store with soiled shoes, unclean hands and black finger nails; or having a cigar in his mouth.

By becoming discouraged too soon.

By treating salesmen or clerks uncivilly.

By handling a line of goods that does not give satisfaction.

By having a peevish or morose face when entering a store. A traveling man, to get orders, must take sunshine into the store, even on a rainy day.

By bothering the mechant when he is busy selling goods or writing at his desk.

By being too obtrusive.

By teling vulgar stories.

By not being able to gain the confidence of the buyer.

By having two or three prices.

By leaving town without having canvassed the field thoroughly.

By playing poker.

By talking ill of a competitor or his goods.

By taking "no" for an answer. A new man always gets a "no" if he requests the buyer to look at his goods in the sample room.

By spending time fishing, card playing or looking at baseball games when he should be hustling for orders.

By misrepresenting his goods.

By changing firms or his line of goods every year or two.

If a young man avoids these and other stumbling blocks; if he has a good share of common sense, tact, determination and perserverance and knows how to approach different characters, it is certain that he will be able to make many new customers every year. — From an article in Modern Methods.

PERSONAL NOTES.

An official lecturing in Bombay the other day, stated, "It may surprise some of you to learn that an average sample of Bombay milk contains more than ten times as many living bacteria, as are to be found in an average sample of crude London sewage."

A meeting of the creditors of J. R. Schmidt, general merchant, of Millbank, who assigned some time ago, was held during the week in the offices of Richard Tew & Co., Toronto, but adjourned for three days in order to allow Mr. Schmidt to prepare a cash offer. The liabilities amount in all to about $16,000, with the assets about the same, the creditors belong mostly in Toronto and Hamilton.

Mr. and Mrs. McDowall, of McDowall Bros., Dunville, Ont., returned home last week from a pleasure trip to Ottawa. From Toronto they took the R. & O. boat to Prescott, and thence by the picturesque Rideau canal to the capital. While quiet and unassuming, Mr. McDowall is one of the most enterprising grocers in Ontario, and is a prince of good fellows.

The management of the "New Systems" store at Winnipeg, have dispensed with the "New Systems," and at present they are auctioning off part of the stock, preparatory to the moving of the remainder of the goods to a new site on Portage Avenue, where a general store will be operated on the ordinary plan.

WHITE SWAN
100%
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

Importers, Roasters and Grinders of
Coffee and Spices
Manufacturers of
Jams, Jellies, Pickles, Sauces and Flavoring Extracts
We manufacture a full line of these and are able to supply you quickly and cheaply.
OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS
Before replenishing your stock get our prices.
Empress Manufacturing Co.
Limited
VANCOUVER, B. C.

TRY
A
CANADIAN GROCER
WANT
AD.

IF you want a new clerk.
IF you want to rent your store.
IF you want a situation.
IF you want to sell your store.
IF you want to buy a store.

THEY
BRING
RESULTS
See page 18.

Manufacturers' Agents
And Brokers Directory

BRITISH COLUMBIA

VICTORIA FRUIT GROWERS' ASSOCIATION
are the largest packers and shippers of first-class Fruits of all kinds in Britssh Columbia.
OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS., - VICTORIA

W. A. JAMESON COFFEE CO.
MANUFACTURERS
Coffees, Teas, Spices, Etc.
"Feather-light" Baking Powder
Cor. Langley and Broughton Sts.
VICTORIA, B.C.

F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents
Correspondence Solicited.

THE CANADIAN GROCER
British Columbia Office at Room 15, Hartney Chambers, Cor. Pender and Homer Sts., Vancouver.
H. HODGSON Manager

ALEXANDER MARSHALL
Wholesale Merchandise Broker
VANCOUVER
Representing—Lever Bros., Ltd.; Postum Cereal Co., Ltd.; Charlottetown Condensed Milk Co.

We have Competent Salesmen
Best facilities for Distributing and Storing
W. HARRY WILSON & CO.
330-332 Cordova St. W. VANCOUVER, B.C.

R. ROBERTSON J. Y. GRIFFIN
R. ROBERTSON & CO.
25 Alexander St.
VANCOUVER, B.C.
Wholesale Brokers
GROCERIES FRUITS
PRODUCE GRAIN
Importers and Exporters
Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—ABC, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

EDMONDS & BAKER
MANUFACTURERS' AGENTS AND GROCERY BROKERS
100 Loo Bldg., VANCOUVER, B.C.
Open for a few more good agencies. We get results.
CORRESPONDENCE SOLICITED.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

Wholesale Manufacturers' Agents
Correspondence Solicited.
F. R. McINTOSH & CO.
Vancouver, B.C.

W. C. FINDLAY W. CARTER
E. A. MARSHALL & CO.
Manufacturers' Agents
SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C
We have an established connection and can handle a few more good agencies to advantage.
Highest References,

JOHN J. BOSTOCK
Wholesale Broker
SALMON Canned and Salted
HERRINGS HALIBUT
LOO BUILDING, VANCOUVER, B.C.

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale.

Winning the buyer's favor is the work of trade-paper advertising. Under ordinary conditions it should not be expected to do more.

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 20 for yearly rates

Western Grocers Issue Weekly Price Bulletin

This Gives Store News of Interest to Consumers—How Paying Delivery Man High Wages Brings Business — Johns Bros. Have Their Own Farm for Source of Fresh Meat Supply—No Price Cutting.

Victoria, Aug. 18.—Fifteen hundred copies of the "Hustler," a bulletin sent out weekly, and giving news of the happenings in the store as well as a list of prevailing prices, constitutes one of the innovations in the retail grocery store of Johns Bros., Burnside Road, Victoria, B.C. A glance at the reproduction herewith of one of these bulletins, shows that Johns Bros. are progressive, up-to-date advertisers. The "Hustler" is 12 inches by 9 inches in dimensions, is invariably illustrated, and is printed and run off on the firm's own press by one of the store assistants.

The story of the development of Johns Bros.' business demonstrates clearly the advantages of constant attention and advanced business ideas, and the application of them. While the publication of the "Hustler" is an important feature in the store system, it is not the only one. One progressive method could not possibly produce the success which has attended this firm's journey through the business world.

Owen Sound, Ontario, was the birthplace of the Johns Bros. Their original occupation was that of machinists. They entered the grocery field 20 years ago with no knowledge of the trade whatever.

The combined capital was $800; to-day they are worth in the neighborhood of a quarter of a million dollars.

Meat From Their Own Farm.

An idea of the extent of the business they carry on may be gleaned from their method of supplying their meat market, which they have added to the grocery department. They own a farm of 200 acres—this is the source of supply for all fresh meats; and it is an important factor in interesting the consuming public.

A large grocery stock is carried, the store being superintended by A. Johns, 44 years of age. His brother does not now take any active part in the store.

"Our success is due," said A. Johns, "to our application to business; sticking to work; paying clerks a good wage and expecting them to do their work well."

For example, one time Mr. Johns had a boy engaged at $9 per week to drive the delivery waggon. Now he employes a man at $75 per month, because he says, the man is polite and accommodating. He not only holds the business the firm has, but he brings new customers. On the other hand the boy was slipshod in his manner and did not study customers. In this way the Johns' business has progressed and the extra expenditure in employing a good delivery man has been well rewarded.



Front of Store of Johns Bros, Victoria, B.C., Worth a Quarter of a Million Dollars And Who Began With $800 Capital.

Not a Price-Cutter.

The price-cutting evil has no sanction in the Johns' store.

Mr. Johns believes in maintaining a price that will produce a fair profit, and he keeps quality goods.

The firm is one of those, which through its industry, has kept well up with the leaders in the grocery trade of Western Canada and it has by no means finished growing yet.

JOHNS BROS.' HUSTLER

OUR WEEKLY STORE BULLETIN.

VICTORIA, B. C., MONDAY, MAY 3, 1909.



The Soap Contest, which ended on Saturday evening, drew crowds of people. The correct weight of the soap was **986 lbs.** The lucky ones were as follows:

William Souden, 3 Amelia Street	986½ lbs.
Mrs W McCarter, 2536 Government St.	986 lbs.
S. Hancock, Maywood	986 lbs
Florence Wood, 3048 Washington Ave	949 lbs.
Mrs James Hamilton, 547 Toronto St.	983 lbs
Mrs A. J. Bird, 945 Hillside Avenue	982 lbs. 1 oz
Willie Sproule, P. O. Box 246	980 lbs.
Mrs A J Bird, 945 Hillside Avenue	981 " 12½ oz
Mrs Jas. Hamilton, 547 Toronto Street	979 lbs 3 oz
Miss Alice Pritchard, 634 John Street,	980 lbs. 11 oz
D. Todd, Maywood P. O	980 lbs
J Wooding, Saanich	978½ lbs
Mrs. William Campbell, 2602 Work St	978 lbs 1 oz

This week we are having a **Slaughter Sale of Toilet Soaps.** It will pay you to buy enough now to last you for a long time, as *a chance like this seldom occurs.*

Large bars Castile Soap	20c. each.
Lilac Toilet Soap, large cakes,	5c "
White Rose Toilet Soap	5c "
Carbolic Toilet Soap	5c "
Genuine Old Brown Windsor,	8 for 25c.
Oatmeal Toilet, 40c box for	25c.
Golden West, 40c box for	25c.
Sweet Red Clover Soap, 40c. box	25c.
Violettes des Alpes, 40c. box	25c.
Savon au Muguet, 40c box	25c.
Carnation, 40c. box	25c.
Pine Tar Toilet Soap, 6 cakes for	25c.
Balsam Tar " " 4 cakes for	25c.

Brooms and Brushes of every description are now in demand If you are needing anything in this line it will pay you to look over our large stock.

Corn Brooms, 25c 30c, 35c, 40c, 45c and 50c

Ceiling Brooms, 40c and 50c

Hair Brooms, 75c, $1.00 $1.50 and $3.25

Stable Brooms, 80c and $1.00

Scrub Brushes, 15c. to 35c

Window Brushes, 50c. to $1.00 each.

Stove Brushes, 20c to 40c.

Tray Brushes, 50c

Horse Brushes, 35c and 50c.

Wall Brushes, 25c to 85c.

Banister Brushes, 35c and 50c.

Shoe Brushes, 25c. and 35c.

Daubers, 15c. each.

Sanitary Brushes, 50c. and 75c

Mop Handles, 25c

Self-Wringing Mops 50c. each.



The warm weather is now at hand, bringing with it the usual swarm of flies. Are you aware that flies carry contagion? Keep them out by using our

Adjustable Window Screens,

sold in four sizes, 25c., 30c., 35c & 40c

WIRE NETTING.

Wire Netting in 50-yd. rolls, 1 ft $1.00, 2 ft. $2.00, 3 ft. $3.00; 4 ft. $4.00, 5 ft. $5.00, and 6 ft. $6.00.

B. & K. CHICK FOOD for young and growing chickens, Wheat, Corn, Barley, Oats, etc

Bread made from **Hygienic Flour** keeps moist seven days

Hygienic Flour is pure, sweet, and makes more bread per sack than any other Every sack is guaranteed A trial order will convince Only $1.75 per sack



MEATS.

This week we have also a SPECIAL SALE OF BACK BACON AND PICNIC HAMS.

Back Bacon. . 17c. per lb.
Picnic Hams ... 12½c. per lb.

We can demonstrate to your satisfaction that *Our Choice Baking Powder* is positively the best on the market. Sold in 16 oz. tins for only 25c

The following testimonial speaks volumes for the quality of **Hygienic Flour:**

Johns Bros.

Gentlemen:— Mrs. Bradford has had splendid results in making bread, cakes and pastry from Hygienic Flour. Will thank you to send along another sack in preference to any other

Respectfully yours,
John J Bradford,
2412 Work Street.

Try this new flour and be convinced yourself that it is the best.

SATURDAY SPECIAL.

To anyone returning this coupon with **45c.** on Saturday, May 8th, we will give a 5 lb tin of Jam, STRAWBERRY, RASPBERRY, PEACH, PLUM or BLACKBERRY, regular price 55c. & 65c.

This Coupon and 45c. good for 5 lb. tin of Jam.

JOHNS BROS., Grocers and Butchers, Cor. Douglas St. and King's Road. 'Phones 433 & 1612.

Reproduction of a Copy of Johns Bros.' "Hustler," reduced from 12 x 9 size.

NOTICE.

W. A. Gay recently employed from our Vancouver office is no longer authorized to transact any business on our account. We would thank our readers for information regarding his whereabouts.

Was it Advisable to Discontinue Selling 25c. Package Tea?

A Fifth More Red Rose Tea Sold Without the 25c. Grade

The sale of Red Rose Tea during the first half of this year was 19 2/5 % more than during the same months of 1907 and shows a very heavy increase over 1908. During 1907 we were selling the 25c grade and it was our banner year up to that time.

The large increase this year, without a 25c grade, proves conclusively that people appreciate better tea and are willing to pay for the higher quality. We did not ask the consumer to pay 3oc for a 25c tea; but entirely discontinued the 25c grade, and kept the quality of our 30c tea fully up to the high standard we have maintained for years.

Do you not think that if YOU put the same energy into selling the better grades of tea that you put into selling 25c. tea YOUR TEA TRADE would show a very decided improvement?

Red Rose Tea stands higher than ever in the estimation of the Canadian public; more of it is being used than ever before and better grades.

It will pay you to push

Red Rose Tea

Quality is remembered longer than price!

BRANCHES:
Toronto—3 Wellington East
Winnipeg—315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N.B.

Business Methods that Proved to be Money Makers

Disadvantages of Price-Cutting—How a Montreal Grocer Overcame Shortage in Shelf Room—Erects a False Wall—Growth of a Cardinal Business Due to Advertising—Value of Quality.

Hamilton, Aug. 17.—"If anybody is willing to give a dollar bill for 95 cents, the public is always willing to take advantage of the offer," remarked a grocer, in discussing the merits and demerits of the price-cutting system. He did not believe that slashing prices was at all necessary. It only served to injure the manufacturer and wholesaler, and the retailer as well, because the majority of grocers do not care to handle an article which does not show a fair profit.

"The greatest blessing that can fall upon any retailer," he continued, "is to get the money for the goods before they leave the store. Sell often, get the cash, make quick payments and then you know where you are at—not nearly—as most of us are situated at present.

"There are so many failures now-a-days, and I believe a great many of these can be indirectly traced to slip-shod business systems. The cash system is the only one and it is coming and coming as fast as it can."

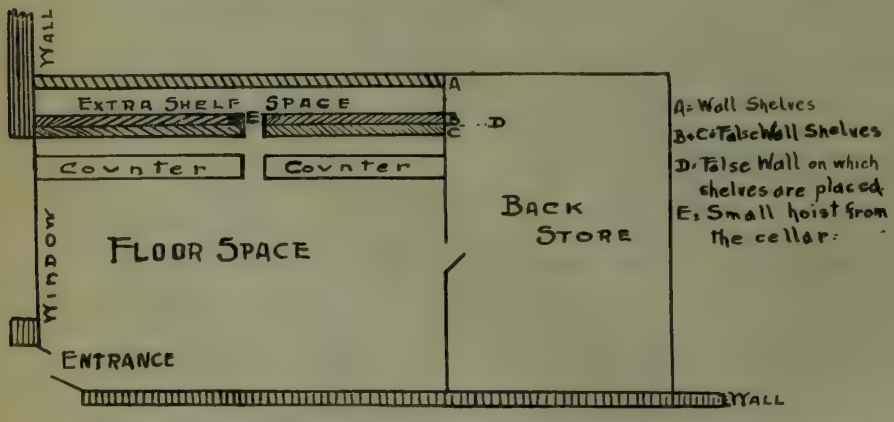


Diagram Showing False Wall Shelves In a Montreal Grocery Store.

The speaker maintained that business generally was being placed on a better basis. In former years there was some reason for tardy methods. Farmers secured money only about once or twice during a year—after the annual threshing, in particular—and the merchants then, and not till then, got their money.

"Nowadays farmers can get money every day if they want to, with the introduction of so many side-lines on the farm, and we are being paid more regularly—for which we are truly thankful.

"We have reduced our bad debts wonderfully in the last few years. If we hadn't done so the probability is that we would have been up Salt Creek long ago."

UNIQUE SHELF ARRANGEMENT.

Montreal, Aug. 17.—A bright idea in interior arrangement of a store may be seen in a large grocery store in Montreal. Upon entering, one is struck by the apparent width of the top shelf. Upon investigation it is found that these shelves are not on the wall proper, but are built up on a false wall about two feet in front, and in this way an enormous amount of shelf room is obtained.

It is observed that this grocery is remarkably free of boxes and other disfiguring objects scattered around the floor. Of course, in small stores where the grocer is cramped for room it becomes necessary to do this, but where there is a large store, most of the goods can be confined to the shelves. The grocer in question explained that he put his most attractive goods on the front shelves and the less so in the rear, out of sight. The clerks are not permitted to leave the front store. If anything is required from down cellar or from the rear, there are speaking tubes provided, by means of which they can make their wants known to men in these parts of the store, and they are immediately supplied.

The wonderful precision in the arrangement of the stock enables the clerks to execute orders with the greatest speed. It is also the duty of the back storeman to keep the front shelves supplied with goods, and in the morning nothing is missing to give an incomplete idea to the eye.

QUALITY IS ESSENTIAL.

Kingston, Aug. 17.—A local grocer, who happened to be in a retrospective as well as a prospective mood, in discussing the grocery business, said that the volume of business, speaking of each individual customer, was decreasing. This was not to be taken as an indication of a decrease in the amount of money spent, but rather in the character of goods now bought. At the present time quality is the first essential, quantity becoming less considered. This is interesting, as it indicates a phase in the development of dietetic knowledge.

It is generally conceded by the medical profession that the great majority of people eat much more than is necessary for the upkeep of the body. This condition is reflected, as was suggested by the grocer in the changing character of the grocery trade.

AN $8,000 BUSINESS INCREASE.

Cardinal, Ont., Aug. 17.—"Advertising did it."

That's what F. F. Adams, general merchant, says about his business, which last year totaled more than $23,000, when four or five years ago it was not more than $15,000.

Mr. Adams is a thorough believer in the feasibility of placing one's name before the public as much as possible, if he desires to increase his business.

He has struck a new idea for getting next to the farmers' trade. He "gets in right" with the cheese factory makers and is able to use the factories for the distribution of dodgers to farmers who happen to call there. These are printed regularly and they give the current store news in the most attractive form. Mr. Adams claims to have secured considerable new business from the country through their use. There is no newspaper published in Cardinal, but the Adams ad. appears in the columns of the paper in the nearest town, which circulates extensively in and around that village. The population of Cardinal is about 1,200, so that a yearly business of $23,000 speaks well for the thrift and enterprise of Mr. Adams.

The debt question is given a good deal of attention. Cardinal is a factory centre, employes being paid every two weeks, and although Mr. Adams lost some money when he first began business ten years ago, he carefully watches the dead-beats now.

Commenting on the mail order business, he contended that general merchants all over the country are losing trade, in dry goods especially, to the department stores.

"The trouble is," he remarked, "they do not keep the assortment they should to meet the mail order competition. If they carried the variety of stock, more business would be done, because they can sell goods just as cheaply."

The Adams store carries staple lines of crockery and does a comparatively large trade in it. It is a paying investment.

TO IMPROVE TRADE.

Equip, decorate and arrange everything so that a visit to your store is really a pleasure. Do not keep your customers waiting unnecessarily. Be courteous and accommodating—put yourself out a little bit to make the women folks feel that they are welcome whether they buy or not. There may be little immediate profit in this suggestion, but it gets you acquainted, and personality furnishes the keynote of your business success.

Where Great Wealth Abounds!

Do You Wish to Share in it?

You May Do So by letting us act as your representatives in the Great West. We can help you in finding a proper outlet for your goods. Look at these startling figures, and such a marvellous growth is typical of the three great prairie provinces.

What Winnipeg Has

- 18 Chartered Banks; 41 City Branches
- Greatest Grain Market in the Empire
- 90 Millions Wholesale Turnover Annually
- Largest Individual Railway Yard
- 150 Profitably Operating Factories
- An Assessment of 116,000,000 Dollars
- The Shops of Three National Railways
- A Population Doubled Within 5 Years

Let Us Assist You to Augment Your Trade — We Have the Facilities and the Experience

WE INVITE CORRESPONDENCE

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Calgary **Winnipeg** **Edmonton**

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGAOANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East — *WINNIPEG, MAN.*

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Currants!!

I am Agent for

LYBEROPULOS,

Patras, Greece

and offer New Crop.

BARRELS AND HALF CASES.

Write for Prices, Import.

Owing to unfavorable weather prices are very firm.

W. P. DOWNEY,

24-26 St. Peter Street, - - MONTREAL



Here is one of the many letters we have on file

Hamilton, June 23rd, 1909

Messrs. Gunns Limited
78 Front St. East, Toronto, Ont.

Gentlemen :—

Ship me at once, ten tubs of Easifirst, and a further shipment of forty tubs next week.

I am retailing this lard over the counter for household use, and it is giving excellent satisfaction. Practically every sale I have made has resulted in repeat orders, and many of my customers prefer it to any other lard on the market. Easifirst is one of the best sellers we have on our list, and we are not handling any other lard, either wholesale or retail.

Yours truly,
Bessey & Falconbridge
Signed, J. M. Bessey

Easifirst will increase your business and double your profits

WRITE US FOR PARTICULARS

GUNNS Limited WEST TORONTO

Cooked Hams

This is the very best time of the year to have these on your provision counter.

NICELY COOKED
NICELY PUT UP
AND READY FOR
THE TABLE.

We select these Hams with great care. You will find them reasonable in price and trade winners.

F. W. Fearman Co.
LIMITED
HAMILTON, ONT.



One of our Patrons

EVERY MOTHER

in the land will thank you for selling her a tin of the Richest and Best Condensed Milk in Canada, which is



"REINDEER"

7½% Richer than any other brand of Milk sold in Canada.

THE MILK TO SELL

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs
Made under Government inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

Canada Losing Her Hold on English Hog Market—Not Producing Enough to Meet the Demand and Other Countries Step in—Butter Export Trade Falling off—Cheese Trade Better.

The hog situation is still a puzzling proposition to the provision dealers of Canada. While they are constantly short in the supply of hogs, they see that the English market is drifting away and is taken possession of by other countries. Even China is now taking a hand in it, and is threatening to be a dangerous rival. In the meantime, however, our packers find a ready market at home for all the product they can manufacture from the limited supply of hogs at their disposal. Some of the packers are inquiring about the "commission" of farmers who were sent to Denmark and other European countries to look into this state of affairs, and are waiting to find out whether they have discovered anything that will save the situation.

There is a great deal of uncertainty entertained in reference to the shaping of the butter market. It is the prevailing opinion that the make of this year is equal to last year, and yet the quantity exported is far below last year. From this we must conclude, making a fair allowance for a larger home consumption, that there must be an unusually large quantity in the hands of dealers. With this in view, creamery butter, which is the only kind now bought for export, has declined, and is not selling at the figure that was paid for June butter, the bulk of which is still in storage.

The exports of cheese, however, so far have exceeded last year's, and the prices are firm with an upward tendency.

MONTREAL.

PROVISIONS — Little change has taken place in the provision market. Canada short cut back pork is easier in tone, and quotations have declined $1. Dressed hogs are also somewhat easier being quoted at $12.25, despite the fact that trade is fairly good. Hams continue to sell well. Lard is moving more freely, but altogether trade is quiet.

Pure Lard—	
Boxes, 50 lbs., per lb	0 14½
Cases, tins, each 10 lbs., per lb	0 15½
" " " 5 " "	0 15¾
" " " 3 " "	0 15½
Pails, wood, 20 lbs. net, per lb	0 15½
Pails, tin, 20 lbs. gross, per lb	0 14½
Tubs, 50 lbs. net, per lb	0 15
Tierces, 375 lbs., per lb	0 14¾
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 09¾
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 10¼
" 5 " " " "	0 10¾
" 3 " " " "	0 10½
Pails, wood, 20 lbs. net, per lb	0 10¼
Pails, tin, 20 lbs. gross, per lb	0 09¾
Tubs, 50 lbs. net, per lb	0 10
Tierces, 375 lbs., per lb	0 09¾
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	27 00
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 00
Heavy clear fat backs, bbl. 40-50 pieces	29 00
Heavy flank pork, bbl	26 00
Pickled rolls, bbl	26 00
Plate beef, 100 lb bbls	7 25
" 200 "	14 00
" 300 "	20 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 13
Long clear bacon, heavy, lb	0 14
Long clear bacon, light, lb	0 14½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14
Large sizes, 18 to 25 lbs., per lb	0 15
Medium sizes, 13 to 18 lbs., per lb	0 15½
Extra small sizes, 10 to 13 lbs., per lb	0 15½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 16
" " " small, 9 to 12 lbs., per lb	0 16½
Breakfast bacon, English, boneless, per lb	0 16½
" " " " "	0 16
Windsor bacon, skinned, backs, per lb	0 18
Spiced roll bacon, boneless, short, per lb	0 15
Picnic hams, per lb	0 14
Hogs, live, per cwt	8 60 8 90
" dressed, per cwt	12 25

BUTTER—The export demand still keeps quiet, and in consequence the storage stock is accumulating. This tends to an easier feeling in the trade generally. The local demand continues quiet for dairy butter. The market is unchanged this week.

Creamery, solids, lb	0 23
Creamery prints	0 23½
Dairy, tubs, lb	0 17 0 18

CHEESE—The market for cheese is higher in the country, as much as 11⅝ being paid this week for Ontarios. The export demand is brisk, and trade in this line is generally good. The quantity manufactured is well up to former years. The market is firm and unchanged.

Cheese, large	0 12½ 0 12¾
" twins	0 12¾ 0 13
" small, 20 lbs	0 12½
Old cheese, large	0 15 0 16

EGGS—The market is firm at unchanged prices. The supply of eggs, although light, is improving, points west of Toronto sending more cases. The demand is good especially for finest quality.

Selects, dozen	0 25
No. 1, dozen	0 22 0 23
No. 2, dozen	0 17 0 18

HONEY—The honey market is quiet. White clover is firm in price.

White clover comb honey (nominal prices)	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 10½

TORONTO.

PROVISIONS—Hogs are easier this week, without any special reason, further than that it so happened. Hogs are still scarce which is proven by the fact that car loads have frequently to be made up at different stations. The stocks in hand are gradually getting lighter, but the demand continues active, and prices are fully maintained.

Long clear bacon, per lb	0 13¾ 0 14
Smoked breakfast bacon, per lb	0 16 0 16½
Roll bacon, per lb	0 13½ 0 13¾
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13½ 0 14
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 17 0 17½
" pea meal	0 18 0 18½
Heavy mess pork, per bbl	23 00 23 50
Short cut, per bbl	26 00 26 50
Lard, tierces, per lb	0 14½
" tubs "	0 14¾
" pails "	0 14¾
" compounds, per lb	0 10 0 11¼
Live hogs, f.o.b	7 60
Dressed hogs	11 25 11 50

BUTTER—A slight decline is noticeable in the butter market, especially in creamery, which is offered from 1c to 1½c lower. The disappointment dealers met with last year is not yet forgotten and buyers are particularly careful. Good dairy butter is in fair demand and is maintaining its price. Off flavor butter is accumulating and is hard to sell, as cotton seed oil is more and more taking the place of baking butter. The recent rains have freshened up the pastures and will help to increase the supply, and as there is already a heavy surplus, and no export demand, prices are likely to remain easy.

	Per lb.
Fresh creamery print	0 23 0 24
Fresh creamery solids	0 21½ 0 23
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
Tub butter	0 17 0 19
Baking butter	0 15 0 16

CHEESE—There is no startling feature to report in the cheese market. Prices have been steady all summer, with the feeling among dealers that they are a little too high to handle safely. In small quantities to retail dealers the prices may be quoted a quarter of a cent higher.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

EGGS—Eggs are scarce or rather good eggs are scarce, and bad ones too plentiful. Dealers are figuring up and are finding out that even with an apparent fair profit, they are losing money, through the heavy shrinkage on bad eggs. Prices are very firm and some are asking from 1 to 2c more for selected stock.

Fresh eggs	0 23 0 24

POULTRY—The poultry trade is picking up and will soon be in full swing. Spring chickens are of a better size and look more like something to eat, than a mere toy. The receipts of all kinds are liberal and business is satisfactory. According to reports the season was favorable to raising young fowl, so that a good supply will soon be ready to draw from.

Early spring chicken, alive, per lb	0 17
Hens, per lb. dressed	0 12
Turkeys, per lb., large	0 16
Spring ducks	0 10
Old ducks	0 08

HONEY—As far as reports can be secured the honey crop is above the average in quantity and quality. But owing to the greater demand, especially for the Northwest, prices are likely to be firm. In small quantities to the trade it may be quoted as follows:

Honey, 5-lb. pails	0 65
" 10-lb. pails	1 20
" 60-lb. cans, per lb	0 11½

SOME SIGNIFICANT FACTS.

The steamship Palermo arrived at London, Eng., a few weeks ago from Hankow, China, with a cargo consisting of the following:

21,048 cases of eggs.
10,674 cases of wild game.
8,118 cases of poultry.
12 quarters of beef.
4,663 carcases of pigs.
1,345 carcases of deer.

The factory employes of the Wm. Davies Co., Toronto, held their annutl excursion to Niagara Falls on Saturday last. There was a large attendance, the crowd being composed of a coterie of fun-makers, which helped to make the day a lively one. Sports were run off and prizes presented to the winners. The trip was made by boat.

A SET OF BUSINESS MEN.

New Officers of the La Chambre de Commerce de Joliette, Quebec.

Joliette, Que., Aug. 17.—The election of the officers of La Chambre de Commerce, de la Ville et du District de Joliette, was held on Thursday, the 6th inst. The following list gives the names of those who were elected :—

President, W. Pouliot ; vice-president, Jules Breton ; secretary-treasurer, L. P. Deslongchamps ; directors, E. E. Lepine, A. A. Boucher, H. Beaumier, J. U. Chaput, I. E. Lalonde.

It is needless to recall the numerous advantages and benefits which a lively and well directed Chambre de Commerce procures to commerce, industry and trade generally in a town or country. But it is well to point out that the town and district of Joliette have been particularly favored by the work of their own organization. Transportation,



W. POULIOT,
Elected President of Chambre de Commerce, Joliette, Que.

freight rates, markets and postal service, have in turn been discussed and improved to the benefit of all.

Members this year have been fortunate in the selection of their officers. They have faith in the ability of their President, W. Pouliot, to carry out successfully all matters under his consideration.

Mr. Pouliot, who is the head of Chevalier, Pouliot & Cie., and now president of our Chambre, has won for himself a well deserve reputation as an energetic and enterprising business man, a prudent financier, and expert buyer. Aided by the other directors who also belong to the group most devoted to the welfare of our town and district, he should mark his tenure of office with real success. It is hoped that this association will continue to help trade and render it profitable to the whole community.

DEVICE FOR TESTING EGGS.

A well-known test for eggs, says the Scientific American, consists in placing the eggs in water, when the bad ones will float. But of the eggs that sink there is no way of determining which are the fresher ones and how much less stale one may be than another. A very ingenious device has recently been invented which enables one to note the slightest variations in the eggs. The device consists of an aluminum air chamber comprising a main body portion and a stem. The latter is graduated, while at the bottom of the body portion are two spring-wire loops shaped to engage and hold an egg. The device with the egg attached thereto is placed in water and will sink to a depth depending upon the specific gravity of the egg. The freshest and best eggs sink the stem down until the water is on a level with the XX mark. Even if the egg registers 0 it shows that the egg is quite fresh and still has sufficient food strength to hatch a live chick. Mark 4 registers the limit of fair eating. At 8 the egg is fit for cooking only, while 12 shows that decomposition has set in. Not only is the tester valuable in the kitchen but to the chicken raisers as well, as it tells how much nutriment there is in the egg for the support of life in the chick, and during incubation it shows the progress of evaporation in the incubator as compared to normal hygrometric conditions as found in the eggs under the hen.

PERSONAL NOTES.

Wm. H. Dunn, Montreal, was in Toronto last week on a business trip.

Thos. Kinnear, of Thos. Kinnear & Co., Toronto, is on a vacation to Old Orchard Beach.

J. W. Flavelle, general manager, the Wm. Davies Co., Toronto, is spending a vacation at Sturgeon Point, near Lindsay, Ont.

A. H. Brittain, representing the Whitman Fish Co., Halifax, N.S., was in Toronto on Monday and was among the visitors to the office of The Canadian Grocer.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

WHITE SWAN
100% PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

T. E. OLDFIELD & CO.
Colonial Importers
17 Brunswick St., LIVERPOOL
Desire direct communication with producers of CANADIAN FOODSTUFFS FOR HUMAN CONSUMPTION such as Wheat, Flour, Split Peas, Canned Meats and Fruit, Green and Dried Fruit, Butter, Cheese and General Grocery and Corn Goods. First-class connection throughout Great Britain. Advances made against consignments. Canadian References.

LA GRANGE & CO.
Commission Merchants and Agents,
ROTTERDAM, HOLLAND
request offers of Linseed cake and are desirous to enter into correspondence with cake manufacturers in U. S. A. and Canada. First class references given, also in U. S. A.

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
Wax-Waterproof Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

Mi-Linda and Baled Havanas
are the Finest Cuban Lea. Spanish-made Cigars in the world.
Write for prices
W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

Magic Baking Powder **Gillett's Perfumed Lye**
Gillett's Cream Tartar **Royal Yeast Cakes**
Etc.

E.W. GILLETT
COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

IT WILL TAKE YOU ONLY A MINUTE

to explain to your customers why a slight increase has been found necessary in the price of

Clark's Pork and Beans

The cost of beans has doubled within a few years, and only the best being used in CLARK'S the increase was imperative. Buyers will understand that a ***cheap*** article is not a ***good*** article, and is not what they want.

William Clark

MONTREAL

Manufacturer of
HIGH-GRADE FOOD SPECIALTIES

Valencia Raisins

A. MAHIQUES PARIS
DENIA

For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

"It gives us great pleasure to say that "the A. Mahiques Paris Brand Fine "Selected Raisins purchased from you "this year have turned out exceedingly "fine in quality. We have compared "them with what we considered other "first-class brands, and in our opinion "they are superior to any Fine Selected "we have examined this year."

Thos. Bell, Sons & Co.

AGENTS

MONTREAL

EMPLOYER ENTERTAINS EMPLOYEES.

Guelph Retail Grocer Gives Picnic to His Clerks—An Impetus for Better Business Relations.

Guelph, Aug. 17.—Last Thursday at 1.30 p.m., McCannell's & Patterson's big four-horse tally-ho left the front of the Noted Tea Store (J. A. McCrea's) with as jolly a crowd as ever tally-hoed out of Guelph. After a delightful run to Elora, a sumptuous luncheon was enjoyed at the Rocks. Jos. Harris, on behalf of the staff, wished a good time to everybody, mentioned the liberality of the wholesalers, and on behalf of the staff presented R. McCrea with a stick pin. Mr. McCrea, in reply, said that the motto on the badge expressed his sentiments exactly: "Better business relations between employers and employees result in the prosperity of both."

The party then adjourned to the baseball grounds, where a delightful list of sports was run off, as follows:

Boys' 50 yard dash.—1. Stanley Vass. 2. Fred Hack. 3. R. Garrard.

Men's 50 yard dash.—1. Gus Murray. 2. Will Hooper. 3. Chas. Hack.

Ladies' Backward Race.—1. Miss Bott. 2. Miss M. Doherty. 3. Miss Long.

Men's backward race.—1. Chas. Hack. 2. Gus Murray. 3. Will Doherty.

Red Rose Tea race.—1. Miss Bott. 2. Mrs. Murray. 3. Mrs. Vass and Miss Weatherstone.

Boys' all-four race.—1. Wm. Doherty. 2. Roy Garrard. 3. Albert Vass.

Ladies' love race.—1. Miss Hutchinson. 2. Ada Doherty. 3. Mrs. Murray.

By unanimous vote a beautiful $5.00 pipe, donated by Nerlich & Co., was voted to Joseph Harris, the head clerk of The Noted Tea Store. Mr. Harris is deservedly a favorite with all the members of the staff, and no one begrudged him this mark of appreciation.

NEW COMPANIES.

Talbot, Limited, St. Germain de Rimouski, Que., have been given a Dominion charter to carry on the business of wholesale and retail merchants in groceries, provisions, hardware and dry-goods.

E. A. Schmidt & Co., Montreal, is a new company formed with a Dominion charter to manufacture and deal in grain, flour, meal, hay, potatoes, etc.

A license to do business in Ontario has been given J. S. Fry & Sons, incorporated in Great Britain. The Ontario Gazette includes in its rights the following:—

To acquire and take over, as a going concern, the business of chocolate and cocoa manufacturers, heretofore carried on at Bristol, London, Sydney, and elsewhere under the style or firm of J. S. Fry & Sons, and all or any of the assets and liabilities of the proprietors of the said business in connection therewith. M. D. Beard, Toronto is the company's attorney.

A company has been formed in St. John, N.B., to manufacture soap in the Coll premises. The new company has purchased the property and will carry on the business under the name of Coll's Soaps, Limited. The company is composed of P. L. Jordan, Joshua E. Cowan, jr., Wm. H. Turner, Fenwick W. Parker, and Wm. A. Ewing. The capital will be $10,000 in $100 shares.

TRADE NOTES.

The Port Burwell Fish Co. have been dissolved.

A factory for the manufacture of matches has been built at Selkirk, Man.

The Oxford Flour Mills at Norwich, Ont., were burned to the ground recently. The loss was heavy.

Wm. Mullett, Galt, Ont., has opened a new grocery store on Main St. in the building recently occupied by F. H. Chapple.

L. D. Bellefeuille, grocer, Alexandria, Ont., has removed his stock, etc., into his newly acquired premises, the Norman McRae building, corner Main and McDougall Ave.

C. S. McCauley has been in the grocery business in Newmarket, Ont., for 3 years and is doing a thriving trade. He says he has had a splendid year so far and hopes the remainder will be as good.

The stock of J. H. Schmidt, general merchant of Millbank, Ontario, amounting in all to about $8,000, will be sold by public auction on August 25. At a meeting of the creditors a few days ago. Mr. Schmidt, who assigned on July 19, was given a few days to prepare a cash offer which was to receive the consideration of the creditors, but the statement of the offer was not forthcoming, so it was decided that the stock must be sold.

WHITE SWAN
100%
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

TO WHOLESALE TRADE:—
Buy your
Whole Spices, Coffees, Sardines, etc.,
from
H. COLLINGS & CO.
16 Philpot Lane, E.C.
LONDON, ENGLAND
"Repeat Orders the Rule"
Quality always right Shipments prompt.
Agents in MONTREAL, Mr. J. Russell Murray
" KINGSTON, Mr. C. de Carteret.
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bickle & Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.
Established 1856

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA
This is the season to push SUCHARD'S CO. COA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranted SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

EPPS'S
GRATEFUL AND COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
NUTRITIOUS AND ECONOMICAL
COCOA

Some Grocers have decided that it is not good business to import Fancy Biscuits

They do not question the quality of Fancy European lines—*before shipment.* But, they know that a long sea voyage depreciates the flavor of any food stuffs. Besides, it ties up cash in considerable quantities placing long orders months ahead. That's how they argue the point. They stock

CHRISTIE FANCY BISCUITS

because Christie's are immensely superior in *Quality*, *Purity*, *Nutriment* and lasting *Goodness* to any fancy lines baked on this continent. Our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, et cetera, are equal in every quality that makes for biscuit perfection to the best fancy lines in the old lands. Then our fancy goods have the merit of freshness. You can get them when you want them.

N.B.—Our latest fancy lines "Madeira Mixed" and "Cherry Rings" are the delight of biscuit connoisseurs.

Christie, Brown & Co., Limited, Toronto

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our **VILLAGE Biscuit** retails **3 lbs. for 25c.**

DIGNARD, LIMITED. Biscuit Manufacturers MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

Popular Lines at Popular Prices

It is biscuits such as these that sell.
They make your biscuit department pay handsomely.
We have a reputation for making such goods.

GET PRICES ON OUR LARGE RANGE. IT WILL PAY YOU TO DO SO.

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

You can very easily work up a snug little trade in

Cowan's Cake Icings

Just get your customers who are not already using them to try a single package.



That will be pretty sure to make them regular users, to their satisfaction and your profit.

The Cowan Co., Ltd.

Toronto, Can.



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver

By Royal  Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's
"Diamond" and "Elite"
brands of
Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Ontario Wheat Drops In Price—Buyers Take Flour as They Need It—Oatmeal Shows Another Decline In Montréal—Hints For Keeping Confectionery Fresh.

The price of Ontario wheat since last week has declined from 10 to 15c a bushel, and is now bought at outside points at 95c. With a good crop in Ontario and prospects of an immense crop throughout the Northwest—and according to reports more than an average crop over the whole world—prices would be expected to be still lower. The crop in the Northwest is ripening rapidly and is becoming more secure each day. Oats are also dropping and are now about 40c a bushel.

Grocers should run their stocks low and only buy from hand to mouth for several reasons. With the reports before us, it is reasonable to suppose that not only flour, but all cereals will be cheaper, and it is also good policy to clean out all old summer heated stock before new stock is added to it. Very few articles in the grocery store require more careful attention than this class of goods. Nothing will hurt the reputation of a store more seriously than badly kept flour or cereals.

Hot weather makes it somewhat difficult to keep candies—and especially the high grades which grocers are handling more and more—to have them in good shape when asked for. It is to the seller's own interest to look carefully after his confectionery department. There is nothing so fatal to business possibilities in a candy shop as sticky stale-looking goods. For this reason cases are desirable and the open display of goods should be made in such a way as to be suggestive without exposing a large quantity of them to the effects of the atmosphere. Good window displays in confectionery have been made by showing a limited quantity of goods, the effect being brought about by the trimmings used.

MONTREAL.

FLOUR—The demand continues quiet as is natural at this time. Buyers are holding off, only taking what they absolutely require. The market is easy, but there is no change from last week.

Winter wheat patents, bbl	6 50
Straight rollers, bb	6 20
Extra, bbl	5 70
Royal Household, bbl	6 30
Glenora, bbl	5 80
Manitoba spring wheat patents, bbl	6 30
" strong bakers, bbl	5 80
Five Roses, bbl	6 30
Harvest Queen, bbl	5 80

FOOD.—A steady demand has been in evidence during the week. Stocks are light, and the tone of the markets is firmer. No further decline has been made in Manitoba bran.

Ontario bran, per ton	22 00
Manitoba shorts, per ton	24 00
" bran, per ton	22 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

ROLLED OATS—The market has again weakened. Oatmeal has been cut 15c; rolled oats in bags, 15c, and in barrels 35c. This was not unexpected in view of the new oats crop, and the small orders now coming in.

Fine oatmeal, bags	2 75
Standard oatmeal, bags	2 75
Granulated " "	2 75
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 50
" barrels	5 20

TORONTO.

FLOUR—While new wheat is lower, it will be noticed that the same corresponding drop has not taken place in flour. This is owing to the fact that old wheat is still almost exclusively used in making the flour which is sold at the present time, and therefore prices are unchanged.

Manitoba Wheat.	
1st Patent	6 00 6 20
2nd Patent	5 40 5 90
Strong bakers	5 45 5 85
Winter Wheat.	
Straight roller	5 00 5 50
Patents	5 90
Blended	5 50 5 90

CEREALS—Although prices of new grain are lower, it will be several weeks before it will affect the prices of some of the manufactured goods.

Rolled wheat, car load	3 50
" oats "	2 50
Oatmeal, car load	2 75
Rolled wheat in barrels, 100 lbs	3 50 3 70
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

MAKING PRICES UNIFORM.

Editor Canadian Grocer,—Several weeks ago an article appeared in The Canadian Grocer suggesting the idea of biscuit manufacturers invoicing their goods at retail prices with a certain discount off, which met with the approval of the grocers in general, but since then nothing has been done. It seems to me that this could be done without the least inconvenience to the manufacturer, and it would certainly be a great convenience to the retailer. As it is, each one takes a guess at what they should be sold and the result is that they are unintentionally sold at different prices.

By doing this it would not restrict retailers to sell at the invoice prices, but it would be a good guide as to what they should be sold, and would help to sell at uniform prices. All that the manufacturers would have to do, is to add 25c on the prices they are now charging, and then take 20 per cent. off the total amount with the regular discount for cash.

I would recommend that a deputation interview some of the manufacturers and and request them to consider this matter, and if they have no objections—which are not apparent to the retailer—to comply with the wishes so strongly expressed by grocers.

RETAIL GROCER.

Toronto, Aug. 19, 1909.

More Than Soda Crackers

There is something delightfully different in the taste of Mooney's Perfection Sodas which distinguishes them from common Soda Crackers.

The difference begins with better baking of best material in a large, up-to-date oven, built expressly to bake this buscuit.

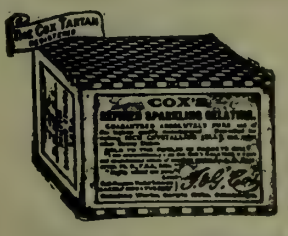
The difference is protected and preserved for your customer by the package of the biscuit, which effectively retains the freshness, and excludes all dust and moisture.

Need we say more?

THE MOONEY BISCUIT & CANDY COMPANY

Stratford - Ontario





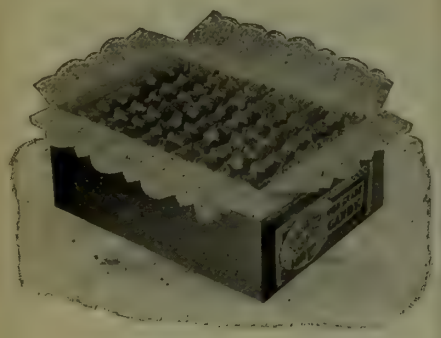
COX'S INSTANT POWDERED GELATINE

A Pure Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs. Cox under the control of their scientific staff.

Canadian Agents

C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. Cox, Ltd
Gordie Mills
EDINBURGH.



One-ness of Quality

That has a lot to do with the success of a line.

To be sure that the quality is there once, twice and all the time —that is what counts.

Because the quality is ALWAYS there our

"BORDO"

(REG.)

CHOCOLATE

has always been the leader in chocolates.

25 years constant sale has not diminished its popularity with the consumer who wants value for his or her money.

It is a SAFE and SURE profit winner.

A line you cannot reasonably do without, in your own interests.

The Montreal Biscuit Company, "The Originators"

MONTREAL

Canadian Trade Changes of Recent Occurrence

Many Retail Businesses Change Hands—New Grocers In The Trade—Damages By Fire and Assignments Made—New Companies Formed.

Ontario.

Andrew Davey, grocer, Toronto, died recently.

H. K. House, grocer, Toronto, has sold to Watson Hale.

E. A. Bush, grocer, Essex, Ont., has assigned to J. A. Smyth.

Bishop & Co., Nolalu, Ont., general merchants, have sold out.

Mrs. A. Green, grocer, London, advertises her business for sale.

The Corcoran Tea Co., Stratford, sustained loss by fire recently.

W. T. McBride, grocer, London, advertises his business for sale.

B. Kaplan, general merchant, Cottam, Ont., has assigned to M. Masuret & Co.

W. Waugh Register & Account Systems Co., Port Arthur, have obtained a charter.

Quebec.

Assets of J. O. Chartier, grocer, St. Paul, Que., are to be sold.

The Park Provision Co., Montreal (St. Louis), has obtained a charter.

Chartrand & Turgeon are appointed curators for Adolph Desilets, grocer, Montreal.

Western Canada.

P. S. Smith, grocer, Victoria, has discontinued business.

Mrs. P. Comeford, grocer, Victoria, has sold to P. D. Johnston.

D. L. Ghormley, grocer, Strathcona, Alta., has assigned to S. H. Smith.

F. Carne, grocer, Victoria, B.C., is discontinuing business on Aug. 31st.

T. Hutchinson, grocer, North Vancouver, B.C., has sold to F. C. Scott.

W. J. Rud, general merchant, Tilston, Man., is succeeded by Knight & Co.

The Prince Rupert Grocery Co., Prince Rupert, B.C., has assigned to C. D. Newton.

Stewart & Tweed, Ltd., general merchants, Medicine Hat, Alta., have sold their business.

G. S. Davidson & Co., general merchants, Indian Head, Sask., have closed their Melville branch.

Nichol & Mayhew, general merchants, Radisson, Sask., have been succeeded by J. C. Nichol.

The Calgary Show Case Specialty Co. has changed its name to The Alberta Show Case Works, Ltd.

R. Cross & Co., general merchants, Killarney, Man., have been succeeded by Percival & Shepherd.

The Western Canada Trading Co., general merchants, Vermillion, Alta., have assigned for the benefit of creditors.

Statistics show that the consumption of coffee per capita in the United States for 1908-9, ending last June 30, was about 12 pounds on the basis of 80,000,000 population. The average per capita consumption of sugar last year in the United States was 81.17 pounds, or 405 pounds annually for the average family of five persons, the sugar bill being $21.30 at the price of 5¼ cents per pound. The average per capita consumption of tea in the United States in 1907 was 1.07 pounds, at an average price of 17 cents per pound.

WHITE SWAN
100%
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS



THERE IS ONLY ONE
FLY PAD
THAT'S
WILSON'S
BEWARE OF UNSATISFACTORY IMITATIONS!

Make Your Friends Help Fatten Your Profits

You make Your Money out of Your *Friends*—
Since Your *Enemies* will *not* trade with You.
The less enemies, the more friends.
The more friends, the more *Customers.*
And the more Customers, the more Coins for *you* to finger.
Isn't that so,—Brother Grocer?

* * *

So, let's *make* friends—
By selling *good* flour.
More friends—
By selling *better* flour.
And the Most Customers—
By selling FIVE ROSES.

* * *

The so-called "Lucky Man" (he that giveth Better Service with Better Grade) hath an ever-widening circle of friends—
Meaning, of course, *Pleased Patrons.*
But the bigger your troop of customers, the more enemies you can make—
Unless you *keep on selling* the Meritorious Article.
And the quicker you'll hang out the Red Flag.
For our Best Friends become bitter enemies when they feel "let in!"
So let's also be *Lucky in our friends.*

* * *

Because it *is* "Friendly Flour,"
FIVE ROSES collars the *Repeated Orders.*
Good Flour is our hobby, and we'll never get over it.
Don't know how to make *the other kind.*
FIVE ROSES has *all* the makings of Good Stuff—
The *Amber Gluten* of Prime Manitoba Wheat—
Sun-ripened, plump spring wheat of that *hard, compact sort.*

* * *

Which drops *none* of its Flavor, Strength, or Nutrients, or Eating Qualities in the milling.
Only the Impurities, and Fibre, and Dirt, and General Cussedness of *all* Raw Material.
Properly packed in Quality Bags and *Barrels of our own make.*
Age-whitened and dried in Sanitary Storehouses longer than seems necessary to *cheaper* artisans.
Not bleached—no, *never.*

* * *

Because it means whitest loaves, appetizing in aroma, golden topped and crisplike, tempting of bloom and texture.
Because it compels in plenty palatable pastries.
Madame Housewife waxes *pleased* with *herself* and *You.*
Therefore, the FIVE ROSES habit pays all concerned—
Putting Dollars into *Your Surplus.*

* * *

And whatever gives the most Flour Value for the money—
More *Friends*—More *Customers*—
More *Profits,*
Is, indeed, worth getting, and *getting at once.*
So get FIVE ROSES, Brother Grocer.
Not next week, next month, or next year—
But TO-DAY.

Lake of the Woods Milling Co.
LIMITED

MONTREAL **Makers of Five Roses** **WINNIPEG**

Guelph Grocers are Having a Troublesome Task

The Handling of Raspberries Meeting With Obstacles — Farmers Peddling Wild Berries From House to House—Fruit Has Poor Keeping Qualities.

By Stanley Nicholson.

Guelph, Ont., August 17th.—The small fruit business at its best has many disadvantages, and it is doubtful if there are not a large number of men in the grocery trade who would gladly go out of the small fruit line altogether if they could afford to. This they cannot do, however, as the small fruits in their season are quite a prominent feature in every grocer's business. They have to be seriously considered, and every enterprising grocer tries many of them successfully—to make it not only a necessary but a profitable line as well.

Raspberries a Drawback.

It is the raspberries that have been the chief source of worry in the small fruit line this year, at least they have in the Guelph district.

How the berry trade has been in other parts of the province the writer does not know, but as far as Guelph is concerned he has the word of a number of the most influential grocers here for it that the raspberry trade for the past few weeks has been anything but satisfactory. Any Guelph grocers who have made money out of raspberries under the conditions that have prevailed here for the past few weeks certainly deserve all they have so made.

Right from the first the grocers have felt there was something radically wrong with the berry trade and they were not long in finding out that the trouble was caused partly by farmers coming into the city and peddling wild raspberries around from door to door. This, to begin with, was most annoying, and the wily farmer who would come first to the grocer with boxes of cultivated raspberries and sell these at a good price, and then go from door to door and load his customers' customers up with wild fruit of an inferior quality, at a much lower price, is, to say the least, no particular friend of the grocer he has thus treated.

Keeping Qualities Poor.

Berries never do keep well, and are a commodity that no grocer can well afford to stock. But this year they have been particularly deceiving and a number of the foremost dealers have been "stung."

"Why it's been fierce this year," said one grocer in Guelph who has had a bigger small fruit trade than most of them. "You have no idea," he went on, "We will buy berries in the morning, and buy them carefully too, and by night they will be in such a condition that we practically have to give them away."

These sentiments were common among many who the writer called on this afternoon. Still, the grocers for the most part took these as some of the natural troubles of the business, and one of them laughingly got off that old chestnut about letting all their troubles be little ones.

The Only Remedy Suggested.

About the best suggestion in the way of a remedy for these evils of the raspberry trade was given the writer in the pointed remark of the down town grocery firm of Jackson and Sons. "Buy berries to sell," he said. "Buy the kind that will sell and no more—and then sell them." And that's the only thing to do with raspberries in hot weather like this. The berries are nice enough to sell—but better far let the farmers do the keeping of them.

SEND IN INQUIRIES.

The Canadian Grocer every week is receiving a large number of inquiries. These are answered as fully and as well as possible. Any that are of such a nature that they may be published with their answers are treated so, while in other cases the inquirer is replied to directly. While we may not have the information at our finger's end in every case, we are in close touch with authorities who are always willing to supply it. Send along your inquiries by letter or postal card.

M. Wardell, of M. Wardell & Sons, Huntsville, Ont., says that the grocery business is better than it was last year. He expects the splendid tourist trade will help out matters considerably. Mr. Wardell makes a specialty of boots and shoes.

Tell Your Customers That :

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Every Progressive Grocer handles
PICHET TEA BISCUITS
as well as every First Class Hotel and Leading Tobacconist handles the Famous Imported
Germinal and
La Perla Del Oriente
Manilla Cheroots at 10c.
No equal value on the market for the money.
JOS. COTE, Importer, Sole Agent,
186-188 St. Paul St. Branch—179 St. Joseph St.
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

Black Watch
The Big Black Plug
Chewing Tobacco
Already a Big Seller
Sold by all the Wholesale Trade



A Great Selling Team

¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

THE

7-20-4 CIGAR

Pleases Everybody

It appeals to the smoker for its uniformly fine flavor, the same all the way through, and always to be depended upon.

It will appeal to YOU, because it is a popular seller and yields a good profit.

Have You a Stock?

The Sherbrooke Cigar Co.

Sherbrooke, Que.

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

LAWTON BERRIES

Now coming in quantities.
Prices reasonable.

Canadian Peaches Pears and Plums

Large quantities of these delicious Canadian fruits now to be had. Also

Early Apples

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

FULL LINES

Oranges, Lemons and Bananas

Cantaloupes and New Vegetables

Take

on the average or any way you like, comparison shows

St. Nicholas and Home Guard

are the Best

AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

California Pears Firmer—Inequality in Fruit Baskets Observable—Canadian Peaches and Plums Much In Evidence—Tomatoes Plentiful and Much Reduced In Price—Fish Supply Small.

MONTREAL.

GREEN FRUITS—There is a good call all the way round. California pears are again firmer in price and are now selling round $3 to $3.75. Plums are unchanged, the demand being brisk. A good call has arisen for Montreal melons, and despite the adverse ripening conditions merchants are showing some fine quality fruit.

Apples, Spies, XXX, bbl	7 00	7 50
" early, basket		0 50
Bananas crated, bunch	1 25	1 90
Blueberries, 16-qt. box	2 25	2 75
Cherries, Canadian, basket	1 00	1 25
Cantaloupes, crate	5 00	5 50
Cranberries, per crate		5 00
Cocoanuts, bag		4 00
Currants, red, pail		0 75
" black, basket		1 00
Gooseberries, 6 qt. boxes	0 45	0 50
Grape fruit, per box		7 00
Lemons, box	2 75	5 00
Limes, per box	1 00	1 25
Oranges, late Valencias	3 50	3 75
" Sorrento		2 50
" Messina Ovals, half boxes		1 50
Peaches, California, box	1 25	1 75
Plums, California, per crate	1 50	2 25
Pears, California, (Bartlett) per box	3 00	3 75
Raspberries, quart	0 10	0 12
Watermelons, each	0 30	0 40
Montreal melons		12 00

VEGETABLES — There is little change in prices this week, American potatoes are now off the market, while the local varieties are selling between $1.75 and $2. Montreal tomatoes have dropped, selling from 25c to 50c. Tomatoes are in good supply, and in fact all vegetables are arriving freely; the demand is brisk, and prices are well maintained.

Beets, old, bag		1 25
" new, dozen bunches		1 50
Carrots, new, dozen bunches		1 50
Cabbage, dozen	0 20	0 35
Celery, Canadian, dozen	0 30	0 50
Cauliflowers, dozen	1 00	2 50
Cucumbers, dozen	0 15	0 20
Green peppers, crate		3 00
Horse radish, lb	0 15	0 20
Lettuce, dozen	0 15	0 40
Leeks, dozen	1 00	1 25
Onions, doz. bunches		1 00
" large, white, dozen		0 50
Potatoes, Montreal, bbl	1 75	2 00
Parsley, dozen		0 15
Peas, Canadian, bag		0 75
Parsnips, bag		1 50
Sage, dozen		0 60
Savory, dozen		0 50
Spinach, Canadian, box		0 75
String beans, bag	0 35	0 50
" " basket	0 30	0 35
Tomatoes, Montreal, gin box	0 25	0 50
" hot-house, lb		0 08
Turnips, bag		0 50
" new, dozen		0 15
Watercress, dozen		0 40

FISH—British Columbian salmon are now arriving freely, and selling well at 17c. Cod and haddock are scarce, and prices are higher. Lake fish continue scarce, especially doré and trout.

FRESH

Bluefish, per lb	0 14
Brook trout, per lb	0 25
Dore, per lb	0 13
Flounders, per lb	0 10
Grass pike, per lb	0 08
Halibut, per lb	0 09
Haddock, per lb	0 05
Lake trout, per lb	0 10
Mackerel, per lb	0 12
Steak cod, per lb	0 05
Whitefish, per lb	0 10
Salmon, B.C.	0 17

FROZEN

Dore, winter caught, per lb	0 10
Halibut, per lb	0 08
Steak cod, per lb	0 04
Salmon, B.C., red, per lb	0 10
Salmon, Fall, per lb	0 08
Salmon, Qualla, per lb	0 09
Gaspe, per lb	0 18
Whitefish, large, per lb	0 08
Whitefish, small, per lb	0 06

SALTED AND PICKLED

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c.	per lb.
Labrador herring, half barrel	2 80
Labrador sea trout, bbls	12 50
" " " half bbls	6 50
No. 1 mackerel, pail	2 00
No. 1 " half bbls	8 00
Skinless cod, 100 lb. case	5 25
Salmon, B.C., half bbls	9 00
Salt sardines, 20 lb. pail	1 00

SMOKED

Haddies, 15 lb. bxs., per lb	0 08
Kippered herring, per box	1 10
Smoked herring, small boxes, per box	0 18
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 28
Oysters, choice, bulk, Imp. gal	1 50
" "Sealshipt" Imp. gal	1 90

TORONTO.

GREEN FRUITS—Fruit of almost every description is Canadian grown, and put up in all sorts of packages, which makes it difficult to give quotations that will be understood. Even the same size baskets do not, by any means, contain the same quantity of fruit. Some are heaped up and others scarcely even full. The qualities of the same fruit also vary in size. It is evident that our fruit growers have much to learn in doing up their fruit. It is all very well when these goods are sold to the party who sees them, but when they are sold to be shipped, they often meet with disappointment. Early peaches and plums have the upper hand on the market this week. All the varieties of peaches, of which the "Triumph" seems to get the preference are cling stone, and of course not desirable for preserving purposes. They are difficult to handle, as they begin to rot almost immediately when they are ripe and ready to eat. There is no end to the varieties of plums, but the best standard goods are not yet on the market. They are selling from 35c to 75c and even $1.00 a basket. California plums and peaches look homesick and have the appearance of not being wanted here any more this season.

Apples, green, basket	0 25	0 40
Bananas	1 75	2 25
Blueberries, per basket		1 25
Cantaloupes, Nevada, case	3 25	4 00
" Canadian, per basket	0 50	0 60
Currants, black, basket	1 40	1 50
Lawtonberries	0 07	0 08
Lemons, Verdelli	4 50	5 00
Limes, crate		1 25
Oranges, Cal. Valencia	3 00	3 50
" Cal. small		2 50
Peaches, Cal., per case	1 50	1 75
" Canadian, basket	0 35	0 65
Plums, Cal., per case	1 50	2 00
" Canadian, basket	0 50	0 65
Pears, Cal., per case	2 75	3 25
" Can., basket	0 50	0 80
Pineapples, per case		4 75
Raspberries, red	0 09	0 10
Watermelons, each	0 30	0 45

VEGETABLES.—Old potatoes are all off the market and only small lots of American potatoes are left to be cleaned out. All the stock offered now is grown by gardeners in the vicinity of Toronto and vary much in size and quality. This

is owing to the nature of the soil where they were grown. While some are scabby and small, others are excellent. The recent rains came in good time to help the potatoes which will likely be a good yield. Tomatoes are king this week on the vegetable market. The quantity is large, the quality is good, and the price is low. Only a short time ago they sold by the pound at the price they can now be bought by the basket. From 15 to 20c per basket is remarkable when compared with the prices only a few days ago. Among the endless varieties of vegetables, the beautiful purple colored egg plant shows up to good advantage. Canadian cantaloupes, green peppers and celery also add beauty to the picture.

Beans, wax, basket	0 25	0 30
Beets, new, bunch	....	0 40
Cabbage, Canadian, per barrel	1 25	1 50
Carrots, new, per bunch	....	0 40
Celery, Canadian, per doz	....	0 60
Corn, dozen	0 08	0 10
Cucumbers, per basket	0 25	0 30
Egg plant, per basket	0 60	0 75
Onions, Canadian, green, per dozen	....	0 25
" Danvers, bag	1 15	1 25
" new, Valencias, crate	3 00	3 25
Peas, green, basket	0 50	0 65
Peas, per basket	0 40	0 50
Peppers, green, per basket	0 30	0 35
Potatoes, Jersey, per barrel	3 00	3 25
" Canadian, per bushel	0 75	0 80
" sweet, basket	....	0 65
Tomatoes, Canadian, per basket	0 15	0 20

FISH—There is very little change in the fish line this week. The supply continues short which necessitates dealers to divide up in smaller quantities among their customers. Prices however, remain unchanged.

Blue fins	0 06½
Carp	0 03
Cod, fresh caught	0 07
Eels, per lb.	0 08
Haddock, fresh caught	0 07
Halibut, fresh caught	0 09
Herring, medium, per lb., fresh caught	0 05 0 06
Lobsters, each	0 25 0 30
Mackerel, each	0 15 0 20
Perch	0 07
Pike	0 06
Sea salmon	0 17
Trout, fresh caught	0 10
Whitefish, fresh caught	0 10
Yellow pickerel	0 09

Demand of assignment has been made on E. P. Guillemette, grocer, Montreal.

Lemons! Lemons!

Just the thing for these Hot Days

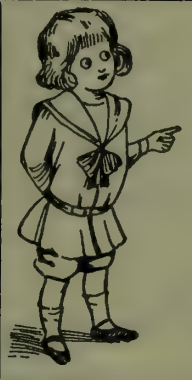
1000 Boxes Fresh Arrivals

California Peaches, Pears, Plums, Cantaloupes, Oranges, Bananas.

Local Fruits and Vegetables.

WHITE & CO., Limited

TORONTO and HAMILTON



Resolved

That our business is to work—to surmount difficulties—to endure hardship—to solve problems—to overcome the inertia of our own nature—to turn chaos into order by the aid of system.—In regard to lemons always buy my fancy pack—ease your worries and make money. Order only

"BUSTER BROWN"

FRATELLI FOLLINA, Palermo, Packers

W. B. STRINGER, Toronto, Can., Agent

Thimble Berries

Peaches

Plums

Apples

Tomatoes

are in good supply.

Wire, Phone or Mail your Orders to

Stevens & Solomon

Shippers of Canadian Fruits, etc.

HAMILTON, ONTARIO

Phones 2700 and 690

New Crop Lemons

EXTRA FANCY

California "Squirrel" brand 270s and 300s

Verdelli "Marconi" brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, "Golden Orange" brand, *the Best Orange Grown in the world*

GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

HUGH WALKER & SON

GULEPH, ONTARIO

The Duties of Retail Merchants to their Clerks

C. H. Crysdale, Oshawa, Ont., a Firm Believer in Educating and Encouraging Employes—Claims That Selfishness is Too Prevalent—Always Glad to Hear of Clerks Securing Better Positions.

There is an important question in the retail trade to which little consideration is given by many retail employers. It is their duty to their clerks. We often hear of the duty of the clerk to his employer, but seldom is the reverse problem elucidated.

These are questions which come within the curriculum of retailers' duties. Too often they forget that their clerks are human; they neglect to assist them to a higher standing because of their own selfishness and love for gain at the expense of others.

One man who has given this phase of the question some thought and who has arrived at definite, broad-minded conclusions is C. H. Crysdale, general merchant, Oshawa, Ont. Mr. Crysdale has had plenty of experience, having been in business thirty-two years of his life in Oshawa. He admits that at one time he was one of the "narrow" merchants, but a few moments' business conversation with him now, shows a retailer who has used his head to the best advantage and who has consideration for the success of others.

Mr. Crysdale's head clerk has just left the counter to become a traveling salesman for a produce and provision manufacturer. When he was leaving, his employer—like an employer should—told him he was glad to hear of the step up the ladder. He did not feel that he could increase his salary to make it profitable for him to remain, but he gave him a letter of recommendation which would help him along on his way.

"I do not believe in retarding the progress of any young man," he said, "and I would not think of attempting to persuade one to work for me if I knew he could better his condition elsewhere."

Selfishness Unwarranted.

He considers it the duty of every employer to act squarely with his clerks. The selfish man loses in the long run, and there are too many of this class.

Mr. Crysdale is the type of man who says: "Sorry to lose you; couldn't very well pay more, but glad to hear you have a better position."

This, he claims, gives encouragement to the young salesman and helps him bear up amid the adversities which usually attend a fresh start in life.

"I subscribe for The Canadian Grocer and have done so for years; when I read it and my son reads it, it is handed over to the head clerk. I believe that it is my duty to educate him as much as possible. In this way we get good service from clerks, for they are better informed about their duties and they appreciate our consideration."

These are among the sentiments of Mr. Crysdale, who has made a success in selling merchandise to the public. The trend of the times, he claims, is toward broader ideas in business—only the narrow-minded object to standing up for manly principles, and this sort is wearing few.

So far as attending to the business in the store is concerned, Mr. Crysdale's son, Frank, is now practically its head. He has been brought up in the footsteps of his father and is a progressive young merchant. Mr. Crysdale, Sr., however, still attends to the buying. He prides himself on being in business in Oshawa longer than any other merchant—it is probably another case of the survival of the fittest, because of modern and straightforward business principles.

BEAN HARVEST STARTS.

Chatham, Aug. 16.—Reports received from Blenheim and vicinity are to the effect that the bean harvest there has already been started, some extra early beans being pulled this week. This is an unprecedentedly early commencement for the harvest, and is largely due to the dry weather of the past month and the marked heat. Blenheim is the centre of a large bean-growing section. It will be some time before the crop is sufficient to affect prices to any marked extent.

LIVE QUESTIONS DISCUSSED.

Organizations In Different Cities Recommended As In The Interests Of The Grocers.

Albany, N.Y., Aug. 16.—Among the questions taken up at the annual convention of the New York State Grocers' Association was "The Protection of the Retail Selling Price," and a special fund was raised to further the organization of associations in different cities. President Rudolf of the Buffalo Association delivered an address on association work, referring especially to the passage of the Sunday closing bill and the keeping of the garnishee law intact.

George H. Bender, representing the Albany delegation, in an address said that the local association is making a special effort to have grocers' day observed as a general holiday throughout the state. He also desired that each one of the associations should obtain the services of an attorney to represent its interests. Mr. Bender also displayed a transfer credit card, which he desired the convention to adopt. A discussion on hucksters' and peddlers' license was led by Louis Hubner of Manhattan and the Bronx.

The programme also included a discussion on "The Benefits of the Garnishee Law."

HEAVY FIRE DAMAGES.

Need of More Careful Attention In Stores Becomes Apparent.

Fire broke out in the grocery store of R. S. Robertson, Little Britain, Ont., on Saturday last and before checked did damage estimated at $30,000. Mr. Robertson's loss, including his store, carriage factory and residence was $3,000. A. L. Kinniar's general store and residence were among the victims of the flames, the loss being $8,000. The origin of the blaze is unknown, but it serves to show that a merchant cannot be too careful in attending to his store and guarding against the fire fiend.

The general store of H. F. Judson, Frankville, Ont., near Brockville, was also destroyed by fire last Friday. A fine stock of goods valued at $4,000 was burned. Insurance carried was $2,000. The blaze originated, it is believed, in a stove in the rear of the store in which were a quantity of old papers.

The Oxford flour mills at Norwich, Ont., were completely destroyed by fire last week, nothing being saved. Isaac Rank, the proprietor, had taken stock during the day, and over 6,000 bushels of wheat were in the building and were totally consumed. Cause of fire is unknown, unless it was spontaneous combustion.

WHITE SWAN
100%
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR
CUSTOMERS

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

There is a good demand for CHERRIES, RASPBERRIES, POULTRY, dead or alive, and we have the customers. Let us have your consignments.
THE DAWSON COMMISSION CO., TORONTO

THERE IS MUCH IN A NAME

First Quality



Brunswick Brand

We have had fourteen years' experience in packing and we fancy that we have picked up considerable knowledge in that time. Our factory and plant are of the most modern character and our methods both scientific and sanitary. Our ¼ Oil Sardines, which are caught in the picturesque Passamaquoddy Bay in weirs, are the finest that can be obtained.

DO YOU CARRY A STOCK? IF NOT, WHY NOT?

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston: James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

Is it Possible to get Good Corn?--Yes!

That Nice CREAMY CORN? YES!

But order now as our pack will soon be sold.

YOU certainly can please the most particular customer you have if you stock our corn.

It is almost impossible to get corn that is absolutely satisfactory in every respect, but if you order

Ice Castle Brand Corn

you get just what you are looking for.

Grown and packed on the border of the U.S., where the famous "Maine Corn" is grown.

ICE CASTLE BRAND CORN is unparalleled.

J. W. WINDSOR - MONTREAL

Packers of the largest variety of canned goods in Canada.

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

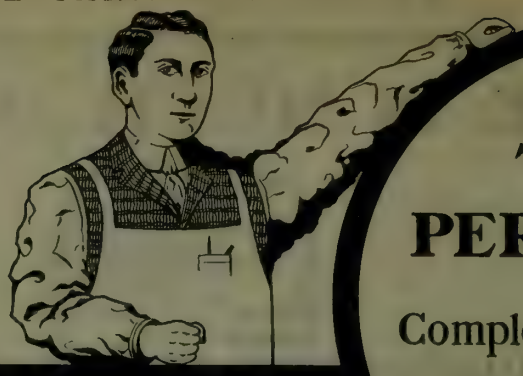
The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:

Montreal; Kenneth H. Munro, Corisfine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.



OIL TANK PERFECTION

Complete as a circle

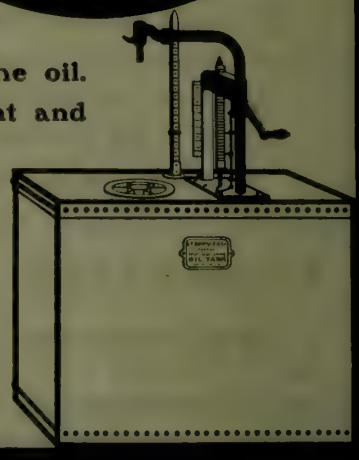
THE BOWSER
SELF MEASURING
OIL TANK

The Bowser does everything that you could expect a machine to do.

It will put just the right quantity into the can, and tell you how much to charge for the oil.

This is all done in an instant and without spilling a drop.

Bulletin 5055 will tell you many more things a Bowser will do for you. Better send for it before you forget.



S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

System is Everything

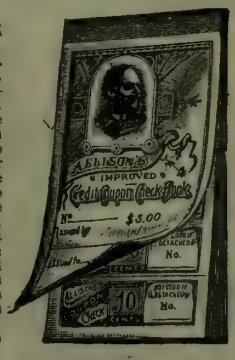
Modern business success is built upon System. The house that is ahead is the one that is best systematized in every detail—especially in the selling end.

THE **Allison** COUPON BOOK SYSTEM

is the most important phase of selling system so far as the grocer is concerned. You can get along without them, but not nearly as well as you can WITH them.

How They Work

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, Ind

Order them from your Jobber



ABSORBINE

Will reduce inflamed, strained, swollen Tendons, Ligaments, Muscles or Bruises, Cure the Lameness and Stop pain from a Splint, Side Bone or Bone Spavin No blister, no hair gone. Horse can be used. Horse Book 2 D free. $2.00 a bottle at dealers or delivered.

ABSORBINE, JR., for mankind, $1. Reduces Strained Torn Ligaments, Enlarged glands, veins or muscles—heals ulcers—allays pain. Book Free.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



A grocer who thinks he can steer clear through the warm weather without a refrigerator is like a navigator setting out to guide a ship minus a rudder.

The Arctic Refrigerator

is built on scientific and hygienic plans, and our assortment of styles is unequalled.

Write for Our Catalogue and Prices

RYAN BROS., Winnipeg, Agents Western Provinces

JOHN HILLOCK & CO., Limited
154 George St., Toronto

Tea Lead,

Best Incorridible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited



TIME MEANS MONEY

You save both when you have McGregor's Patent

BAG HOLDER

It holds all kinds from ¼ to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.

KILGOUR BROS.
19 Wellington St. West, - TORONTO



HIGH GRADE COFFEE MILLS AT LOW PRICES GET AN

Elgin National Mill

40 DIFFERENT STYLES

Our floor and counter mills all have steel grinders and are regulated to grind coarse or fine when running.

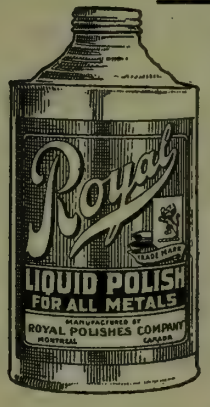
They are the fastest, simplest, and most effective mills on the market and by all means the cheapest in price and handsomest in appearance.

Ask any of the following Jobbers for our Catalogue,

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.



Royal Polishes

are made in Canada, and are of the highest quality.

They meet every need of the housewife and yield the dealer a large profit.

You are losing money every day your stock does not include the line.

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

THIS IS

About 3-ft. Long.



"IT"

Half Actual Size.

THE FLYCATCHER THAT EVERYBODY IS TALKING ABOUT NOW!

OF ALL JOBBERS OR FROM

T. A. MacNab & Co., St. John's, N.F.

W. S. Clawson & Co., St. John, N.B.

MacLaren Imperial Cheese Co., Toronto.

R. B. Hall & Son, Montreal.

G. C. Warren, Regina, Saskatchewan.

Standard Brokerage Co., Vancouver, B.C.

PRESIDENT TAFT'S GOOD EXAMPLE

By A. B. LEVER

PRESIDENT TAFT of the United States believes in trade newspapers. He is such a thorough believer that when he wanted to make an announcement of particular interest to business men of the United States he selected a business man's paper as his medium. It was one of the first acts of his administration.

This is the era of the trade newspaper. At any rate it is the dawn of the era.

Business men the world over are gradually coming to recognize the fact that if they want to reach firms in their own particular line of business the best and most direct method is through the columns of the trade newspaper devoted to their particular interests.

Manufacturers and wholesalers who do not recognize this fact are obviously behind the times. Those who do not catch up are likely to be overtaken and lapped by their more progressive competitors.

This is an age of progressive business methods and those who are not progressive in advertising are like those who prefer to travel by the old fashioned ox team instead of by the swiftly moving express.

Surely if Mr. Taft from his presidential chair is awake to the importance of addressing business men through the columns of a trade publication, manufacturers and wholesalers should not be less awake to their opportunities.

Just as a well aimed rifle carries the bullet to the bull's eye, so the trade newspaper carries the announcement of the manufacturer and wholesaler direct to the customer whom they desire to reach.

No manufacturer or wholesaler can carry on an effective advertising campaign that does not include the use of the trade newspaper.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

	Sizes.	Per Doz.
Royal—Dime ...		$ 0 95
"	½ lb.	1 40
"	6 oz.	1 95
"	½ lb.	2 55
"	12 oz.	3 85
"	1 lb.	4 90
"	3 lb.	13 60
"	5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case).

	per doz.		per doz
Strawberries	3 25	Sweet cherries	2 40
Peaches	2 85	Red currants	2 40
White cherries	2 85	Black currants	2 40
Red raspberries	2 40	Green G. plums	2 40
Black raspberries	2 40	Lombard plums	2 40
Lawtonberries	2 40	Blue plums	2 40
Red cherries	2 40	Pears	2 40
Black cherries	2 40		

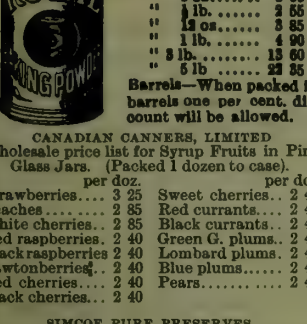
SIMCOE PURE PRESERVES

(Packed 2 doz. to the case.)

12 oz. Simcoe Pure Strawberry Preserves	1 35
16 " " " "	1 75

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

	In Cartoons	per dozen
No. 1, 1-lb., 4 dozen		2 40
" " 2 "		3 50
No. 2, 5-oz., 6 dozen		0 80
" 3 "		0 85
No. 3, 2½-oz., 4 dozen		0 45
No. 10, 12-oz., 4 dozen		2 10
" " 2 "		2 20
No. 12, 4-oz., 6 dozen		0 70
" " 3 "		0 75
	In Tin Boxes	per dozen
No 13, 1-lb., 2 dozen		3 00
" 14, 8-oz., 3 "		1 75
" 15, 4-oz., 4 "		1 10
" 16, 2½ lbs		7 25
" 17, 5 lbs		14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1 00.

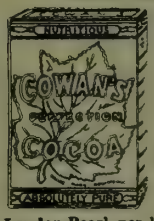
White Swan Wheat Kernels, per doz	$1 40
White Swan Flaked Rice, per doz	1 00
White Swan Flaked Peas, per doz	1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—	
Perfection, 1-lb. tins, per doz	$1 20
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Solu le, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22
Special quotations or Cocoa in bbls. kegs, etc.	
Unsweetened Ch. colate—	Per lb.
Plain Rock, ½s & ¼s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 10c size, 4 dozen b xes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½s and ¼s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½s, ¼s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½s " " "	0 25
" ¼s " " "	0 28
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENDORP'S COCOA

A. P. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz	$ .90
½ " ½ " " "	2.40
¼ " ¼ " " "	4.75
1 " 1 " " "	9.00

EPPS'S.

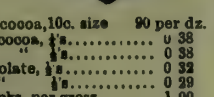
Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½s	0 38
" " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Varilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 1	
Desiccated	0 16	0	

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

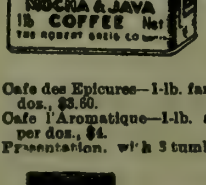
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" ground	0 17½
Golden Rio	0 14
Package Coffees	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 26c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz	8 25
Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

CLARENS IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3 60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. caps	$ 0 90
6-oz. "	1 35
10-oz. "	1 95
Quart "	2 75
Gallon "	10 00

Wholesale Agen

The Davidson & Hay, Limited, Toront

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 25
" " "	1-lb. tins		2
" " groats	½-lb. tins		1
" " "	1-lb. tins		2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application





Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for 2 50.

5 boxes.... 2 75

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 3 and 2 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb.	0 06½

Compound Fruit Jellies—

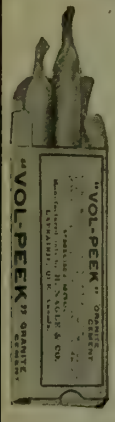
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.



"VOL-PEEK"

GRANITE CEMENT

for Mending Holes in Pots and Pans.

A mighty good, profitable line. There is always sale for it, and, what is more, you can sell twice to the same woman.

Sells for 25c. a package.

Inquire prices direct if your jobber cannot supply you.

H. NAGLE & COMPANY

LAPRAIRIE, QUE.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.



"Cobra" Polish





Is put up in 5 sizes to meet the requirements of all classes of users.

Lay in a little stock of 10 and 15 cent sizes.

They sell freely and easily, invariably give satisfaction and lead to trade in the larger sizes and polishing sets.

Toronto Agents

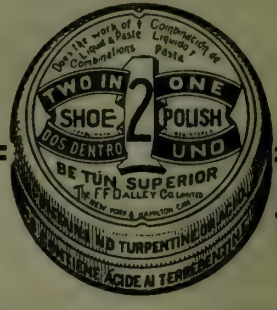
Chas. Parsons & Son

Front St. E., Toronto

Makers

BLYTH & PLATT, Ltd.

Watford, England



Always the Same

2-in-1

On damp days, cold days, wet days and hot days this celebrated polish is all the same. It never soils the clothes, injures the leather or lessens the life of a shoe.

There are more persons to-day using 2-in-1 polish than there ever were before. Moral: if you are not handling it you are losing a good profit and a good trade as well.

The F. F. Dalley Co. LIMITED

Hamilton, Canada Buffalo, N.Y.

GOODWILLIE'S
"HOME INDUSTRY" BRAND
FRUITS

(IN GLASS)

The particular care that is taken to preserve the natural flavor of the fruits is responsible for the ever uniform high quality of GOODWILLIE'S.

GOODWILLIE'S factory, for one thing, is right on the farm. That's a significant fact. No delays; the fruits are packed while they are fresh.

ROSE & LAFLAMME Limited

Sales Agents for Canada.

MONTREAL TORONTO

	Per lb.
3-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

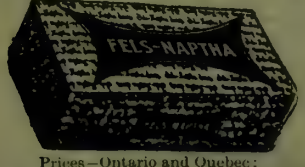


Assorted Case,	Contains 4 doz	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon	(Straight) Contains 2 doz.	$1.80
Orange	(Straight) Contains 2 doz.	$1.80
Raspberry	(Straight) Contains 2 doz.	$1.80
Strawberry	(Straight) Contains 2 doz.	$1.80
Chocolate	(Straight) Contains 2 doz.	$1.80
Cherry	(Straight) Contains 2 doz.	$1.80
Peach	(Straight) Contains 2 doz.	$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases, or more	4 95



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price 'Shirriff's" (all flavors), per doz. 0

Discounts on application.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 60 lbs.	0 11
20-lb. Pails.	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10½
Tubs	0 10½
20-lb. pails.	0 11
20-lb. tins.	0 10½
10-lb. "	0 11½
5-lb. "	0 11½
3-lb. "	0 11½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 10 5-lb cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulo large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—		
1-lb. glass, doz.	..	1 55
2-lb. "	" ..	2 80
4-lb. tins, "	..	4 65
7-lb. "	" ..	7 35
"Shredded"—		
1-lb. glass, doz.	....	1 90
2-lb. "	"	3 10
7-lb. tins, "	....	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1¼-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1¼-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ½-lb. tins	per doz.	0 85
" ¼-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$ 0 90
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	10 80



3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—		per lb
No. 1 White or Blue, 6-lb. cartons		$0 07
No. 1 " " 6-lb. "		0 07
Canada laundry		0 06
Silver gloss, 6-lb. draw-lid boxes		0 08
Silver gloss, 6-lb. tin canisters		0 08
Edward's silver gloss, 1-lb. pkg.		0 07½
Kegs silver gloss, large crystal		0 07
Benson's satin, 1-lb. cartons		0 07½
No. 1 white, bbls. and kegs		0 06½
Canada White Gloss, 1-lb. pkgs		0 06½
Benson's enamel....per box 1 50 to		3 00
Culinary Starch—		
Benson & Co.'s Prepared Corn		0 07½
Canada Pure Corn		0 06½
Rice Starch—		
Edwardsburg No. 1 white, 1-lb. car.		0 10
" " 1 " or blue,		

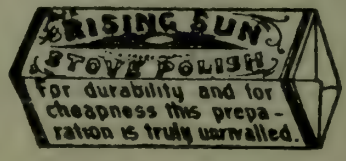
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb	0 07½
Kegs 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOMESTIC BLACK LEAD

	Per gross
6a size	$2 40
3a "	2 50

Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼ barrels, 175 lbs	0 04 "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	per case.
3 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s ¼'s and ⅛'s	0 30	0 40
Red Label 1's and ½'s	0 36	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Gilt Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 80
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 16
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters

Gold Tins, 5's	35c. 1.75	50c.	2 50
Gold Tins, 3's	35c. 1.05	50c.	1.50
Gold Tins, 1's	35c. each	50c. each	
Gold Label, ½'s	18c ea. 36 lb.	25c ea.	50 lb.
Red Tins, ½'s	35c ea 70 lb.	50c ea.	1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea.	1.00 lb

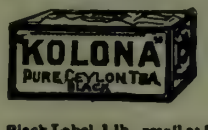


MELAGAMA TEA

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ¼s.	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs, ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " ½ lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c	$0 20
" " ½-lb " "	0 21
Blue Label, retail at 30c	0 25
Green Label, " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon



	Wholesale.	Retail.
Capital Household, 1's and ½'s	$0 30	$0 40
Old Country, 1's and ½'s	0 35	0 45
5 o'clock, 1's and ½'s	0 45	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	36
Bobs 5s and 10s	36
Bully 6s	44
Currency 5⅓s and 10s	36
Stag 5s	36
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug moking—Shamrock 6s, plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	70
Cut Smoking—Great West Pouches, 7s	51

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 68
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast 3 doz in case	1 10

For charges for inserting quotations in this dept, apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch. 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA

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Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
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We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

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10 Front Street East, TORONTO, CANADA

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All Kinds

Service prompt

and

Satisfactory

VERRET, STEWART & CO.

LIMITED

MONTREAL

Canned Fruits

The quality of

WETHEY'S

LAUREL

BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.

ST. CATHARINES, ONT.



Empire Brand

4

Free Phones

for you.

Use freely

VINEGAR. Imperial Brand has no equal. It is an article of only a certain sale. So you want the best, not just as good.

SPICES. Empire Brand, the best in Quality. Try them.

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WHOLESALE GROCERS

HAMILTON, - - - ONTARIO

Maritime Board of Trade Number

THE CANADIAN GROCER

VOL. XXIV. Publication Office: Toronto, August 27, 1909. NO. 35



Queen Square, Charlottetown, P.E.I.

The MacLean Publishing Company, Ltd.

Montreal Toronto Winnipeg

Quit Taking Chances On Your Tea

USE

RED CLOVER TEA

And be Sure of Quality and Value

This is a Pure Indo-Ceylon Tea — Sold in Bulk or Lead Packages

Red Clover Tea is Good Honest Value in All Grades

Get Quotations To-Day — Try a Sample Order



Packing Room on an Indian Tea Estate

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CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

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VOL. XXIII. PUBLICATION OFFICE: TORONTO, AUGUST 27, 1909 NO. 35.



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Keen's Oxford Blue

has gained its reputation solely through merit. It is always the same in quality. Every jobber sells it.

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Place It On Your Counter—

A display of "CROWN BRAND" CORN SYRUP will be a seasonable leader from now on. Your customers will appreciate the reminder.

FOR SALE BY ALL JOBBERS

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

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FRESH HERRING

Of all that is said on the subject of canned fish; the essential point is—**are the fish packed fresh?**

Herring quickly show the effect of any deterioration, as the flesh loses its firmness and becomes dark in color.

Maconochie Bros. herring are distinguished for their firm, even texture and clear, white color. To accomplish this almost unlimited facilities are required ; but Maconochie Bros. method of handling fish is so complete that, in the first place, it **insures absolutely fresh packing,** and, in the second place, **preserves the inimitable natural flavor.**

Sell Maconochie Bros. Fresh Herring, Herring in Tomato Sauce, Kippered Herring--satisfy your customers and see your profits grow.

CANADIAN AGENTS:

MacLaren Imperial Cheese Co. Ltd.

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Maconochie Bros., Limited

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You are quite safe and sure when you sell your customers pure, unadulterated goods, and every one of the following are the purest human skill can pack and money can buy.

CODOU'S
Macaroni
Vermicelli
and Pastes
Always the Best

COX'S
Gelatine
Perfectly Pure

Griffin's
Seeded Raisins, Canned Fruits, White and Green Asparagus, Griffin's Prunes, Cured Fruits Griffin's Seedless Raisins

Taylor's
PEELS
Candied or Drained

"Thistle"
"Canned"
Haddies and
Herring
The best packed

All first-class dealers sell these.

IT PAYS



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

FACE TO FACE BUSINESS
I am on the job all the time. Why not give me a trial?
Grocery and Confectionery Brokerage my Specialty
G. WALLACE WEESE
Manufacturers' Representative 30-32 Main East
Let's get close and talk it over—Now HAMILTON

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is
The Irish Grocer, Drug, Provision and General Trades' Journal.
10 Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

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Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
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Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

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Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.
Special rates for large quantities
Dominion Warehousing Co., Ltd.
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J. R. Routh, Manager.

D. STAMPER
Wholesale Grocery, Fruit and Confectionery Broker.
Manufacturers' Agent and Warehouseman.
Importing Commission or Buying Agent.
Warehouse: City Spur Track.
Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.
P.O. Box 793 MOOSE JAW, SASK.

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WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
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Western Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines.

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GROCERY BROKERS
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T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
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Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties.
Can handle more Good Lines.
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P.O. Box 1036. REGINA, SASK.
Established 12 Years.

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Grocery Brokers and Agents.
Established 1885.

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and
Importers
29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT
One Car Barbadoes Muscavado
One Car Bright Jamaica Crystal
PRICES SUBMITTED
LIND BROKERAGE CO.
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Merchants, Manufacturers and Shippers
We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.
Good track storage.
Advances made on consignments.
J. D. Brack & Co.
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(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

H. B. BORBRIDGE
Manufacturers' Agent and Broker
OTTAWA
Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

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Brokers and Manufacturers' Agents
—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.
Write for particulars to
THE CANADIAN GROCER
Montreal Toronto Winnipeg

J. F. Eby,
President.

Hugh Blain,
Vice-Pres.

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We are showing two lines "SELECT" and "FANCY"

Mixed Pickling Spice

Conceded by all who have seen them to be
superior to anything else offered

Our "ANCHOR" Brand Mixed Pickling Spice
in 5c and 10c cartons are the best values on the market

EBY-BLAIN, LIMITED

Wholesale Grocers, **TORONTO**

WRITE US FOR SAMPLES AND QUOTATIONS

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs	you	20c. for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1.00	"	"	"	70c.

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St., MONTREAL

KOPS' ALE

NON-ALCOHOLIC



Last season was a very satisfactory period in Canada, KOPS' ALE being well taken up by both trade and public.

This year will witness a greater demand for this wholesome beverage and we are shipping to supply early orders.

KOPS' ALE is pure English brewed ale, made from finest Kentish hops and malt, containing all the tonic properties of alcoholic beer without the undesirable after effects. It is a money-maker in prohibition towns, as well as in unrestricted places.

Make yourselves familiar with KOPS' ALE.

KOPS' BREWERIES

Fulham - London, S.W., England

CANADIAN AGENTS

Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg
Kenneth Munro, Coristine Bldgs., Montreal. The Turner Co., 106 Front St. East, Toronto
Royal Stores, St, John's, Nfld.

A strong combination-

¶ An extensive garden of three thousand acres in the heart of Prince Edward County, Ontario; a canning factory without a peer in the completeness of its modern sanitary and mechanical equipment, and the cleanliness and skill of its employees; that is the combination which produces "Farmer Brand" Canned Fruits and Vegetables.

¶ Consequently every can of Farmer Brand is pure in quality and perfect in flavor. Farmer Brand brings and retains for you the quality customers —people who want the very best and are willing to pay a fair price to get it.

The Farmers' Canning Company

Bloomfield, - Ontario

QUALITY

If ESSEX CANNED GOODS were no better than the average, we would say less about them, but because they measure up to a higher standard we can afford to be very emphatic regarding QUALITY. Essex County is one of the very best agricultural sections in Canada, with advantages in growing such crops as Corn, Tomatoes and Fruits seldom equalled in this country. The Factory is thoroughly new and up-to-date, equipped with every facility for doing things right, and equal to an enormously big output of

Essex Tomatoes
Essex Corn
Essex Beans
Essex Peas
Essex Pumpkin
Essex Fruits
Essex Catsup
Essex Jams
Essex Pork and Beans
Essex Apple Butter

In the competition of the canned goods business, we cling tightly to the word "QUALITY", preferring to be always best, rather than second-rate, and in reaching out for a share of your trade, we offer such satisfaction as will give our goods a distinct preference with your customers. You run no possible risk in getting the best, particularly when they cost no more, and all we ask is that you give the "ESSEX BRAND" a trial.

THE ESSEX CANNING AND PRESERVING CO., LIMITED
ESSEX - - ONTARIO

Our Aims Are High

¶ Since the inception of our business we have aimed at supplying the retailer with an article of uniformly high quality, and we have spared ourselves no whit of time, thought, ingenuity or expense in the preparation of

Old Homestead Brand

CANNED FRUITS AND VEGETABLES

The Way we Live up to These Aims

¶ Our methods of achieving such uniformly high quality will surely interest you. 1st. We are most particular in the selection of the raw fruit and vegetable—our inspectors throw out everything not absolutely fresh. 2nd. Long experience has taught us not only how to preserve the fruit from natural decay, but how to preserve the natural flavor also—a distinction with an ocean of difference. 3rd. The packing is done in an up-to-date factory that is a model of scientific sanitation—and bear in mind that NO preservatives or coloring matter are used.

"Old Homestead" Brand will prove a business-getter and a business-keeper for you. : : : :

THEY ALWAYS SATISFY ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

PICTON ONTARIO

REPUTATION COUNTS

If you once lose it—like health—it is difficult to regain. Make sure of regaining your good name as a purveyor of pure food products by handling only the



E. D. S. BRAND
JAMS and JELLIES

They are 100 per centum pure and this is no idle boast. Our reputation and guarantee of positive purity are at the back of every jar and tin and an expert analysis by government officials is on record to substantiate our claim.

Make sure of purity by selling the E. D. S. Products

E. D. Smith's Fruit Farms, Winona, Ontario

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

Ginger-Bread
BRAND
Molasses

Simply Out-Classes—That's All

Packed in tins, 2's, 3's, 5's and 10's.

Pails, 1's, 2's, 3's and 5's, and in bulk.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

O.K.

THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
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SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
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London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

UNBEATEN



ENTERED IN EVERY EVENT

in the competition for the rapid chasing of dirt from the hands, however soiled.

"SNAP" IS UNBEATEN

in its efficiency in removing dirt, stains, paint and grease, and in

LEAVING A CLEAN RECORD

of smooth white hands.

SELLS AT SIGHT.

The SNAP Co., Ltd. MONTREAL CANADA.

Meyer's Currants

The Currant is a little grape. This little grape prospers in Greece and in Greece only, because in Greece only, kissed by a gorgeous sun, bathed by tepid rains and fanned by balmy ocean breezes, is found the soil peculiarly suited to the growth of the vines. Transplant the vines to foreign soil and the Currant becomes coarse, lacks flavor, loses its richness. But not everywhere even in Greece do the elements so happily combine as to produce the little grape at its best and to make, when dried, Currants rich in saccharine and flavor.

Not all Currants, therefore, are good currants, but Meyer's Currants are always good because they are carefully selected from *the districts which produce the most luscious fruit*, then with care —infinite care—the berries are cured and afterwards packed. Cleanliness, skill and care in the production of good Currants have combined to make Meyer's brands the first the world over.

If you sell Meyer's Currants, your customers will eat more and be happy to pay more, and in paying more, pay you a better profit. That is the business of it. Your gain is two-fold—more business—better business. Your safeguard is the name Meyer on the case. If you have never handled Meyer's Brands, you should buy a few of the many thousand cases being shipped to Canada this season ; importers whose interests lie in selling the best possible can supply you with them.

W. Meyer & Co., Limited - Patras

Agents in Canada :—C. L. Marshall & Co., Toronto
Jas. Somerville, Hamilton
J. Harley Brown, London
Watson & Truesdale, Winnipeg, Man.
D. Rattray & Sons, Montreal
C. E. McMichael, St. John, N. B.
A. B. Mitchell, Halifax, N. S.



PROFIT

Much Larger Than Usual

BETTER VALUE

For Your Customers

White Swan Lye

Perfumed **100%** *Powdered*

is offered at a *price away lower* than you have been paying.

Each tin contains nearly 30% more 100% Lye than is usually given.

(100% Lye can be equalled but not surpassed.)

No can-opener required to reach the contents. Our tin has a rotating cover and sifting top.

HUNDREDS OF GROCERS

have Bought This Line Within the Last Month

Join the Army at Once and Make Your Stock Pay Larger Dividends

ROWAT'S

still hold the Premier Position for

Imported Pickles and Olives.

Enquire of your wholesaler for our **New 12 oz. Bottle Pickles which retails at 10c.**

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal Ontario and Quebec.
F. K. Warren, Halifax, N.S.
F. H. Tippett & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver, B.C.
Nicholson & Bain., Winnipeg, Edmonton, Calgary.

Valencia Raisins

A. MAHIQUES PARIS

DENIA

For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

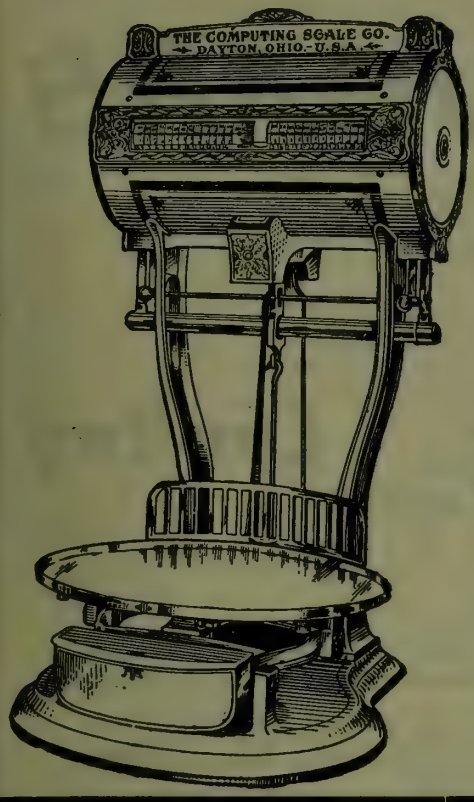
"It gives us great pleasure to say that "the A. Mahiques Paris Brand Fine "Selected Raisins purchased from you "this year have turned out exceedingly "fine in quality. We have compared "them with what we considered other "first-class brands, and in our opinion "they are superior to any Fine Selected "we have examined this year."

Thos. Bell, Sons & Co.

AGENTS

MONTREAL

Dayton Computing Scales



At The Exhibition.

We beg to advise the Grocers and Butchers of Canada that our display at the Canadian National Exhibition will be in the Manufacturers Building—same location as previous years.

We will have a full line of improved Dayton Scales on exhibition, and will be pleased to demonstrate them. We also have a full line on view in our sample room, 164 King Street West, Toronto.

The Dayton Scale is made in Canada by Canadian workmen. A Canadian scale for Canadian people.

The Computing Scale Co. of Canada

164 King Street West - - TORONTO

Makers of the famous Dayton Scales.



BRAINS

Many merchants advise us that the

McCASKEY CREDIT REGISTER SYSTEM

is the greatest brain saver ever invented.

Why keep your brain in a commotion over the petty details of handling accounts.

Why work night and day copying and posting from one book to another?

Take Care of Your Think Tank

Use your brains in looking after the more important details of your business—**buying** and **selling**.

Keep your accounts with a McCASKEY CREDIT REGISTER. Then you will have time to look for bargains and keep your goods moving.

One writing does the work and gives you **complete information** regarding the **important details** of your business.

Over **fifty thousand** in use. Why?

Neighbor, if you are in business to **make money** let us tell you about the McCASKEY SYSTEM.

The McCaskey Register Co.

Cor. Hughson and Rebecca Streets - Hamilton, Canada

If you attend the Toronto Exhibition don't fail to see our display.

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

CANADIAN AGENTS:

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D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E. London, England

There is nothing better on the Canadian Market to-day for Preserving Fruit than

CRYSTAL SUGARS

They will please your customers, and at the same time save you money.

Manufactured by

Dominion Sugar Co., Limited

Wallaceburg - - Berlin

Ontario

Representatives:

Mason & Hickey, Winnipeg & Port Arthur. — *H. M. Flock & Co., Vancouver.* — *W. I. Story, Montreal.* — *Medland Bros., Toronto.*

Cyrus King, Hamilton. — *Geo. Wood, London.* — *J. C. Richardson, Sault Ste. Marie.*

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER



THE PUREST AND BEST

ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER

ALWAYS READY—NEVER FAILS

A QUICK SELLER

EVERY CAN GUARANTEED

Manufactured by



St. Charles Condensing Co.
INGERSOLL, ONTARIO
CANADA





Merchant's Side

NO SPRINGS

"MADE IN CANADA"



Customer's Side

NO SPRINGS

NO SPRINGS

OUR GUARANTEE.—We guarantee to furnish a better Computing Scale for less money, than any other concern.

WE CORDIALLY INVITE YOU
to investigate the ***Toledo Automatic Weighing Systems*** during the ***Toronto Exhibition.***

Full line on view in Manufacturers' Building at the Exhibition and at our office
335 YONGE STREET

TOLEDO

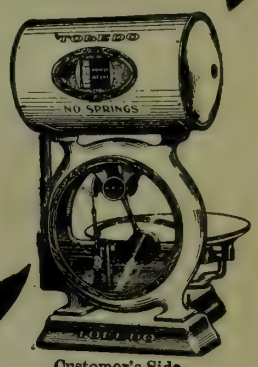
Computing Scale Company

Office, 335 Yonge Street
New Factory, 243 Macdonnell Avenue



Merchant's Side

NO SPRINGS



Customer's Side

The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

The Queen Quality Leads

WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is overlooked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get in them

PURITY, PERFECTION and SATISFACTION

Manufactured by

The BELLEVILLE CANNING COMPANY
BELLEVILLE - - - - ONTARIO

"Canada's Pride"

Canned Goods Still Leads

We would advise that we are now running heavy on Peas, packing a finer quality than we have ever turned out because of the excellent condition of the raw material, which with our careful handling, fine equipment and unequalled sanitary factory, enables us to far excel in quality any previous year.

These same conditions will apply to the full line of fruits and vegetables which we pack.

Don't be deceived by Brands and Trade Marks similar to ours which some packers are using, trying to place on the market inferior goods on our well-earned reputation.

Canada's Pride stands for Cleanliness and High-Grade Quality

One trial will make you a strong friend of "Canada's Pride."

To be had of the following wholesale representatives: Wm. Galbraith & Son Montreal, Que.; Fenwick, Hendry & Co., Kingston, Ont.; Medland Bros., Toronto, Ont.

PACKED ONLY BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO

To the Trade:

Of Course YOU Know That

CEYLON TEA

makes

BEST ICED TEA

but

Do You Impress That Fact Upon Customers?

Its Lemony Flavor

Just Suits Hot Weather Thirsts, and Its

Full Bodied Quality

Prevents Ice from Impairing Its Tonic Values.

H.P. SAUCE

IS SELLING VERY FREELY

Shows a good profit and the demand is constantly growing.

Wouldn't it be worth your while to stock it?

It brings new and permanent customers.

W. G. Patrick & Co., Toronto and Montreal.
Ellis & Co., Ltd., St. John's, N.F.
R. B. Seaton & Co., Halifax, N.S.
W. H. Escott, Winnipeg, Man.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



ARRIVED

CAR LOAD Butter Bowls

14 in. to 23 in.

WHITE WOOD

Ask us for price.

Walter Woods & Co.

Hamilton and Winnipeg

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.



A Brand That Means Much

is

CANADA FIRST

It is the leading, purest, richest and most digestible product in the line of evaporated cream that any grocer can carry. We help to make its merits known by extensive advertising, and the quality of the goods does the rest.

Order from your wholesaler

AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

VINEGAR

Come to us if you want the BEST in Domestic or Imported

THE DAVIDSON & HAY, Limited

WHOLESALE GROCERS

TORONTO

JOHN GRAY & CO., Limited

GLASGOW, SCOT.

Accustom your customers to looking for this name on the label of the marmalade they use.

You will thus assure them of always getting THE BEST in marmalade.

SNOWDON & BORLAND, Agents

34 GUARDIAN BUILDING - - MONTREAL



McLEAN'S

WHITE MOSS BRAND

COCOANUT

would not be on the market to-day unless it had given continual satisfaction all the years we have been making it.

THIS IS A SIGNIFICANT FACT

The Canadian Cocoanut Company

Montreal

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The

Canada Sugar Refining Company, Limited

MONTREAL, QUE.

Cold Spring Lemonade Powder

A Good Seller these Warm Days

This is the time to push this specialty, which makes a most delicious lemonade on the addition of cold water only.

In Attractive Tins of 8-oz. and 4-oz.

HAVE YOU A SUPPLY?

You Retail them at at 20c. and 10c.

S. H. EWING & SONS, Montreal and Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST

VINEGAR



LONDON, ENGLAND — MADE FROM THE FINEST MALT

COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co , South Wharf, St. John, N.B. — W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto — R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

Pickles that bring trade of best class of customers.

Sterling Brand Pickles

Stock up generously for early Fall trade. No safer goods on your shelves.

The T. A. LYTLE CO., Ltd.
Manufacturers
Sterling Road, Toronto, Can.





NEW SEASON'S

Raspberry, Black Currant and Cherry Jam

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

JAPAN TEAS

Jobbers, please bear in mind that we have a desirable assortment of new crop at different points in Canada and in the United States.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Quality, Purity and Cleanliness



The Original.

Just how heavily these count is attested by the fact that the best merchants always give the preference to Borden's Brands, and by the further fact that the great majority of consumers will consider no others.



Leaders of Quality for Over 50 Years.

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Banner and Princess Brands Condensed Milk.

¶ Just you try them in your own home, and then you'll take a real pleasure in recommending them to your most particular customers.

WRITE FOR PARTICULARS.

John Malcolm & Son,

ST. GEORGE, - ONT.

I offer for prompt shipment a very fine parcel of last season's crop

SULTANA RAISINS

AT AN UNUSUALLY LOW PRICE

ANDREW WATSON, Importer

91 Youville Square, Montreal



IN THE MAKING OF

IMPERIAL EVAPORATED CREAM

NO EXPENSE IS SPARED

We possess a most modern factory, equipped with the latest machinery and employ only the most skilled help.

We buy the richest milk—and pay the price for it—so we always secure it.

Imperial Brand is a Cream you can be SURE about.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

Tartan BRAND

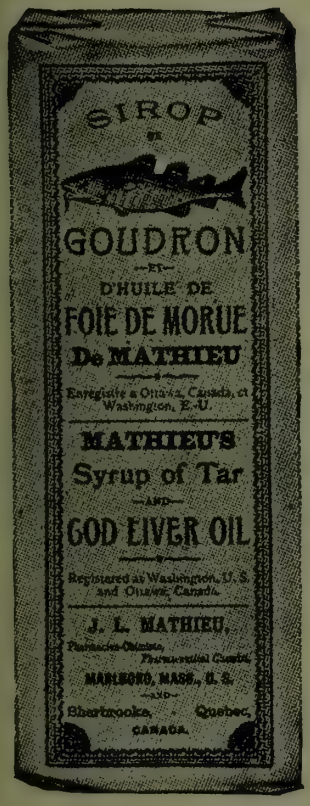
When in a hurry 'phone 596, quick shippers

¶ Thanks for generous business during Travellers' Holidays. They are after you again loaded with Bargains.

Special on Salmon, present or future
Special on Teas, Ceylon, Green and Black

Also Spices, Vinegar and Preservers' Specialties.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

ST. LAWRENCE GRANULATED and GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

HAVE YOU

SHIRRIFF'S

FLAVOURING ESSENCES

on your shelves? They are unequalled for strength and purity, and are good all the year round.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto, Can.



Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

WANTED.

WANTED for Winnipeg house, one revolving, sample tea and coffee table, complete, in good condition. Give full particulars. Box 312, THE CANADIAN GROCER, Toronto. (33)

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office printing machine on the market. Exclusive territory. Send name and address giving occupation and references to THE CANADIAN WRITERPRESS CO., Ltd., 33 John St. S., Hamilton, Ont.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto. Ont. The largest publishers of trade newspapers in the British Empire

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with established connection with the grocery trade, is open to handle one or two first-class agencies. Box 349, Vancouver, B.C. (39)

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

ACCOUNTS COLLECTED.

DOES ANYONE OWE YOU MONEY? We recover debts and trace missing debtors anywhere. Advice and information free. The Canadian Debt Recovery and Legal Aid Association, Merchants Bank Building, Vancouver.

FOR SALE.

FOR SALE—An up-to-date grocery and crockery business in Ottawa Valley. Capital required about $2,500. Box 317, THE CANADIAN GROCER, Toronto.

FOR SALE—FIRST-CLASS GROCERY and Boot and Shoe Business. Best location in town. Business last year $22,000 and steadily increasing. Everything up-to-date and a good clean stock. This is an excellent opportunity, as it is the best paying business in town. Must be sold by October 1st. Good reasons for selling. For full particulars apply P.O. Box 163, Knowlton, P.Q. (37p)

GROCERY BUSINESS FOR SALE on Main Street Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

GROCERY BUSINESS FOR SALE—Going at cost, about $800; terms if required. James Brooks, Merchants Bank Building, Vancouver. (35)

AFTER TWENTY-THREE YEARS successful retailing I am forced through poor health to offer for sale the largest grocery, confectionery and fruit business in Port Hope. This is an excellent opportunity for a bright man to secure the best paying business here. This is a good manufacturing town (with a rich farming country adjoining), and the store is in the very best location, with a splendid dwelling up stairs and at a very reasonable rent. Business between thirty and thirty-five thousand dollars last year. All work done by short system—cuts expenses by half. Highest testimonials by bankers and wholesale houses. For further particulars apply to P. O. Box 77, Port Hope, Ontario.

SITUATION VACANT.

WANTED—At once, a thoroughly experienced man for green grocery. Apply Dawson & Co., Brampton, Ont.

SITUATIONS WANTED.

YOUNG MAN of twenty-four wants position as traveler for wholesale grocery or wholesale liquor firm. Knows both lines thoroughly and can make good. Address Box 318, CANADIAN GROCER, Toronto. (38p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

IN SEVERAL GOOD TOWNS we have not yet secured a satisfactory resident agent. This is a permanent agency worth from $600 to $1,500 per year, according to the capacity of the representative to build it up. If you are well regarded in your home town we can probably make a place for you. Send your references, state experience. Box 319, THE CANADIAN GROCER, Toronto.

KEEP AN ACCURATE ACCOUNT of you Employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automati-Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BOOKS FOR THE GROCER.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

BUSINESSES FOR SALE.

FOR SALE—An up-to-date grocery business in one of the best Western Ontario towns. Address Box 315, CANADIAN GROCER, Toronto. (35)

FOR SALE—Cash grocery business in nice Saskatchewan town on C.P.R. main line. Good district; excellent crop; $2,500 stock; $1,500 will handle. Building solid brick, for sale or rent, easy terms. Clear profit last year $2,200. Address Box 316, CANADIAN GROCER, Winnipeg. (33p)

TO GROCERS—If you are looking for an opening in Vancouver or in any other part of British Columbia, it will be to your advantage to get in touch with us. We have a very large list of good paying businesses which only need aggressive people with some capital. This country is growing rapidly and there are many excellent opportunities for prospective buyers to get in and grow with the country. Correspondence solicited. The buyer pays us no commission. VANCOUVER BUSINESS MART, 9 Hastings Street East, Vancouver, B.C. (tf)

FOR SALE—Small grocery store in Vancouver, B.C. Car line within half block of store. Rent only $12 a month. Stock at invoice price. If you are looking for a really good business this is your chance. Vancouver Business Mart, 9 Hastings Street E., Vancouver, B.C. (tf)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scott's, Liverpool

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

The Condensed Ads. in The Canadian Grocer bring results

P. & F.
VINCENTELLI
& CO.
ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF
CANDIED PEELS

Specialities
CITRON, LEMON, ORANGE
Drained, Cut and Candied
Prices and Samples on Application



It dries them up ***Common Sense***
KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*
All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

T. E. OLDFIELD & CO.
Colonial Importers
17 Brunswick St., LIVERPOOL
Desire direct communication with producers of CANADIAN FOODSTUFFS FOR HUMAN CONSUMPTION such as Wheat, Flour, Split Peas, Canned Meats and Fruit, Green and Dried Fruit, Butter, Cheese and General Grocery and Corn Goods. First-class connection throughout Great Britain. Advances made against consignments. Canadian References.

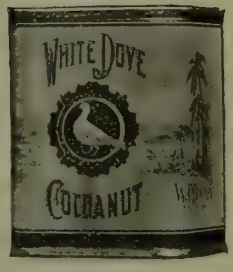
A PENNANT WINNER!!

Every Grocer Should Sell

"WHITE DOVE"

COCOANUT

GOOD GOODS

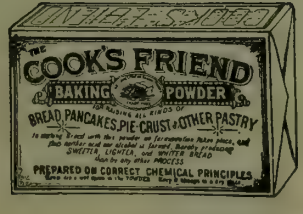


GOOD PACKAGE

The Kind Mother Used to Use

MADE AT THE FACTORY OF
W. P. DOWNEY
MONTREAL

A LEADER
FOR OVER
50 YEARS



W. D. McLAREN, LIMITED
Manufacturers
583-585 St. Paul Street - MONTREAL

Valencia Raisins

These Brands will certainly give your customers satisfaction. When placing your order this year remember QUALITY and buy



M. D. & Co. "Beaver" Brand
SPECIAL FANCY QUALITY

"W. Abel" Brand
STANDARD QUALITY

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:
ROSE & LAFLAMME, Limited, Montreal and Toronto

AGENTS

ALLAN LINE STEAMSHIP CO.
QUEBEC STEAMSHIP CO.
PICKFORD & BLACK'S LINES
THREE RIVERS STEAMSHIP CO.
ACADIA COAL CO.
CANADA SUGAR REFINING CO.

W. H. AITKEN

CARVELL BROS.

Wholesale Grocers, General Agents and Produce Dealers

Write or Wire Us for Quotations, Oats, Potatoes, Hay.

Charlottetown, P.E.I. - - - - - Canada

AULD BROTHERS

DEALERS IN AND EXPORTERS OF

Eggs and Produce Wholesale Grocers

CHARLOTTETOWN, P. E. I.

Our Specialty is Eggs.

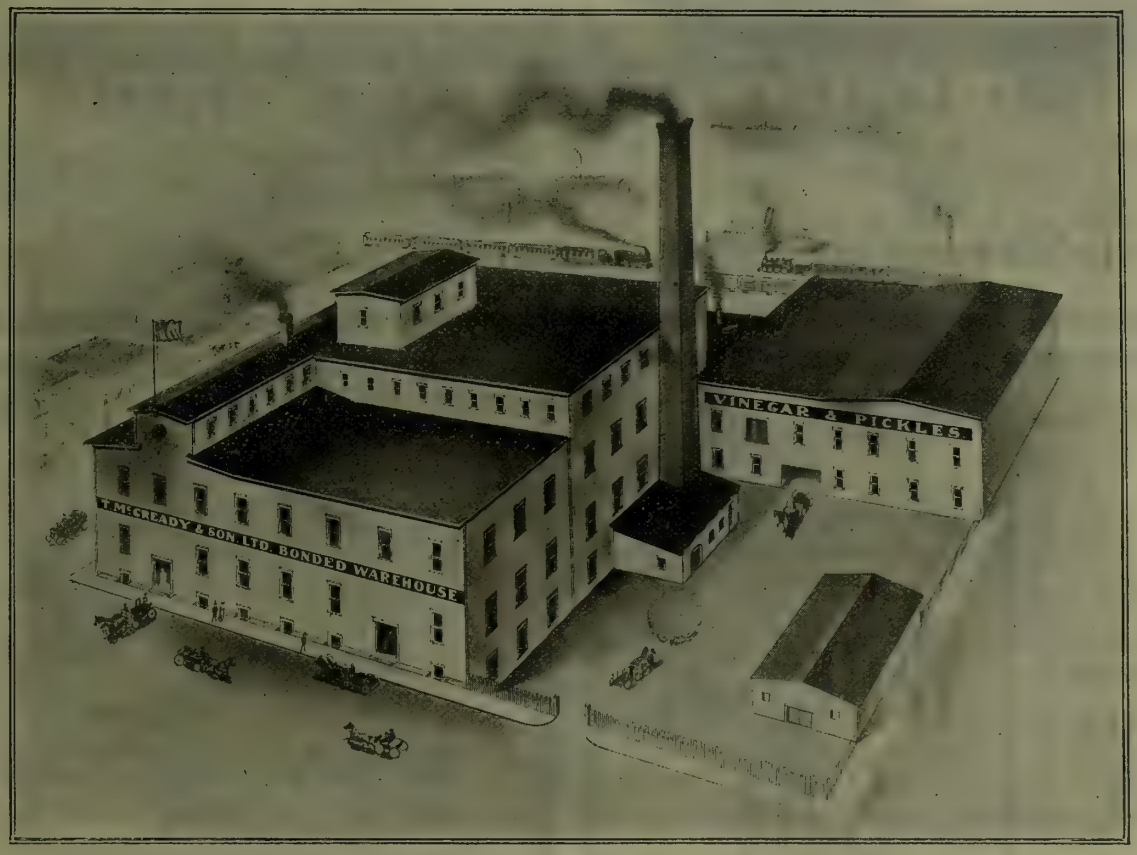
We are doing the largest Egg Business in Canada east of Montreal.

Apple Cider Vinegar—PURE

Our plant is now complete and
REAL Apple Cider Vinegar is our Specialty.

Highest Grade—LOWEST LIVING PRICES

Capacity—Spirit and Cider Vinegar Works, 300,000 gals.
Capacity - Pickle Factory, 150 tons.



Where Thos. McCready & Son, Ltd., St. John, N.B.

Bonded Vinegar and Pickles, Manufacture their Products, sold throughout Canada.

Write us for Quotations. **Satisfaction Guaranteed.**

"NUGGET" POLISHES



SHOE, HARNESS & FURNITURE POLISHES.

NO DOUBT YOU STOCK THEM!

THEY
were FIRST on the market.
are FIRST in quality.
always will be FIRST in popularity

The Nugget Waterproof Polishes are honest goods, free from acid and injurious ingredients and add to the good reputation of every merchant handling them.

The NUGGET POLISH COMPANY, LIMITED, 67 ADELAIDE ST. E., TORONTO
BRANCHES AND AGENCIES IN ALL PARTS OF THE WORLD.



THE ONE SALT

you can guarantee to be absolutely pure, and free from adulteration, grit or bitterness, is

Windsor Salt

Nearly everybody uses it in preference to any other Salt.

The Canadian Salt Co.,
Limited
Windsor - - - Ontario

Does the Soap You Sell

satisfy your customers or are they asking if you have not something better? If you are handling

Wonderful Soap
and
Crystal Soap Chips

you will have no such queries. They whiten clothes and save labor and time. Housekeepers accomplish more than if they use any other brands. That is the reason why this perfectly pure soap ensures such a steady demand. It is an article you can safely stock.

Drop us a line for quotations

THE GUELPH SOAP COMPANY
GUELPH, - ONTARIO



Half Actual Size.

The Cardinal Points of a Good Fly-Catcher

Effectiveness, Neatness, Cleanliness, Convenience and Unobtrusiveness. You get all these in BROWN'S FAMOUS FLICO

"The neat little tape idea in the brown box"

OF ALL JOBBERS OR FROM

T. A. MacNab & Co., St. John's, N.F.

W. S. Clawson & Co., St. John, N.B.

MacLaren Imperial Cheese Co., Toronto.

R. B. Hall & Son, Montreal.

G. C. Warren, Regina, Saskatchewan.

Standard Brokerage Co., Vancouver, B.C.

Try a case of

Mason's Number One Sauce

Nothing so good ever made—Everyone says this.

Prepared by GEO. MASON (The Original)
From London, Eng.

The Mason, Miller Company, Toronto, Canada

EXHIBITION

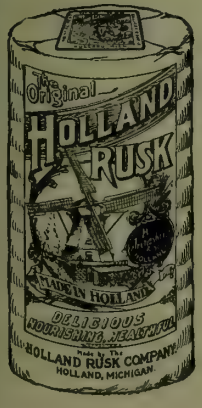
The works of

James Dome Black Lead

have been before the public for over 60 years, proving itself to be the best ***STOVE POLISH*** in the world. Gives a clean, brilliant lasting shine.

NO DUST. NO DIRT.

W. G. A. LAMBE & CO. - Canadian Agents.



Did you ever eat a

Holland Rusk?

If not, send for sample and find out what a delicious food they make. Then you will realize what a seller we offer you.

HOLLAND RUSK CO., HOLLAND, MICH.

Makers of the Original

If your jobber cannot supply you, please notify

McGreegor Specialty Co.
672 Yonge Street, Toronto



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

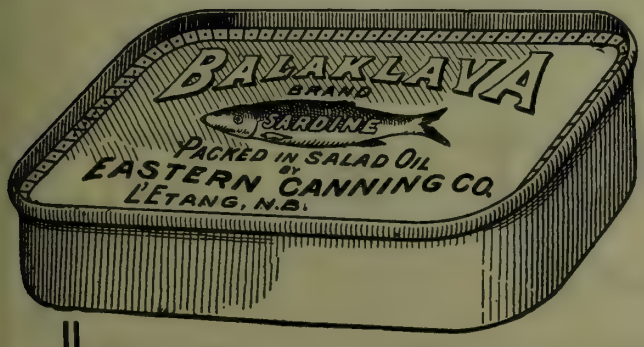
BUY FROM YOUR WHOLESALER

or

The Harnett-Ridout Company

Manufacturers TORONTO

Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - Montreal



BALAKLAVA SARDINES

Could not be otherwise than of first quality.
The choicest fish are secured, and then they are scientifically packed in pure oil by experts.
Our factory is up-to-date.

HAVE YOU A STOCK?

The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; H. D. Marshall, 145 Centre St., Ottawa; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

The Best Value for the Money of any Preserves in the World

De Luxe quality at Popular Prices

CAIRNS

Alexander Cairns & Sons, Paisley, Scotland

New Season's Pack

1-lb. glass, patent air-tight caps. Cases 2 dozen.

$1.80 per dozen, f.o.b. Montreal. Net 30 days.

In any quantity, one case or a thousand cases.

Strawberry	Jam
Raspberry	Jam
Black Currant	Jam
Red Currant	Jam
Gooseberry	Jam
Apricot	Jam
Peach	Jam
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INDEX TO ADVERTISERS

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 90
American Tobacco Co. 82
Asepto Mfg. Co. 27
Auld Bros. 22
Aylmer Condensed Milk Co. 15

Baker, Walter, & Co. 72
Balfour, Smye & Co. 19
Barbour, C. E., Co. outside back cover
Bell, Thos., & Son. 10
Belleville Canning Co. 13
Benedict, F. L. 72
Berry, Wm. 21
Bickle, J. W., & Greening 86
Blue Ribbon Tea Co. 3
Bor ridge, H. B. 2
Borden Condensed Milk Co. 18
Bostock, J. J. 55
Bovril, Ltd. 71
Brack & Co. 2
Brand & Co. 7
Bristol, Geo. & Co. outside back cover
British American Assurance Co. 28
Brown Mfg Co. 25

Canada Sugar Refining Co. 16
Canadian Biscuit Co. 73
Canadian Cocoanut Co. 16
Canadian Condensing Co. 18
Canadian Salt Co. 24
Canadian Shredded Wheat Co. 75
Capstan Manufacturing Co. 94
Cargill, H. 70
Carr & Co. 74
Carter-Crume Co. 54
Carvell Bros. 22
Carver, J. G. 24
Carveth & Co.
Central Milling Co. 75
Cereals, Ltd. 72
Ceylon Tea Ass'n. 14
Champion & Slee. 17
Chaput Fils & Cie. 28
Christie, Brown & Co. 73
Church & Dwight. inside back cover
Clare & Little. 2
Clark, W. 71
Clawson & Co. 2
Clowes & Son. 20
"Cobra" Polishes. 94
Collings, H. & Co. 72
Common Sense Mfg. Co. 21
Computing Scale Co. 11
Connors Bros. 87
Constant, H. 72
Cooper Cooper & Co. 11
Cote, Joseph. 82
Cowan Co. 78
Cox, J. & G. 79

Dalley, The F. F., Co., Limited. 94
Dastous, L. E. 27
Davidson & Hay. 16
Dawson Commission Co. 86
Dignard, Ltd. 73
Domenech, Mahiques. 20
Dominion Molasses Co. 8
Dominion Sugar Co. 12
Dominion Warehousing Co. 2
Downey, W. P. 21

Eastern Canning Co. 25
Eby-Blain Limited. 3
Edmonds & Baker. 55
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 54
Enterprise Mfg. Co. 92
Escott, W. H. 70
Essex Canning Co. 5
Estabrooks, T. H. 56
Evans, F. G., & Co. 55
Ewing, S. H., & Sons. 16

Fairbank, N. K. 26
Farmers' Canning Co. 4
Fearman, F. W., Co. 68
Fels & Co. 66
Fisher, A. D., & Co. 91
Gibb, W. A. Co. 86
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 53
Goodwillie & Co. 95
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 55
Grant, W. J. 82
Guelph Soap Co. 24
Gunns Ltd. 68

Hamilton Cotton Co. 91
Hamilton Stamp & Stencil Co. 92
Harnet-Ridout. 25
Hill, Wm. A. 20
Holland, Rusk Co. 25
H. P. Sauce. 15
Hudon, Hebert & Cie. 26
Imperial Extract Co. 19
Imperial Tobacco Co. 82
Irish Grocer. 2
Island Lead Mills Co. 91
Jameson Coffee Co. 55

Kilgour Bros. 91
Kops Ale. 4

Lake of the Woods Milling Co. 81
Lambe, G. W. A. 2
Laporte, Martin & Co. 30
Leiten Bros. 80
Lind Brokerage Co. 2
Loggie, W. S., & Co. 88
Lucerna Anglo-Swiss Milk Choc. Co. 73
Lytle, T. A. Co. 17

MacKay, John, Ltd. 72
MacNab, T. A., & Co. 2
McCabe, J. J. 84
McCaskey Register Co. 11
McCready, Thos. 23
McDonald, Chas. H. inside front cover
McDonald, Gordon & Co. 20
McDougall, D., & Co. 82
McIntosh, F. R., & Co. 55
McLaren, W. D. 21
McLeod & Clarkson. 55
McVitie & Price. 78
McWilliam & Everist. 84

Magee, Fred. 86
Magi Water. 89
Magor, Frank. outside front cover
Mahiques, Domenech. 21
Malcolm, Jno, & Son. 18
Marshall, Alex. 55
Marshall, E. A. 55
Mason, Geo. & Co. 63
Mason & Miller. 25
Mathewson's Sons. 88
Mathieu, J. L., Co. 19
Meyer, W. & Co. 9
Michigan Show Case Co. 91
Midland Vinegar Co. 15
Millman, W. H., & Son. 2
Minto Bros. 29
Moirs, Ltd. 77
Montreal Biscuit Co. 80
Mooney Biscuit and Candy Co. 79
Morse Bros. 94
Mott, John P. & Co. 78

Nagle, H. 94
Napanee Canning Co. 13
National Licorice Co. 74
Nelson, Dale & Co. 78
Nicholson & Bain. 67
Nickel Plate Stove Polish Co. 91
Nishimura, S. T. & Co. 17
Nuggett Polishes. 24

Oakville Basket Co. 21
Oakey, John & Sons. inside back cover
G. K. Sauce. 8
Old Homestead Canning Co. 6
Oldfield, T. E., & Co. 21

Paradis, C. A. 72
Patrick, W. G. 76
P.E.I. Soap Works. 27
Pickford & Black. inside back cover
Poulton & Noel. 87
Puddington-Wetmore-Morrison, Ltd. inside back cover

Queen City Oil Co. 90
Rattenbury, N. 54
Richards Pure Soap. 70
Ridgways' Tea. 19
Riley, T. B. & D. J. 27
Robertson, R., & Co. 55
Rose & Laflamme, Ltd. 63
Rowat & Co. 10
Royal Baking Powder Co. 65
Ryan, Wm. Co. 68

St. Charles Condensing Co. 12
St. Lawrence Sugar Refining Co. 19
"Salada" Tea Co. 31
Sanitary Can Co. inside back cover
Scott, David, & Co. 20
Smith, E. D. 7
Smith & Proctor. 26
Snap Co., Ltd. 8
Snowdon & Borland. 16
Sprague Canning Machinery Co. 70
Spratts Limited. inside back cover
Stamper, D. 2
Stevens-Hepner Co. 92
Stevens & Solomon. 85
Stewart, I. C. 90
Stringer, W. B. 85
Symington, T. 15

Thurston & Braidich. 67
Tippet, Arthur P., & Co. 1
Todhunter, Mitchell & Co. 12
Toledo Scale Co. 13
Toronto Salt Works. 70
Truro Condensed Milk Co., Ltd. 68
Tuckett, Geo. E., & Son Co. 83

Verret, Stewart Co. outside back cover
Victoria Fruit Exchange. 55
Vincentelli, P. & F. 21

Wagstaffe, Limited. 17
Walker Bin and Store Fixture Co. 90
Walker, Hugh, & Son. 85
Warren, G. C. 2
Watson, Andrew. 18
Watson & Truesdale. 2
Welcome Soap Co. 27
Weese, G. Wallace. 2
Western Assurance Co. 28
Western Canada Flour Mills Co. 10
Western Salt Co. 25
Wethey, J. H. outside back cover
White Candy Co. 77
White, Cottell & Co. 4
White & Co. 85
White Swan Spice & Cereals, Ltd. 10, 60 80
Wilson, Archdale. 80
Wilson, W. Harry. 55
Windsor, J. W. 76
Wiseman, R. B. & Co. 67
Wood, Thomas & Co., Ltd. 96
Woodruff & Edwards. 91
Woods, Walter, & Co. 15

Young, W. F. 90

Large Problems Under Eye of Maritime Board

Projects of Provinces Down by the Sea Foretell Trade Extensions and Aggressive Development of Natural Resources—Business Men of Eastern Canada Discuss Prominent Business Problems in a Business-like Manner—Prince Edward Island Tunnel and Maritime Union to the Fore—Railway and Steamship Matters Dealt With—To Convene Next Year at Chatham, N.B. — W. B. Snowball, the New President.

Staff Correspondence.

Charlottetown, Aug. 23.—The fifteenth annual meeting of the Maritime Board of Trade was held at Charlottetown, P. E.I., Aug. 18, 19 and 20. The local Board of Trade made elaborate arrangements and the handsome rooms of the Provincial Parliament were provided as the meeting place. There was a good attendance and many interesting questions were discussed.

At ten o'clock W. B. Snowball, vice-president, welcomed the delegates, and regretted the absence of Hon. G. E. Hughes, the president, who was unavoidably absent.

He read the following telegram from Mr. Hughes:—

San Francisco, Cal., Aug. 17, '09.

"Regret being absent. Send best wishes for pleasant and profitable meeting.".

Premier Hazard, of Prince Edward Island, was then called upon to address the Board. On behalf of the Government of the Island, he welcomed the delegates. He knew every one of them was interested in the Maritime Provinces and the deliberations would be interesting. The subject of transportation would greatly interest the Island. He hoped the Board would pass a resolution dealing with difficulties of transportation and the remedies as regards the Island.

The one other subject of general interest was that of maritime union. It was a large subject and the Island would no doubt oppose it on the grounds of loss of identity and the smallness of members in the Island Province. He declined to express an opinion on the subject.

He hoped the subject of butter inspection, under the heading of Alberton, would receive due attention. Better inspection would help the butter industries.

Advocates Selling by Weight.

He thought of another subject which he had been asked to mention. He believed eggs and other products should be sold by weight, and he had been asked to bring it before the Board. All products should be included in this heading. He hoped a profitable meeting would be held.

His Worship, Mayor Prowse, of Charlottetown, followed in a short address of welcome. In the course of his speech he showed a leaning towards maritime union by mentioning that the three provinces would do more by concentrating on this subject and by combining for harmony of welfare.

James Paton, president of the Charlottetown Board of Trade, referred to the rainy weather; he jocularly mentioned that even though the whole Island was under prohibition law, the wet welcome was pronounced. He extended a special welcome on behalf of the Board of Trade, and hoped all the visitors and their lady friends would attend the Scottish gathering, to be held during the convention.

The roll was then called, showing that over a dozen different influential Boards were represented, and about fifty delegates. Others came the second day.

The minutes of the last meeting were read and accepted.

The Secretary's Report.

The secretary, Chas. M. Creed, looking younger and better than for years, was applauded warmly as he read his fifteenth annual report, as follows:—

To the president and members of the Maritime Board of Trade—

Gentlemen,—

Your secretary-treasurer begs herewith to hand you his report for the year.

All the recommendations and resolutions passed at the last annual meeting were forwarded to the Ministers of the various departments of the Federal Government, those concerning the Provincial Governments to the Premiers of same with copies of The Canadian Grocer containing report of proceedings of the annual meeting; all resolutions passed, with copies of The Canadian Grocer, were forwarded to all the Maritime Boards of Trade and copies of The Grocer were forwarded to all delegates to the annual meeting.

As customary, all resolutions with copies of The Grocer were forwarded to the following Maritime Province members in advance of the opening of the Federal Parliament. H. R. Emmerson and W. S. Loggie, New Brunswick; A. B. Warburton, P. E. Island and E. M. McDonald, A. K. McLean, Dr. J. B. Black, B. B. Law and A. B. Crosby, Nova Scotia, in order that they could become familar with them.

On January 23rd, shortly after the opening of the Federal Parliament copies of The Grocer, and all resolutions, were forwarded to all senators and members from the Maritime Provinces. After the opening of the Provincial Parliaments of Nova Scotia, New Brunswick and Prince Edward Island, copies of The Grocer and resolutions were forwarded to the members of same.

On April 16th, a copy of resolution on the Fisheries passed by the Prince Edward Island Legislature at the request of same was forwarded to the premiers of Nova Scotia and New Brunswick.

Pursuant to the following resolution from the Annapolis Royal Board of Trade, "That the Maritime Board of Trade send out annually a printed list of all the officers and council of the Maritime Board of Trade," on January 21st, notices were sent to all the Boards requesting them to furnish me with same. This took some time to accomplish, as the Boards hold their annual meetings at various dates.

On April 5, a large majority of the Board having replied, the list was printed, and on April 9, was mailed to all Boards.

Annual Meeting at Halifax.

The annual meeting at Halifax in August was the largest since the formation of the Board, 109 delegates being present. The subjects were ably discussed, and many of them have had the consideration of both the Federal and Provincial Governments.

A Board has been formed at Mahone Bay. It has not yet affiliated, but we hope during the coming year to have it on the list of affiliated Boards.

The Boards not yet affiliated have had as usual every attention, and have been invited to be represented at the annual meeting.

Correspondence With Boards.

This has had the best of attention during the year. Some of the secretaries have promptly responded to letters and notices. Many of them have been very slow, which has been the means of delaying the work and makes quite a rush as the annual meeting approaches. It is to be hoped, however, the secretaries will take notice and be more prompt the coming year.

On August 5th, railway arrangements for delegates, place and date of meeting, were mailed to all Boards. On August 11th, the subjects for discussion were also mailed.

Obituary.

It is with feelings of deep sorrow I refer to the death of M. G. DeWolfe, Esq., our late esteemed auditor, whose absence we are called upon to mourn. From the inception of this Board, he took a deep interest in its advancement, attended every annual meeting and was once one of its presidents. He was an indefatigable worker, thorough in every particular, well informed in business subjects and an agreeable companion.

In conclusion, during the past year everything requisite for the improvement and enlargement of this Board has been done by me, at the same time doing all possible to assist your worthy president, in which I have had the valuable assistance of L. B. Miller, Esq., corresponding-secretary, of Charlottetown, P. E. I.

Accounts for the Year.

The accounts for the year are all prepared, and as several Boards will pay their per capita tax before the close of this day's meeting, they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted.

CHARLES M. CREED.
Secretary-Treasurer.

Charlottetown, P.E.I. August 18th, 1909.

Regrets of Absent Ones.

Letters of regret at inattendance were read by the secretary from many prominent politicians and others all over the Dominion, including Boards of Trade, Montreal, Toronto, Winnipeg, Portland, Me., Quebec City, Hamilton, and others, also from the Hon. Sir Wilfrid Laurier, Premiers Hazen of New Brunswick. Murray of Nova Scotia, F. P. Brady of the I.C.R. Board; D. Pottinger, Robert Reford; Editor of Toronto Globe, and John Bayne MacLean, President of MacLean Pub. Co., Ltd.

The question of an auditor being appointed pro. tem. was then suggested and Mr. Saunders, secretary of Halifax City Board of Trade was chosen unanimously.

While waiting for the committee on procedure, Vice-President Snowball read some interesting letters from absent members.

Georgian Bay Canal.

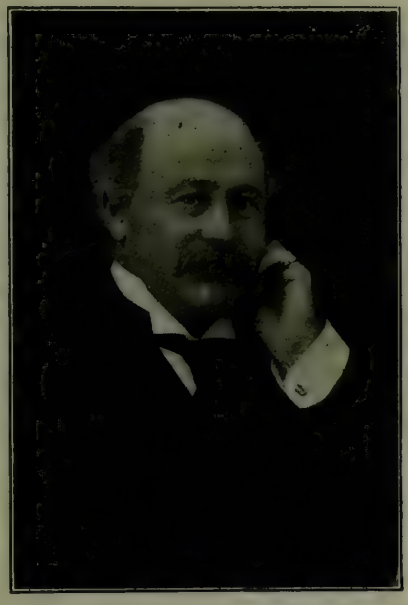
The following letter of A. J. Forward, secretary Canadian Federation of Boards of Trade and Municipalities, Ottawa, explains itself:

President, Board of Trade,
Chatham, N.B.;

Dear Sir,—Recently, under instruction of the council of this Federation, I had the honor of transmitting letters asking the co-operation of your Board in securing the early commencement of the Georgian Bay canal. Since then a very important and exhaustive report of the surveys lately made by the Dominion Government has been issued, and entirely confirms the claims that have been put forward by the advocates of this great national work. Seeing that the deep waterway of the Great Lakes is of such vital importance to the Maritime Provinces, as well as to Ontario and Quebec, we trust that the matter will have your prompt consideration. and that your Board, if they have not already done so, will adopt a resolution affirming at least the general principle of the desirability of early commencement of the work.

Would you greatly oblige the officers and members of this federation by letting us know at an early date the nature of the action taken by your Board?

NEW PRESIDENT OF THE MARITIME BOARD OF TRADE



W. B. Snowball, president elect of the Maritime Board of Trade, is a man of considerable prominence in his own town. He was born January 12th, 1866; he was educated at Chatham, N.B., Grammar School, from which he graduated. Afterwards he attended in the years 1880, 1881, 1882, Upper Canada College, Toronto. He went into the lumber business with his father, on leaving college, and has been in the business ever since. In 1899 the company was incorporated as a joint stock company, as J. B. Snowball Co., Ltd., at which time he became the secretary-treasurer. On the death of his father in 1906, he became president of the company.

Mr. Snowball was an alderman for Chatham during the years 1898 and 1899, mayor for the two terms of 1901 and 1902, and again went back into the council as an alderman for the years 1903, 1904, 1905 and 1907, and did not after that offer for re-election.

He has been president for three terms of the Chatham Board of Trade and a Director of the Miramichi Steam Navigation Company, of the South West Boom Company, The North West Boom Company, and chairman of the School Board of Chatham. During the year 1908 he was president of the Canadian Forestry Association.

We would earnestly bespeak also your advocacy and support of the canal at the meeting of the Maritime Board of Trade next month.

Yours sincerely,
ARTHUR J. FORWARD,
Secretary.

Ottawa, July 20, '09.

Prof. Andrews, of Mount Allison College, Sackville, N. B., wrote:

Mr. W. Snowball,
Vice-President of Maritime Board of Trade.
Charlottetown, P. E. I.

My Dear Sir:—Your committee on the study of the effect of the traffic in intoxicating liquor on the commercial interests of the Maritime Provinces, beg leave to state that from some Boards very carefully prepared reports have been sent in. We have had no reports from Halifax and St. John, and as these are centres of the brewing business. we cannot make a fair report till these are received.

In Prince Edward Island, a very notable set of facts are coming to light, but as the farmers of the island have been favored with several very abundant harvests and there was more or less of Scott Act legislation before the Prohibition Act was passed, we shall have to wait longer before it can be shown what economic effect may fairly be credited to the prohibition legislation. All we can say at present is—no serious harm has resulted.

Your committee therefore ask to be reappointed and that this important matter be commended to the interest and cooperation of the various Boards.

Yours very truly,
W. W. ANDREWS,
Chairman.

This report was adopted on motion of A. M. Bell, seconded by Mr. Johnson, further adding that the committee be continued.

Plea For United Effort.

Mr Snowball then read the address of Hon. Mr. Hughes, the president.

Gentlemen of the Maritime Board of Trade:

It gives me great pleasure in extending to you a hearty welcome to our City and Province, to thank you sincerely for the honor conferred upon me and upon our Province in electing me to be president of the Maritime Board of Trade.

If we have a magnificent Western Canada, richly endowed by nature and destined to be in the front rank of the world's great producers, we also have a beautiful and fertile Eastern Canada, full of great possibilities, and in every way a worthy part of our vast Dominion, of which we are so proud.

This "Garden of the Gulf" of ours is agricultural in the truest sense of the word, and although we have no extensive timber limits or forest areas, still we fully appreciate the necessity of care-

fully and intelligently looking after our trees and of joining with the neighboring Provinces in devising ways and means for their preservation and the destruction of the country's great enemy—forest fires.

The fisheries of the Maritime Provinces have always been, and always will be, one of our greatest sources of profit, and we must put forth every effort to see that they are properly protected, and our interests and rights carefully guarded. The matter of the appointment of a Canadian Atlantic Fishery Board, which came before us two years ago and again last year at our meeting in Halifax, was brought before the members of our Local Parliament during its recent session and culminated in a resolution that the House suggests the appointment of a non-partisan Fisheries Board, composed of a fair representation from this Province, for the regulation and control of the Canadian Atlantic fisheries, and that steps be taken to have this important matter acted upon at the present session of the Dominion Parliament.

The latest agricultural reports tell us that Prince Edward Island produces more to the acre than any other Province of Canada, and our "million acre farm" is now being worked intelligently, so as to produce the best results. The Dominion Government is establishing an Experimental Farm in our midst, and the farmer is being educated and brought to the front to-day as never before. But we want help—men and women, to help us turn our fertility into cash. Immigrants with small capital will find cultivated lands with comfortable homes here, ready waiting for them. The Dominion Government is helping us along this line through their agents in the Old Country, but we need more assistance. Then, too, we in these Atlantic Provinces must do everything in our power to encourage the visit of the tourist. Our summer season is short, but unsurpassed while it lasts, and if the advantages of the Maritime Provinces as a summer resort were properly understood and fully illustrated in the larger cities, our tourist traffic would grow to be one of our greatest assets, and our natural beauty and ideal climate afford recreation and enjoyment to many.

But if we are to increase our productiveness, if we are to encourage immigration and tourist travel, we must look carefully to our transportation facilities, our freight and passenger accommodation and assure to our producers and business men freedom of access to the great markets of the world. How can we expect the farmer, the merchant, or the man of business, in any and all of its branches, to push forward, keeping abreast of the times, only to find his profits eaten up by excessive freight rates and inadequate transportation facilities. We must insist upon this handicap being removed and upon being placed upon an equal footing with the larger Provinces of Canada, and also upon just compensation for our share of the great public works now being constructed throughout Western Canada.

Wants Maritime Union.

We in the Maritime Provinces have united to guard our business interests and the Maritime Board of Trade has an ever-growing influence that no individual Board can ever attain. Let us have Maritime Union in pressing our claims against the Dominion Government, and work together for our mutual betterment. Our voice in the Dominion Parliament has been weakened, but that is no reason why it should remain weak. Let us stand as a man for our just rights. The advancement of New Brunswick and Nova Scotia means the advancement of Prince Edward Island, and the prosperity and progress of Prince Edward Island, small as she is, cannot help but have its effect upon her sister Provinces by the sea. "United, we stand; divided, we fall," Therefore, we must have the tunnel as a link in the chain to bind us together.

We have with us, I have no doubt, representatives of almost every branch of business and professional life, coming from different parts of the Provinces who are well able from personal experience to comprehensively discuss and deal with the different questions which will be brought before us.

GEORGE E. HUGHES,
President.

D. A. Morrison, of Amherst, moved the adoption of the address of the president and expressed regret at his absence.

Senator Ross seconded it and expressed regret that the value of our fisheries had not a place on the list of subjects. He felt that a Fishery Board, such as existed in Scotland, would be a blessing to the Provinces. This should be on the list of subjects.

D. F. McLean, Port Hood, explained that the reason of the fisheries not being on the list was because the Government had made enquiries and the report had not been brought in.

Mr. Snowball took advantage of the time to express on behalf of the Board regret at the coal strike of Glace Bay and Springhill. He thought that the Board should go on record in this question of the strikes. Mr. Bentley, of Truro, made a motion to that effect.

W. H. Edgett approved of Mr. Snowball's suggestion and seconded Mr. Bentley's resolution.

The subject was added by the Agenda Committee.

Mr. Bell, as chairman of the Agenda Committee, reported on a revised list of subjects. The committee included A. M. Bell, James Paton, W. F. Tidmarsh and R. Oak.

Coal Strike Alarming.

A. M. Bell then took up the question of strikes and how they are affecting industrial conditions in the Provinces. He submitted a resolution as follows:—

"That this gathering views with much concern and alarm the difficulties facing industrial enterprise in Canada as illustrated in the present condition of affairs in connection with the coal mining industry in these Maritime Provinces.

"They regret that in cases of disputes between labor and capital it is possible for either party to ignore the finding of a Board of Conciliation, and by strike or lockout to injure the business interests of a much larger constituency than is represented by the parties engaged in the dispute.

"In view of the present deplorable state of affairs in Cape Breton, at Springhill and in other parts of the Dominion, they call upon the Government to so amend the present law that all parties to an industrial dispute shall be bound by the decision of a regularly appointed Board of Arbitration and to provide adequate penalties for any violation of such verdict. They would further urge that the Government take such steps as may be necessary to protect Canada from the domination of alien organizations of either capital or labor."

Senator Ross spoke on this subject. He believed the Glace Bay strike would soon be over. He deplored especially the Springhill strike. He spoke of an interview he had with Premier Murray, of Nova Scotia, in connection with getting some legislation so that agitators of labor strikes should be punished. He hoped legislation would come up at the next session of the House.

Mr. Snowball read the resolution as presented by Mr. Bell.

Mr. McLean concurred in the resolution. Canada should either protect her own industries and labor unions, which had their uses, or hand everything over to the United States.

Mr. Oak, of Chatham, spoke on the subject of alien organization,—especially he said, as he had been reared in the United States. A large percentage of the members of United Mine Workers were Hungarians and Poles, and the United States would welcome a cure for these agitations as well as the Provinces. This U.M.W. organization has no treasury under the control of the law of any country, and it is well to get at the exact basis of the wrong and a substantial remedy established.

Mr. Williams, of Moncton, said that Mr. Oak touched a vital point. Strike organizations should be compelled to have a treasury attachable by law, for wrongs done or caused by them. In Moncton, a railway centre, the alien idea would be a delicate matter. A law compelling incorporation would be the desired cure.

Mr. Hawke, Moncton, opposed the last clause referring to alien labor. Labor knew no bounds, and it would be unfair to ask the Government to include that clause in a resolution which would place thousands of citizens in a delicate position. The foreign instigators would be powerless unless all the Canadian mine workers were members of the union. He praised many of the labor organizers who deprecated the strikes. He urged that the final clause referring to alienists should be erased.

The clause was read and Mr. Snowball explained that the clause referred to the domination of labor organization here by aliens.

Mr. Johnson, of Halifax, thought the clause should stay right there. To cripple a nation's industries was to cripple the country. No one could tell what might underlie this effort in the strikes which he thought was to cripple Canada. Foreign agitators should be treated with stringent measures. He thought it was a sad thing that the coal workers of Nova Scotia were so disloyal that they would not suffer a little before striking.

Mr. Snowball then vacated the chair, calling upon Mr. Paton to preside, and took a hand in the debate, as a delegate from Chatham, N.B. He could see danger in an organization waged by a larger and stronger body located in the United States. Canadian employers should insist on it, that their employes should be purely Canadian and should be so controlled by the Government that they would be under the direction of a Conciliatory Board. In Chatham they had no labor organizations. He agreed with Mr. Oak that the incorporation was the vital point. Mr. Snowball was heartily applauded.

He put the resolution, which was carried, with Mr. Hawke, of Moncton, the only "Nay."

Different Names Wanted.

Mr. McKinley, Bridgewater, moved and Mr. Anderson seconded the following resolution, which was carried:

Whereas, the practice of duplicating names of towns throughout the Dominion is very great, for example, in Nova Scotia there are three Brookfields, three Caledonias, two Miltons and numerous other duplications, and

Whereas, this state of affairs is of no end of trouble and inconveniences to merchants, post office officials and others, causing delay in the delivery of letters, billing of goods, etc., be it therefore

Resolved, that the Dominion Government be memorialized by the Maritime Board of Trade to exact such legislation as to reform the present situation by allowing only one name to appear in any one Province and to also prevent further duplicating in any one Province.

W. F. Tidmarsh, of Charlottetown, also spoke on the question and D. A. Morrison, of Amherst, said it was a subject of great interest to every Province.

A. M. Bell referred to the matter, explaining some of the difficulties in town-naming which he had experienced. He thought the resolution would lead to conflict between local government and the post office department at Ottawa.

Mr. Tidmarsh said he believed that no government would change a name of a place unless the local people wished the change.

Senator Ross agreed, pointing out how last session it was proven by an attempt being made to change the name of Sydney Mines. The municipal government opposed it and so no change was effected.

Not Enough Railway Lines.

Mr. Johnson, of Halifax, spoke to the resolution re the acquiring of branch lines by the I. C. R. He took up the question of Halifax and Nova Scotia being connected with the outside world by only one railway, the I. C. R. He considered that road a millstone around the commercial neck of Nova Scotia. New Brunswick was blessed with other railways. They seemed to want to keep the millstone around Nova Scotia. He thought this was based on political reasons. The I.C.R. should own all the branch lines and make one grand system. At present the system of running the branch lines was very poor. He made the following resolution:—

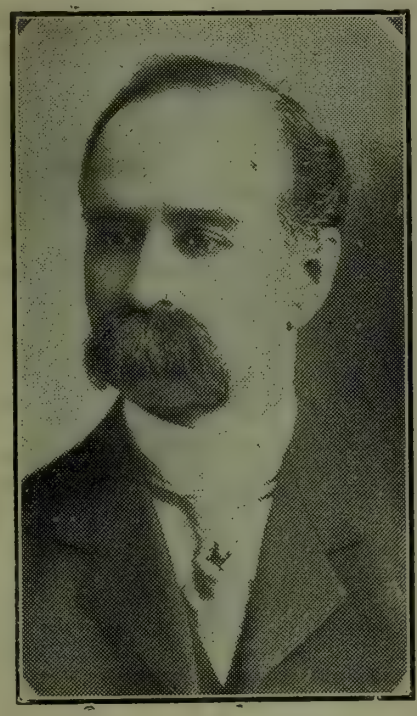
"Whereas, there are a number of railroads connecting with the Intercolonial, giving as a rule an inferior service, on which a large amount of traffic originates, but in many instances not through routes over the Intercolonial and

"Whereas, the management of the said roads may be so influenced as to sell tickets via other lines, and

"Whereas, the business originating on branch lines of the country through which the Intercolonial passes is handicapped not only by having to pay two freights but from the fact that the Intercolonial being owned by the Government prevents other companies building roads to compete with it, and

"Whereas, the prosperity of any country depends in a large measure on its facilities for transportation;

"Therefore resolved, that this Maritime Board of Trade memorialize the Dominion Government to acquire such roads as may be feeders to the Intercolonial and that they use every endeavor not only to encourage existing industries but to promote new ones in a country which, from a railroad standpoint, they control.



Hon. GEO. E. HUGHES,

Of Charlottetown, P.E.I. the Retiring President of the Maritime Board.

The motion was seconded by D. F. McLean, of Port Hood, N.S.

Senator Ross did not believe that the Government would care to buy other railways. The present idea was to try to straighten the I.C.R. lines and to reduce the high grades, etc. The G.T.P. would come to Moncton and the railway facilities would be quite adequate.

A. Jno. McFadyen, of Alberton, P.E.I., said that the rates in P. E. I. were the highest known. A barrel of apples, for instance, from Annapolis, cost them ninety-five cents to get it. He believed the ownership of all the branches would benefit the Island

Mr. Hawke, of Moncton, thought Mr. Johnson's views were narrow. New Brunswick was quite as much interested in the resolution as Nova Scotia. He believed that Mr. Johnson was wrong in expressing such views as he had done. All the Provinces were interested in the I. C. R. absorbing all the branch lines. He named all the branches in New Brunswick which he believed had much more mileage than those in Nova Scotia. He believed through the efforts of Hon. H. R. Emmerson, the assent of the Government had been given to this purchasing of these branch lines. This resolution was on the right lines and would knock again at the doors of Parliament

The resolution was carried unanimously.

Want Ferry The Year Round.

After luncheon, promptly at 2 o'clock the Board sat again, passing the following resolution in connection with the subject of purchasing branch lines by the I.C.R.:

Moved by J. A. Johnson and seconded by Senator Ross and carried, that:

The Intercolonial for many years has had a deficit. The Government has appointed a Board of Managers to remedy this condition, and they are now endeavoring to cut down the usual deficit.

The Board of Managers should be reminded of the following, viz.:

The Intercolonial consists of two parts, the main line and the Prince Edward Island railroad.

The Government has erected expensive piers and warehouses at Point du Chene, Pictou, and other necessary points. They carry large numbers of passengers and assemble large quantities of freight at these terminal points, and hand them over to a private company to transfer over a few miles of water and then take charge of said traffic again much of which is shipped over their Prince Edward Island line. The Government also gives a subsidy to this line of $12,500 for carrying the mails.

As soon as the frosts of winter inconvenience this private line the government

put on their expensive ice breakers, to carry on the business of their road.

The Government run their own ferry across the Strait of Canso the year round.

If the Government ran their own ferry across the Northumberland strait the year round it would help the farmers of Prince Edward Island and business generally, and a large amount of money would thus be saved.

Therefore on account of the above facts and many others which could be mentioned, the Maritime Board of Trade, memorialize the Dominion Government to run their own ferry across the Northumberland Straits the whole year instead of the winter months as at present.

To Encourage Exhibits.

A. M. Bell then dealt with the matter of exhibits of agricultural implements at Provincial exhibitions by the manufacturers or agents. He dwelt upon the importance of exhibiting agricultural implements, especially complimenting such large manufacturers of implements as Massey-Harris and others. Just how the Government could help in the matter would be worth considering. He found that some agricultural manufacturers had combined to stop exhibiting their products at exhibitions. Exhibitions he thought would cease to be if this sort of thing were allowed to continue.

Mr. Anderson seconded the following resolution, which carried:

"Whereas, the Federal Government and the Governments of the various Provinces have established a system of annual exhibitions to which they contribute liberally because of the educational value to the country;

"Whereas, the agricultural interests of the country are of the highest importance and it is desirable that the farmers of the Maritime Provinces should be able to benefit to the greatest possible extent by this system of education;

"Whereas, this annual meeting of the Maritime Board of Trade learns with much regret that some of the manufacturers in Canada have entered into an agreement not to exhibit their products at these exhibitions, thus depriving purchasers of the opportunity of learning of the latest improvements and setting themselves in opposition to the policy of the country;

"Therefore, be it resolved that this Board bring this matter to the attention of the Dominion Government and of the three Maritime Provinces, and ask that they take such steps as may be necessary to ensure to agriculturists and all others interested the benefit of the object lesson intended by such exhibitions and that a copy of this be sent to all manufacturers of implements."

Mr. Johnson suggested that a copy of the resolution should be sent to all the manufacturers of agricultural implements.

Senator Ross referred to the apathy of many people regarding these exhibitions.

D. A. Morrison felt that the resolution might have its merit, yet where were they going to end in making request to the Government? It seemed unfair to force manufacturers to do anything. He could not vote for the resolution.

J. A. Johnson spoke re the horse-racing side of exhibitions. The big pumpkins, the minerals and art gallery, had their devotees, but it was the mission of exhibitions to please as many people as possible. He believed manufacturers who were supported by tariff as the agricultural implements were, they should be brought to task when they "bucked up" against public opinion.

The resolution was adopted with a few dissenting voices.

Continuous Communication.

Fred. W. Hynman, a Charlottetown engineer, introduced a resolution as follows:

"Whereas, the terms of union made and entered into between Canada and the Province of Prince Edward Island in the year 1873, provided for continuous steam communication winter and summer, between the said Province and the mainland, and whereas the routes hitherto in use by the winter steamers have failed to fulfil that condition—resulting in serious loss and inconvenience to the people of the Province, and considerable loss to the Dominion by way of compensation for said non-fulfilment of the Terms of Union.

"This Board of Trade of the Maritime Provinces desires to express its opinion that in justice to the Province, as well as to the whole Dominion, an attempt should now be made by the new winter steamer "Earl Grey" to solve the question of continuous winter steam communication, and recommend to that end that a complete survey of the approaches and possible pier sites in the Bay of Tatamagouche be made by the Dominion Government without delay; and that if found feasible and practicable that route should be adopted hereafter, being considerably shorter in distance, and very much less liable to be packed with Gulf ice than in Pictou Harbor, as found by actual and long experience of over thirty-six years.

Mr. Hynman had some maps of the Island and surrounding points and pointed out how the Tatamagouche route could be made practicable and with some effort the new ice-breaker, "Earl Grey" could keep the communication open easily at all times during the winter. There was a direct line at Tatamagouche and only a half knot current, while at Cape Tormentine and Traverse there was a three knot current. The line from Charlottetown to Tatamagouche would be available in an hour and a half and mostly harbor ice which could be broken.

Mr. Tidmarsh seconded the motion. He said he put a great deal of faith in Mr. Hynman's judgment. Natural conditions all pointed out that Pictou pocketed all the ice from the gulf. The prevailing winds drove the ice on from the gulf. He favored the Tatamagouche route, and thought it was feasible in every way. He asked Mr. Warburton, member for Charlottetown in the Federal House, to speak. He said he brought up this matter in the House, last session. He dealt with all that Mr. Hynman had said, and supplemented what he had observed by dwelling on the various perils of ice during the winter, and the advantages as to suitability of the Tatamagouche route. He praised Georgetown as a harbor. There was, however, no corresponding harbor on the other shore. He had been on steamers caught in the ice so often that he was able to talk. He mentioned the experience of ice-breakers in different places in the world. He quoted Hansard on this subject and read various reports of engineers made to the Government. The ice at Pictou was just like the Baltic sea, running in places from land to land. Powerful vessels had broken ice fourteen feet thick when there was open water, in which to dispose of broken pieces. At Pictou the ice was a solid wall. He believed inside Cape John would be an ideal place for a pier. He had visited the Bay recently and believed Cape John would be the best place.

The steamer itself would cost six hundred thousand dollars and a good terminal accommodation would be necessary. He believed they were entitled to this expenditure provided it gave the much coveted continuous communication. Ice never rested on the harbor of Charlottetown. This was because of the swift currents in and out twice a day. St. Peter's Island was on one side, and Governor's Island on the other of the harbor. What would be needed would be a new lighthouse on one of these points with a steam whistle; also the pier and railway on the other side at Cape John. The pier should be six hundred yards in length.

There was a triple advantage in having complete Government control of this route, and the best possible advantages would be available.

He referred to the supervision of the Department of Marine and Fisheries and the control of the post office department. He had nothing against the tunnel but he had reasons for not dropping it as well as for not bringing it forward. The survey alone would cost $150,000 and he thought it best not to have harped too much on the tunnel last session. (Applause.)

Strong Advocate For a Tunnel.

Mr. Macdonald, of Georgetown, expressed surprise at some of the remarks regarding the winter navigation. It would be a hundred years before they would get a tunnel if they went on trying to solve the problem by ice-breakers. This agitation would never help the tunnel. Extraordinary storms arose that would hinder all steamship operation. A succession of mild winters had led to

most of the talk. He was inclined to be sectional, but he would favor the Pictou and Georgetown as against Charlottetown men, who too, wanted everything at their very doors. He referred to the statement that ice pocketed in Pictou. In winter the wind was westerly and it made Pictou and Georgetown open harbor. He was strongly in favor of the tunnel and the people of the Island should set aside everything else and stick out for the tunnel as it was the only thing that would ever fill the bill. (Applause.)

Senator Ross said the tunnel was out of the question, and the generation would never see it. An expenditure of twenty millions would not be made while any of this generation lived. He believed in something praticable and the ice-breaking idea seemed to him sensible. Better to deal with something they could get, as the tunnel was only foolish nonsense.

James Paton told of his experiences by being stuck in ice. He said it was not a question of cost. In the western points millions were being spent. The eastern people should stand on their dignity and demand what had been solemnly promised.

John B. Macdonald, of Pictou, characterized many of the remarks regarding Pictou, as merely hearsay. Seamen who were on these winter boats had told him these much vaunted routes were impossible. He was broad enough to say nothing against the trying out of a possible route to Charlottetown.

The resolution as follows was adopted:

Telephone Rates Excessive.

A resolution regarding excessive telephone rates was brought in by J. B. Macdonald, on behalf of the Pictou Board.

"Resolved, that in the opinion of this Maritime Board of Trade the telephone rates in the Provinces of Nova Scotia and New Brunswick and Prince Edward Island are unreasonably high, and that in some sections it is believed that discrimination in rates exists; and that the secretary or executive of this Board be requested to ask that the Public Utilities Commission give early and exhaustive enquiry into the whole matter of telephone extensions and tolls in so far as the Maritime Provinces are concerned."

Mr. Johnson told of his experience in Halifax where similar difficulties in telephone charges had been encountered. He pointed out that the Government was now considering some redress with the companies. He believed passing the resolution would strengthen the hands of the Government.

Mr. Edgett, of Moncton, in seconding the resolution, mentioned similar troubles all over the Provinces.

Mr. Macdonald agreed to make it general. It was adopted.

Ice-Breakers for Winter.

A. Jno. McFayden, of Alberton, P.E.I. dealt with the question of ice-breakers for winter service and brought in a resolution.

Two boats were necessary for ice-breaking. Now a new route was suggested, while on the other hand there were reports that one of the ice-breaking steamers was to be withdrawn. He praised the local steamship service, but it was inadequate to carry produce quickly enough in the fall. There was great loss in the products which it was impossible to ship early.

He believed the Summerside winter service had been fairly successful and he did not see why more ice-breakers were not provided. He made a strong plea for at least two or three ice-breakers.

The tunnel was the only question upon which all could agree and he favored it above all others.

He believed they would get the tunnel and it would be found that the Government would find it to their profit to



CHAS. M. CREED,

Of Halifax, The Wide-Awake Permanent Secretary of The Board.

build this tunnel. Senator Ross had said that the Fathers of Confederation did not know what they were talking about.

These men were all clever and he believed that when at a time when airships were a poet's dream, and ice-breakers were not heard of, the men who promised communication continuously did so because they believed a tunnel would be the only solution.

J. A. Johnson, of Halifax, seconded the resolution and spoke in favor of a tunnel. He said if he were a native of the Island, he would never let up until it were accomplished. Just think of the fine tunnels that were built in all parts of the world. Those who claimed the tunnel would never be built were living in the past. It was only nine miles to New Brunswick and a tunnel was quite a probability. A resolution was passed as follows:

"Whereas, the construction of a third steamer for the winter service in the straits of Northumberland was the result of long and energetic agitation for improvement in that service, wherein it was shown that two boats were absolutely necessary on the eastern route, and one on the western to do experimental and testing of new routes.

"Resolved, that the Dominion Government be requested to leave the three ice-breakers in comission in the above service until the several routes are thoroughly tested."

A Resolution Lost.

Mr. McFayden also brought on a resolution as follows, which was lost by a small vote:

"Whereas, the passing of vessels through the Intercolonial Railway bridge at Grand Narrows, Cape Breton, entails great risk, a number of disasters having already resulted;

"Resolved, that the Dominion Government be requested to provide such aid as will enable vessels to pass in safety."

Steamship Subsidies.

Mr. Tidmarsh brought up a resolution regarding new steamship subsidies as follows:

"Resolved, that the subsidy now granted to the Black Diamond Line be withdrawn therefrom and that the same be applied, together with such additional sum as may be necessary, to subsidize a steamer to ply between Chatham, New Brunswick; Summerside and Charlottetown, P.E.I.; Sydney, C. B. and Port au Basque, Newfoundland, and to increase the subsidy paid to the S.S. "Lady Sybil" for the service between Pictou, Souris and Magdalen Islands, so as to enable Charlottetown to be included as a port of call."

He made an able speech in defence of the motion. It was seconded by Donald Nicholson and carried.

For Harbor Improvement.

The Port Hood Board voiced by D. F. McLean brought up the question of harbor improvement. He moved the following resolution, seconded by Senator Ross:

"Resolution of the Maritime Board of Trade re closing of Northern entrance of Port Hood Harbor:

"Whereas, the Maritime Board of Trade now in annual session at Charlottetown, Prince Edward Island, have had under consideration a resolution of the Port Hood Board of Trade respecting the closing of the northern entrance of Port Hood harbor in the Province of Nova Scotia and a resolution of the Council of the Halifax Board of Trade endorsing the first named resolution, copies of which resolutions are herewith annexed.

"Therefore resolved that this Board concur in the resolutions named herein and view of the national character of the undertaking urge upon the Federal Government the desirability of completing the work with the utmost despatch and respectfully recommend that the remainder thereof be placed under contract

in order to ensure its completion within a specified time.

The resolutions referred to in the body of the motion were passed by the Port Hood Board asking the Government to restore the harbor.

Want Reduction of Rates.

Mr. McLean also dealt with the transportation over the Inverness Railway and said a general reduction in rates was most desirable.

He suggested that the matter should be submitted to the Governor-in-Council of the Province of Nova Scotia and to have these lines adopt uniform freight rates as were in vogue elsewhere.

The president thought the subject local and could be dealt with by the Railway Commission.

Mr. McLean said he had tried that, but wished to submit this resolution which he thought would help. It was seconded by D. A. Morrison and adopted as follows:

"Resolved, that whereas the freight rates over the branch lines of the Intercolonial Railway have not been adjusted by the Board of Railway Commissioners for Canada. And whereas the local rate added to freights over the I.C.R. makes cost of transportation excessive. Such local freight rates being out of all proportion as compared with charges for carriage elsewhere, so far as through rates are concerned. And whereas it is desirable that a through freight classification over said branch lines of railways be adopted by which a proportionate reduction of the cost of transportation in such cases be borne by said branch railways. Therefore resolved that the Maritime Board of Trade now in annual session urge upon the Board of Railway Commissioners aforesaid to take such steps as will lead to a readjustment of the freight tariff in this connection.

"Resolved, that certified copies of the resolution passed respecting the closing of the northern entrance to Port Hood harbor be sent by the secretary to Hon. Dr. Pugsley, Minister of Public Works, to Hon. W. S. Fielding, Minister of Finance, and to Dr. A. W. Chisholm, M.P. for Inverness at Margaree, C.B.

"Resolved, that a certified copy of the resolution respecting local freight rates on branch lines of the Intercolonial Railway be sent to the chairman of the Board of Railway Commissioners, Ottawa."

It was decided to revise the resolution and bring it on more generally.

Biggest of all Subjects.

Mr. Edgett then brought up on behalf of Moncton Board the subject of Maritime Union. He read his remarks and mentioned the reason that the subject was so large that he did not wish to wander. He cited many occasions where union had been advocated and supported strongly Maritime Union. He went into the resources of the Provinces, the extensive territory and the population. The population of 900,000 was not as great as it ought to be and as it would have been had young people not departed to various parts, including the west now, and formerly to the United States. He spoke of the decreasing representation in the Federal House. What would help the situation ,would be united effort in developing natural resources. The people of the respective Provinces were similar in origin, habit and education. They should be united.

He claimed that the Eastern Provinces were neglected by the Government at Ottawa. Political union would be a great promoter of dignity and strength. He thought the difficulties of union were not unsurmountable.

He introduced the following:

"Resolved, that the present time is opportune for the union of Nova Scotia, New Brunswick and Prince Edward Island into one Province." This was seconded by D. A. Morrison.

The Pulp-Wood Problem.

The evening session was opened by A. M. Bell, proposing a reaffirmation of the resolution re the prohibition of exporting pulp-wood to United States. It was seconded by Mr. Ferguson and adopted.

Mr. Oak, of Chatham, was called upon by the president. He gave a very interesting and detailed description of how pulp was made, and ultimately how paper itself was produced. He pointed out that the great commercial product to-day was news paper, or as paper makers called it, just "news." He told the capacity of various paper mills and what machinery was necessary for manufacturing paper. He stated that he was connected with the International Paper Co. of United States and Canada. He wished to discuss the question as a native of New Brunswick, where his money and interests were involved. He mentioned that it was only about twenty years since pulp became so necessary. It was a simple wasp's nest that originated the idea that paper could be made from wood.

The art of making paper had so developed, and the demand had so increased that mills were constantly changing.

He gave an interesting resume of the history of paper making. He contrasted the work of the saw mill man and the pulp-maker.

Mr. Oak was heard with great interest and he showed a mastery of pulp-wood growing and cutting that was most inspiring to the delegates.

He showed a small strip of material which resembled silk, and he passed it around for the instruction of the audience. He said that every fibre of it was made from spruce. He went on to say that he had seen some of the finest tapestries he ever looked upon, made from spruce pulp. He admitted that in the States they had not enough spruce or other wood to keep their mills going. Therefore they had to come to Canada or other foreign countries in order to get pulp-wood. Almost any wood could be used to-day. He named over all the different woods, including bamboo, corn stalks, sugar cane, cotton stalk, etc. He felt that resolutions like the one reaffirmed would do more injury to the Province of New Brunswick or any other Province, than it would do good.

The coercion of American capital to Canada for pulp wood as he assumed the resolution meant, would only lead to retaliation on some vital material. He cited the new American tariff and warned the Board against injudicious motions. He pointed out that power for pulp mills was rare,—that water power was rarely strong enough to produce a thirty-six hundred horse power force which was the only strength that would run two grinders for grinding of wood.

About three million tons of paper of all kinds was produced yearly

To use flax there was a difficulty in eliminating the seed. Flax, if the elimination idea could be developed, could be used to make paper to a very large amount.

Forest products in the States were being wasted yearly to the amount equivalent to two million tons of paper.

The reason that bamboo, corn-stalk, sugar-cane, etc., were not used was because of the extra cost. The best pulp-wood must float. Hardwoods were difficult to mix with soft woods, but they always cost more. His mill was making about three million tons of paper. The theory now was to make the paper thinner and better. He believed it was better to make it thicker and cheaper as publishers liked it better.

He again warned them against encouraging rabid legislation, because it was sure to cause the American paper-makers to use other materials than New Brunswick pulp wood. Great applause greeted Mr. Oak.

From a Lumberman's Standpoint.

Mr. Snowball, who is a lumberman, again vacated the chair and again called upon Mr. Paton to preside.

He complimented Mr. Oak upon his eloquence and plausible argument. He could not help but think that he had defended his wish so well that it led to the thought that there was something glossed over that should be said in favor of the resolution.

He showed how much the big pulp mills and rossing mills were doing in Chatham. He admitted that there was a good deal in what he said in that millmen should be compelled to give more attention to their work. He believed the lumberman was paying more attention to his work from the standpoint of getting more out of logs. He described how their own mills saved a great deal more to-day on their sawing than formerly.

The International Paper Co. had about 30,000 miles of land. It seemed obvious to him that any company with such vast interests would be willing to come to their own rescue by making paper in Canada, provided the legislation regarding the export of pulp was made sufficiently drastic.

He believed that in the Province of Quebec there were good water powers and plenty of wood. We, therefore, in Canada should have all the industries we could possibly get. Unless legislation was enacted, we would never get the proper industries. Workmen would come where they could get yearly regular employment. The industries of the Province were wrapped up in iron, coal and wood and in a few years the Provinces would cease to be, if the natural resources were frittered away by big companies of United States and other countries.

In Gloucester County he believed they could have iron manufactories that would be important and useful. We should encourage all our young men to remain at home and manufacture for the needs of the people. The Maritime Provinces should take advantage of the new G.T.P. and start factories all along the line and supply the wants of the new peoples of the Northwest.

Referring to the paper question, he said we ought not to be afraid of threats to double tariff or any retaliatory measure. We should be able to make them and their industries Canadian, instead of them making us and our products, American. (Great applause.)

Mr. Oak replied briefly stating that from seventy to eighty million feet of lumber came from Maine to St. John, N.B., where it was manufactured and sent back free of duty.

Now in the case of the International Paper Co., they make large portions of their goods in Canada; the other portions were made in the States. When the tide turns a little why should exactions be placed upon them for the balance of a period of their lease, nine years as the resolution suggests. He pleaded for no new action until their tweny-five year leases had expired.

Mr. Johnson told of how the forests of Nova Scotia were being looked after. He would favor carrying out the resolution and the fact of the American threat would make him believe in giving them a taste of what we gave Germany. They were not nervous about any American capital being kept out of Canada. John Bull was still ready with plenty of money. Canada should look after her own interests.

Senator Ross said that the United States tariff showed they were extremely selfish. We were in the happy condition of not caring much about them. The Americans liked Canada partly because of the good laws as well as for the splendid chances.

Canada could live without them as well as they could live without us.

Government Fruit Farm.

A. S. Burgess submitted the following resolution which was seconded by Mr. Johnson and carried as follows:

"Whereas the Federal Government has approved the principle of establishing experimental fruit farm, and whereas it is in the interests of fruit-farming in the Maritime Provinces, therefore that such be established without delay. Resolved, that this Board press upon the Federal Government the importance of establishing such a farm as quickly as possible."

At Chatham, N.B., Next Year.

A resolution was then moved by D. F. McLean and seconded by Mr. Johnson that Chatham, N.B., be chosen as the next place of meeting. It was carried unanimously. Mr. Snowball thanked the Board on behalf of the Chatham Board of which he was the president. He promised a welcome in Chatham.

Maritime Union Debate Resumed.

The discussion upon Maritime Union was then taken up, the debate being led by Mr. Johnson, of Halifax. He pointed out that any man born and brought up in Nova Scotia, would be opposed to Maritime Union. Nova Scotia would have nothing to gain. She had more resources than the two other Provinces combined. She had made great strides. Her people were wealthy. They were getting more so all the time. In educational matters they had surpassed all other provinces and all modern advantages in technology, universities and agriculture were in vogue in Nova Scotia. Those who remembered Acadia would recall that New Brunswick was once included in Nova Scotia. Any Nova Scotian worthy of the name, would never dream of bartering away its name or its traditions.



D. F. McLEAN,

The Port Hood, N.S. Representative.

Nova Scotia was in his opinion the most intensely Canadian of all the Provinces. He believed when the nation became great the identity of the Provinces would be the strength of the whole country. This was one of the reasons why United States had succeeded as a nation.

He cited little Rhode Island as an example, where their representative swayed the United States Senate.

To combine the Provinces would weaken the whole.

All through history nations of any import had to have coast line. The Maritime Provinces were the best part of Canada. Halifax was the Imperial port of Canada. It was the only one open every day of the year. Where would Canada put her navy?

Not in St. John—too small—too much tide. Not at Quebec—because it was sealed up six months of the year.

Halifax was destined to be a great city. It would be the greatest port in Canada.

Talking of great men, Nova Scotia had produced them. Who was a greater man than Joe Howe? (Applause.) He foresaw the C.P.R. He was a prophet.

Sir Chas. Tupper was mentioned as another of the great men. Nova Scotians were all broad-minded and each individual was proud of the grandest Province in the Dominion. The only way amalgamation could be brought about would be by Nova Scotia absorbing the two other Provinces and retaining her name.

The Opposite Side.

Senator Ross spoke, differing with Mr. Johnson, using church unions as an illustration of strength. He thought committees should be appointed and these should work with their respective Provinces and report back. He favored Nova Scotia because she had representative government fifty years fully before the other Provinces. It would take years to accomplish the union and Nova Scotia was stronger than either of the other two.

D. A. Morrison referred to some remarks of Mr. Johnson. He felt that his references to St. John were not complimentary. He had lived for some years in Nova Scotia, but had been formerly in St. John. His loyalty was unquestioned. He believed no Province would object to the name mentioned—Acadia. As to our influence dwindling, he was sure that with the great west going ahead as it was, it was common sense to say that in a few years the Provinces united would not have three members in the Federal Cabinet.

In the Preliminary Stage.

Mr. Hawke pointed out that the question was as yet merely academic. The press of Ontario had frequently discussed Maritime union. There were many difficulties. He symphthized with some of these named by Mr. Johnson. Municipal conditions were all different in the east from those in the west, or at least in Ontario. He compared these two sections of the Dominion. He dealt with the financial side of the union. He believed there were no financial advantages. If the union had any merit it would be in its greater strength as compared with greater Canada. He was

sure that if the provinces were united they would have great influence in the Dominion Parliament.

Nova Scotia should not under-estimate the lumber resources of New Brunswick. He referred to the immense iron ore resources. He had heard of some resources just discovered near Moncton in connection with natural gas, which would revolutionize all industries. Shale was discovered in New Brunswick. He compared the resources of Nova Scotia and those of New Brunswick.

He believed there was only one harbor in the world which surpassed that of Halifax, namely, that of Plymouth, England. If, however, Halifax had shown the pluck in expenditure that St. John had shown, she would be in a better position to-day. It was only union that would make them strong. The provinces, he believed, were coming into their own, and that new life was certainly beginning. They stood to profit more by the G.T.P. than even Ontario or western Quebec. (Applause.)

D. F. McLean spoke on the potentialities of the Provinces. It was all a question of "Would union pay?" A committee should be appointed to look into the matter. There was community of interest, and as to where the capital should be was not a part of this question. It should be discussed in its broadest sense.

Mr. Payzant, of Halifax, spoke in glowing terms of Nova Scotia. Yet he was broad enough to give credit to all others. It might be possible that benefit might be awaiting Nova Scotia if she joined with the other Provinces, just as there was benefit awaiting her when she joined Confederation. He would not vote against the resolution.

SECOND DAY SESSION.

Promptly at nine Thursday morning the convention resumed business. Before resuming the debate on Maritime Union, the president named the following committee to select officers for the ensuing year:—D. F. McLean, A. M. Bell, A. J. McFayden, W. F. Tidmarsh, J. Paton, A. Williams and J. L. Steward.

H. Logan, of Amherst, led the debate He did not like the idea of reflecting upon any of the other provinces by any one.

While sitting in parliament, he had seen the influence of the Maritime Provinces fading. He saw the Western Provinces dominating on representation. He contrasted the west with the east, and the peculiarities of each. There was no union of the members in the provinces. Their rooms are known in parliament as three distinct camps.

There was never any union on any subject. So much petty jealousy exists that the western people look upon the maritime differences as mostly petty port difficulties between St. John and Halifax.

He was not always in favor of Maritime Union, but he had become converted. He believed that Joseph Howe advocated union. He saw the petty jealousies that would arise. Forty-five years had passed since that big meeting was held in Charlottetown, when Joseph Howe spoke in favor of Maritime Union.

The provinces were now discussing the same thing.

Why should it be necessary to have three governments controlling the three small provinces? He felt union would mean larger men, larger issues, greater minds and an independent self reliance. He knew that great men had been sent to Ottawa from the east. These men held the key to the situation, which has now gone west. Union would give strength in the National Council. He did not believe union would reduce the cabinet representation.

The provinces need not worry over that anyway. Representatives would be strong anyway. He then read a few notes which he had prepared on the subject of union. It had been estimated that union would save at least one hundred and fifty thousand dollars. What would that amount mean in developing the various resources of the three provinces?

He believed New Brunswick would shortly run Nova Scotia a close race for supremacy in natural resources development. He felt that the provinces could stand with one Lieut-Governor. There were no differences of race or religion to any marked extent. Lawyers were not allowed to practise in one province who had graduated in another.

Doctors were similarly hampered. Union would bring about a common judiciary. Union would mean better credit in the money market. Public works would be undertaken that now could not be touched. Legislation would be better and everything would be better.

The people of Nova Scotia are about as familiar with members of Parliament in New Brunswick or the Island as they were with Manitoba or British Columbia members.

Interests of P. E. Island.

The feeling of unity and power would stimulate trade and prosperity.

He discussed the probabilities of a capital, but said that was not the question. Union was the dominant note. The Dominion was bound for instance to look after communication with the Island. Confederation must be rounded out. Prince Edward Island had been playing a lone hand. Only four members went to Ottawa. He believed Prince Edward could win her tunnel if Maritime Union were accomplished, when she would have the two big sister provinces at her back. (Applause.)

Maritime Union would be welcomed all over Canada. One of the first questions would be to have readjusted the subsidies to the provinces. Union would give occasion to make the demand that representation should never be decreased, no matter what the Dominion population might be. (Applause.)

Minor matters could be easily fixed. The local houses were over represented. The salaries now paid could be re-arranged and the objections submitted could be easily overcome.

He then referred to the great difficulties of confederation and felt that if our forefathers had overcome the mountains then surely our obstacles were merely mole-hills. We should not be prone to say, "It will never come." He believed it would come, and the east would stand out as an independent, relevant, powerful body. (Applause.)

The only single force that would bring him back to public life agair would be to work for this one ideal—the union of these three magnificient provinces. (Great applause.)

Senator Ross took the speaker to task for "sneezing" remarks made regarding the Legislative Council of Nova Scotia. He paid a great tribute to Joseph Howe.

He cited one of Joseph Howe's speeches, re the Legislative Council, which was opened by himself. Howe reformed matters by perpetuating the Legislative Council. He believed that the Province of Ontario admitted the mistake in abolishing the Legislative Council.

A. M. Bell referred to Newfoundland, and how that island failed to come into Confederation owing to a financial matter. He felt that the Maritimers should try to get Newfoundland to join with them in the union, and thus round out a perfect confederation.

Maritime Union Endorsed

Mr. Edgett's motion in favor of Maritime union was then put and carried by a fine majority. A resolution moved by Senator Ross, and seconded by Hance Logan, was carried as follows:—

"Wheras this Maritime Board of Trade has declared in favor of Maritime Union;

"Therefore, resolved, that the Government of each of these Provinces be requested to nominate a committee of three from P.E.I., five from New Brunswick and five from Nova Scotia, to consider the conditions on which said union could be consummated, and report to their respective Governments."

Mr. Wasburton announced that if any man seeking election were to go to his constituents on the platform of Maritime Union, he would not save his deposit He referred to the Island peculiarities, but would not oppose the resolutions.

He supported Mr. Bell's idea, re Newfoundland.

Mr. McFayden on behalf of the Island, said he would be inclined to vote for the resolution, re union.

J. Paton voted against the motion regarding union. Prince Edward Island was the richest Province in the Dominion in proportion to the population. There were ten millions of money in the banks. The people were the best. Their public men were all capable. The climate is unsurpassed. There were no people who got so little out of confederation as the Islanders. He believed they would be better off, if the Islanders had

(Continued on page 57.)

Maritime Union: What its Effect Would be on Trade

Benefits That Should Accrue Were There a Common Parliament — Healthier Political Atmosphere Predicted and no Excessive Legislation—Would Forget Sectional Jealousies — Restoration of Confidence—Prince Edward Island's Relation to the Others—The Question of Terms.

By Reginald V. Harris.

During the last five years, the subject of the union of the three Maritime Provinces of Nova Scotia, New Brunswick and Prince Edward Island, has been so frequently mentioned that it looks as if it had come to stay. Probably the beginning in recent years was the discussion of the matter by the Maritime Board of Trade at Charlottetown on August 20th, 1903, although no action was taken, and the subject was deferred for future consideration.

Probably the next discussion took place at Yarmouth in August, 1905, when the Maritime Board of Trade unanimously passed a resolution to the effect that the time had arrived for the union of the three provinces.

At the meeting of the board at Amherst in the following year the subject was again discussed and the resolution reaffirmed.

The question has been the subject of debate in the debating and literary societies of leading educational institutions of the province on at least two occasions in recent years, and prominent gentlemen from Montreal, Toronto and Ottawa, addressing the Canadian Clubs and educational societies in our principal towns, have repeatedly urged political union as an absolute necessity and their advocacy everywhere has met with general approval.

All these public references have resulted in journalistic comment, and, generally, in editorial commendation.

Probably the last public reference to the union was that of the Hon. J. Douglas Hazen, the Premier of New Brunswick. Speaking in August, 1908, at the ceremonies in connection with the celebration of the one hundred and fiftieth anniversary of the establishment of representative government in Nova Scotia, he said:

"In the march of progress, the Maritime Provinces must not stand still. Nearly a century and a quarter have passed since New Brunswick parted company from Nova Scotia and set up housekeeping for itself. It has advanced as Nova Scotia has, but would not the advance in both provinces be more rapid and the progress greater if, in the councils of the Dominion, the Lower Provinces could speak as one province and with one united voice? With the rapidly increasing population of the western provinces, the representations of Nova Scotia, New Brunswick and Prince Edward Island in the Federal Parliament will be reduced to an extent that we cannot at present estimate and we will not be worthy of those who have gone before us and who have laid broad and deep the foundations of Canada's greatness unless we sink all our political differences and demand with one voice that a limit shall be fixed beyond which there shall be no further decrease in our representation. Would not that demand be more powerful and attract more attention if made by a United Acadia?"—a statement which was received with significant applause.

The Situation Explained.

What is the situation in the Maritime Provinces? Here are the facts: The area is 50,000 square miles—an area which cannot be increased by extension of boundaries as in the case of every other province of Canada, and which is only two-thirds of the present area of Manitoba, the next smallest province in the Dominion.

The resources of the provinces are the shipping, fisheries, lumbering, mining, and agriculture, and all are capable of extensive development. Our mercantile marine of forty and fifty years ago is only a memory.

Turning to the population, the situation may be indicated by stating that it has been estimated, and I believe accurately, that if the population of the Maritime Provinces had increased since 1881 at the same rate as the rest of Canada has increased, we would now have a population in these provinces of about 1,200,000, instead of say 900,000; that is, we have lost 300,000 people or one-quarter of our population. At first this exodus was to the New England States; now it is principally to the Canadian west.

Think what 300,000 people would mean to these provinces; imagine a city the size of Toronto in our midst; or imagine six centres the size of St. John or Halifax; 300,000 is three times the present population of Prince Edward Island. What a market there would be for our farmers right here in these provinces!

Throughout the Maritime Provinces the inroad on our young manhood made by the harvest excursions advertised and carried out on behalf of western Canada, is a reason for meditation. The very flower of our people, attracted by the cheap fares, go west for the harvest and not half of them come back when it is over. Their going is just that much loss to these provinces and the development of these provinces.

Our representation depends on the number of our people; to-day the number of representatives from these provinces in the House of Commons is 35; the number of representatives from the west (British Columbia and Yukon, Alberta, Saskatchewan and Manitoba) is 35; in 1895, the representation was 39 for these provinces and 15 for the west. If in the short space of thirteen years the Maritime Provinces have lost four members, and the west has gained twenty, what may we expect at the end of the next thirteen years, if a united effort is not made?

Value of United Effort.

Now what would keep our population in these provinces? Development of our resources. What would bring back our wandering sons? Development of our resources. What would bring immigration to these provinces? Development of our resources. "In the march of progress, the Maritime Provinces must not stand still." Our resources need development and need it badly—development of our fields, forests and mines; agriculture, manufactures, industries, commerce. A united effort would stimulate development and such an effort cannot be made while separated. I believe that political union would greatly stimulate the development of all the resources of these provinces.

Let us examine the proposal a little further. Our interests, it is unnecessary to say, are identical. We have no diversity of nationality. No marked peculiarities or differences in our institutions and laws. No recognition of particular religious institutions. The laws of all and the institutions of all are English and very similar; our interests

A TIGHT LITTLE ISLAND.

Prince Edward Island is the smallest and most densely populated of all the provinces of Canada. Its area is only 2,184 square miles, while its population, in 1901, amounted to 103,250.

It is supposed to have been sighted by Sebastian Cabot in 1497. Later it was included in the territory of New France, and finally annexed to Great Britain in 1763. In 1873 it was admitted into the Dominion.

The unusual fertility of the soil has rendered agriculture the chief industry. After the field crops, dairy products yield the largest income, and next, the fisheries. Manufactures also are gaining a headway.

The leading city is Charlottetown, the capital. Compulsory education has created a high standard of intelligence on the island.

lie in our maritime commerce, our mines, our manufacturing, our fisheries, and in our agriculture. And it seems to me that these interests are sufficiently identical to justify the taking of some steps towards union. Union would mean better provincial credit in the money markets of the world; it would mean that our public revenues would go farther and do more than at present; it would mean that public works of importance could be undertaken which cannot now be considered; the substitution of one legislature for the three existing legislatures alone would result in an annual saving to the people of these provinces of about $150,000; the Governmental methods and administrative systems and policies throughout the new province would become uniform, particularly with regard to the judiciary, agriculture, immigration, education, railways, taxation, crown lands, mining and other matters. All general legislation would be uniform; excessive legislation would not occur; the policy of the party in power would have better criticism because it would have the criticism of the legislators of three provinces; the legislation would be better legislation; the political atmosphere would be healthier; we should all know the public men of one section of the province in every other section; the Maritime Provinces need the advantage of a larger field. The thoughts of our public men would be larger thoughts. With the union would come the obliteration of local and sectional jealousies and the elimination of petty discords and the weakening of irritating influences.

This is merely a recital or enumeration of several arguments, each of which might be elaborated, but let us turn for a moment to the first argument advanced —that union of the three provinces would result in their further development.

Future Development.

The people of these provinces, it is said, lack "commercial courage." The feeling of unity should assist in restoring "commercial confidence." A united effort would stimulate development and such an effort cannot be made while separated. The Dominion Government almost ignores these provinces, the west gets whatever it asks for; no portion whatever of the immense immigration into Canada finds its resting place within the Maritime Provinces.

A considerable portion of the revenue contributed by the provinces is expended in bonusing and advertising the western end of the Dominion, which constantly drains the Maritime Provinces of many of their best people—thus with the expenditure of their own money, the younger generation on whom the development of these provinces must depend, is induced to follow the immigrants westward.

I believe that political union would greatly stimulate the development of the resources of the province. I believe that thereby their commercial status would be elevated. Being more prosperous as a community, they would attract more settlers, retain their population and hold their own. They would become of more importance in the eyes of the nation; they would not be ignored; their resources would be investigated and developed and that is what they need.

Union, I believe, would bring this about. It certainly could not result in anything else but a united effort towards greater development.

Union would give each province an interest in the resources, development and prosperity of the other two. Prince Edward Island would benefit by its joint interest with the other two provinces, in the mineral wealth of Nova Scotia and the forest wealth of New Brunswick. Similarly the agricultural possibilities and development of Prince Edward Island would be shared by the people of Nova Scotia and New Brunswick to the mutual advantage and bentfit of all. The development of export shipping, or shipbuilding, or fisheries, or other maritime industries by any section of the three provinces would undoubtedly benefit other sections of the provinces. And so, with immigration, manufacturing and other matters. It would be one for all, and all for one.

The External Influence.

Turning from the arguments in favor of union from the standpoint of internal affairs to those from the standpoint of external relations, the chief argument which will occur to the reader is the larger influence which we would exercise in federal affairs as a result of consolidation. Increased power and might would be given to the Maraitime Provinces; their position would be elevated; their influence would be felt because they would be united. They should exert a larger influence upon national life. They would be of more bulk and importance, able to vie with their inland sister provinces. Looking at this from the point of view of a citizen of eastern Canada, this would counterbalance to some extent the preponderant increasing influence of other provinces.

Then there is to be considered the practical result of such a change. I mean the strengthening of the present bond of feeling and interest between eastern Canada and the rest of the provinces. A great and powerful community, self reliant, independent, progressive, established in this part of the Dominion would be a means of strengthening and perpetuating the bonds of national interest. There would be a fuller national life, a widening of national thought, a reciprocity of rights and obligations and a feeling of increased national strength.

The Question of Terms.

An examination of the arguments against the union, advanced by opponents, when examined, will be found to be derived from anxiety over possible terms of union. Where will the capital be? How many representatives will Prince Edward Island have in the new Legislature? How many will Nova Scotia have? How many will New Brnnswick have? What will the sessional indemnity be? And perhaps many other details.

This problem of "terms" can and will be solved. If the discordant interests of the old American colonies could be harmonized into a united nation, if the states of the German Empire, with all their divergent interests and discordant sentiments could be welded into a united power and become so strong as in the opinion of many to be a menace to the ascendancy of Great Britain, if these Canadian provinces from Atlantic to Pacific can be made one united nation, why do you say that the union of the Maritime Provinces is impossible and impracticable?

In conclusion, I ask, why should we remain separated? Is this policy of separation in the best interests of these provinces? There is a vast difference between the separation that is weakness and the union that is strength. These provinces have problems of their own, and they need not look for counsel or assistance in solving them to their inland sister provinces. They must solve them themselves, and they can do that best united. If not union, what? It is time to forget all sectional jealousies and petty discords and get into line; unite and work.

POTATOES FROM NOVA SCOTIA.

They Find Favor in the Eyes of Cuba Importers.

"Canadian grown potatoes are in high favor in Cuba and command a steady market," says E. S. Kirkpatrick, Canadian trade commissioner at Havana.

"The bulk of Canadian potatoes come from Nova Scotia, chiefly by steamer, although a few schooners bring cargoes here in the fall. During the fall months double the quantity of potatoes are imported than at other times, as this is the planting season and all seed is imported. The island is said to grow 150,000 barrels a year and would grow many more but for the fact that other crops yield better returns. The native grown potato, while of a good quality, is quite small. As it is new in the spring their is a good demand at home for it and practically none are exported. As the new potatoes mature, beginning in the Southern States and working north, they are shipped here until the maritime provinces are reached and from that time for the rest of the season Canadian potatoes control the market.

"The standard net weight of a barrel of potatoes in this market is 165 lbs. and all shipments must be made in good barrels to be acceptable. It is of the utmost importance that a good quality of potatoes be shipped, for poor potatoes will not be accepted excepting at a big discount.

"It must be understood that any inferior products or manufactures shipped to any country affect the whole home market in that country, while on the other hand any class of goods exceptionally good. benefits, indirectly, all."

Victoria Grocers Honor the Goddess of Pleasure

Lay Aside Their Business Cares to Enjoy a Picnic Day at Sidney — Wholesalers, Retailers and Travelers Join in the Fun—Skillful Baseball Games and Fast Bicycle Races—Members of the Trade Can Run the Turf as Well as Grocery Stores.

Victoria, Aug. 23.—When a committee of wholesale and retail grocers met and arranged to organize for a big picnic, they knew the work before them and the need of plenty of energy, for there was not much more than two weeks before the selected day for the picnic—August 12th.

Suffice it to say, one and all did stick to it, with the result that a splendid programme of sports was arranged, and through the hearty response of the merchants approached, a grand list of prizes was awaiting the winners.

The Town of Sidney, B.C., was selected as the most suitable resort—about twenty miles by rail or road from Victoria. It was a pleasant jaunt by rail through pretty country, past numerous fruit orchards and comfortable-looking residences; then by Elk and Beaver lakes and on through the rich ranching country around a peninsula on to the sea shore.

As informed by megaphone by friend Devine, the picnic grounds were some 300 yards back and alongside the railway track, to which the majority at once proceeded, especially those with baskets.

Many feasted their eyes on the view from the wharf, of bits of islands scattered about the gulf, the Olympic range of snow-crested mountains limiting the scene to the right, and in the far front the colossal cone of solid snow of Mount Baker. This wharf is where on three days of the week, and on Sundays in the summer months, a small steamer makes a trip among our "Thousand Islands."

Among the visitors to the picnic were the mayor of Victoria and party, almost all the grocers, several of the wholesalers, and many traveling representatives of several leading manufacturing houses of Canada and the United States. Over 1,500 attended, and all enjoyed themselves immensely.

The sports were adjourned soon after mid-day for refreshments and then many returned to the terminus of the road from Victoria, near by the railway depot to await the arrival of the competitors in the bicycle race from Victoria to Sidney.

Gradually a big crowd collected and the committee had their work cut out to keep the centre of the roadway clear. The handicap event went to T. Peden, who covered the course in the fast time of 58 minutes; although Peden finished second to McKenzie, he made the best time over the course, as the latter had a two-minute handicap. B. Hancock, who was also a scratch man, finished a good third. The open bicycle race had a field of 14 starters, and was won by Sewell. Bob Peden was second, closely followed by Leo Sweeney. The open one mile foot race was won easily by Jack Sweeney, the J.B.A.A. runner, with Bendrodt, also a J.B.A.A. man, a good second, and Ira Brethour third.

After this race the crowd returned to the picnic grounds, and the rest of the programme of sports took place. The baseball game between the wholesale and retail grocers was played in the morning. The wholesalers tallied up a big score in the first few innings, but when White was put in the box for the retailers they could not locate the ball, and fanned wildly the air. The retailers began to crawl up in the last two innings. Had the game gone on longer they might have won out, but, it being a six-innings affair the wholesalers won with a score of 8 runs to 4.

A team from Weilers Bros. was listed to play against the Cloverdales, but did not appear. The Cloverdales then issued a challenge to play a picked team. The picked team was made up and gave them a good trimming by 15 runs to 3.

Another match was gotten up and played in the evening—North Ward intermediates against the local Sidney team. The Wards pounded the ball all over the lot, and the Sidney pitcher could not serve up the stuff to fool the Wards. He had a good wind-up, but pitched poor balls. The Wards were victorious by 16 runs to 3.

The voting contest for the most popular lady on the grounds was won by Miss Georgie Cavin.

Some fun was caused by the search for the mysterious Mr. Raffles. A local soap powder manufacturer advertised that Mr. Raffles would be present, and offered to give a ten dollar bill to whoever first discovered and challenged him, at the same time producing a wrap-



Committee in Charge of The Victoria, B.C., Retail Grocers' Picnic—The Central Figure of the Front Row With Legs Crossed and Hands Folded is President H. Kirkham.

per off a packet of the soap powder. Near the conclusion of the races Mr. Keiths caught the mysterious man, and got the ten dollars.

The sports were concluded about 5.30, when the first return train left for Victoria. Those who remained had supper, watched the baseball game, and otherwise enjoyed themselves until 8 p.m., when some took train and the others put in a good time in the hall at Sidney at the dance

Nothing but favorable remarks were heard of the train service. and the excellent way President H. Kirkham and the committee had handled the business details of the picnic and brought it to so great a success. The list of races, etc., with the winners, follows:

Some Proud Winners.

The race for grocers of over 200 lbs. created no small amount of amusement and many of the heavies were forced to weigh in on different occasions. This race was won by J. J. Jeffries—not the real Jim—with Bill Smith second and T. E. Plummer third.

The half-mile relay open was won by Winsby, Carne and Moore, with the three Sweeneys second, and Clare, McConnell, C. Baylis and L. Wille, third. The relay was a half mile measure with three men to each team.

100 yards for wholesale travelers—Won by Sou Moody; 2nd, S. H. DeCarteret; 3rd, C. Muir.

200 yards for retail drivers—Won by Art Dakers; 2nd, Gilmaster; 3rd, H. Abbott.

100 yards, open—Won by Sid Winsby; 2nd, F. Moore; 3rd, Jack Sweeney.

Wholesale grocers' employes' race—Won by L. M. O'Leary; 2nd, N. Croman; 3rd, J. Houston.

One mile, open—Won by Jack Sweeney, J.B.A.A.; 2nd, A. Bendrodt; 3rd, Brethour.

Sack race—Won by R. Watson; 2nd, Sid Humber; 3rd, Hand.

100 yards race for employers and managers—Won by J. C. Dodds; 2nd, H. Schoeder; 3rd, T. Bailey.

100 yards for wholesale managers and employers—Won by Brenchley; 2nd, Peden; 3rd, Davy Patterson.

Putting the shot—Won by A. Foster; 2nd, W. Peden.

Best baby boy at picnic—C. Peterson.

Best baby girl—Miss Aileen Adams.

Guessing contest. How many beans in jar? 2,112—Won by Mrs. Handley, who guessed 2,117; 2nd, Mrs. G. Gowen, who guessed 2,101; 3rd, Mrs. A. Lockley, who guessed 2,100; 4th, Mrs. W. B. Hall, who guessed 2,126.

Married ladies—Won by Mrs. A. Lockley; 2nd, Mrs. Hutchinson; 3rd, Mrs, Hasking.

Fat men's race, open—Won by Blair; 2nd, McBride; 3rd, J. J. Jeffries.

100 yards for grocery clerks—Won by F. Carne, Jr.; 2nd, Will Blake; 3rd, F. Fox.

Egg race for ladies—Won by Mrs. Laston; 2nd, Mrs. Hobb; 3rd, Mrs. A. Lockley.

Thousands Attend the Sarnia Grocers' Picnic

Lake Huron Park Attracts Large Throngs—Travelers Defeat Grocers in Ball Contest and Clerks are Winners in Tug of War —Fancy Races Run.

Sarnia, Aug. 24.—Grocers in the Huron capital are not averse to forsaking and forgetting their scales and counters and order-books for a day in the year, and hence when they hied themselves to Lake Huron Park last Wednesday, their pleasure was unrestrained. The day opened rather unfavorably, but after a few hours the rain disappeared and Providence during the remainder of the day smiled on the merry picnickers.

Some four thousand people were in attendance, which serves to illustrate the reputation of the Sarnia grocers.

As early as ten o'clock the people began crowding the street cars for the park, and from that hour almost incessantly throughout the day every car for the beach was crowded to its fullest capacity. Tallyhos and automobiles were also brought into commission to help convey the crowds, and the picnic was without doubt the best ever held under the auspices of the Sarnia grocers. Nearly one hundred commercial travelers were present, and helped to make the outing a success. The Sarnia Citizens' band and three Scotch pipers furnished music during the afternoon. In the evening the Alexandra orchestra supplied the music for dancing at the pavilion.

Among the prize winners were.—

Fowler's Canadian race—1, Mrs. A. Danby; 2, Mrs. I. Ellinor; 3, Mrs. O. Millikin; 4, Mrs. J. Winn.

Fat men's race—1, H. Lawson; 2, Baird and Campbell; 3, Hillier and Danby; 4, Horning and McAlpine.

Ladies' relay race—1, Lila Hayes, Ada McLellan; 2, Julia Hillier, Reta Hillier; 3, Maud Wise; Tena Buckle; 4, Minnie Graham, Arvilla Lusk.

Human wheelborrow race—1, O. Horning and McAlpine; 2, F. Swafford and Pearson; 3, Claxton and Foster; 4, Zinc and Baird.

Arm over shoulder race — 1, Lila Hayes, Ada McLellan; 2, Jennie Watson, Mrs. Jos. Wood; 3, Julia Hillier, Mrs. D. Dandy; 4, Maud Wise, Tena Buckle.

50 yard hop—1, C. Hoskins; 2, W. Baird; 3, H. Carleton; 4, S. Williams.

Red Rose Tea and Canada Spice Co.—1, Retta Hillier; 2, Stella Foster; 3, Ada McLellan; 4, Minnie Graham; 5, Lila Hayes; 6, Tena Buckle.

Oldest couple on grounds—1, James Cushen and wife, 160 years; 2, M. M. W. Proctor and wife, 149 years; 3, Thos. S. Smith and wife, 139 years.

They Played Ball Too.

No grocers' picnic would be a grocers' picnic without a baseball game, and the knights of the grip are usually the enemy. The Sarnia outing was no exception, and the brand of ball handed out to the crowd was certainly inspiring. In fact, some of the Detroit American leaguers were seen hovering around for pointers, and as for base running, they got the worth of their trip to Canada. The score was 27 to 20, on the right side of the fence, for the travelers. The line ups were:—

Grocers—McKeever, Zinc, Clark, Cornell, Galbraith, Mills, Williams, Winters and Campubell.

Travelers — Woods, Cowley, Pearson, Robinson, Lawson, Webb, Crawford, Horner, Markle.

Umpire—J. Williams.

The tug of war called forth some more fun and especially when the clerks trimmed the grocers. The teams were:—

Grocers—Jas Fraser, captain; W. C. Palmer, P. Clark, S. E. Cornell, J. Galbraith, J. D. Mills, M. Swafford, S. C. Williams, W. J. McIntyre and J. Ennis.

Clerks—F. Fessant, captain; J. Winters, Alf. Baxter, Roy Mills, Jas. Wilkinson, O. Jacklin, A. Turnbull, John Allen, Harry Coe, H. Doucher.

The Blue Ribbon Tea race was captured by Lila Hayes, Mrs. Ironside, Mrs. Hopkinson, Minnie Graham, Edna Millikin, and Mary Carter.

CALIFORNIA OLIVE ORCHARD.

It is said that the largest olive ranch in the world is located within twenty-five miles of Los Angeles, Cal. This orchard, situated at Sylmar, is ten times larger than the biggest olive ranch in Spain. There are over 120,000 olive-bearing trees, and they average fifty pounds of olives to the tree. The Sylmar ranch consists of 12,000 acres, and each acre contains 110 trees, which produce 2,000 gallons of olives each season. This quantity of fruit makes 250 gallons of pure olive oil—valued at $2 per gallon—thus equaling $500 per acre profit.

The olive wood is highly prized by cabinet makers, as it is very hard and takes a high polish. The Italians consider an olive orchard as a perpetual source of wealth, as the older it grows the more valuable it becomes. The trees are supposed to live about 4,000 years, under favorable conditions. There are some olive trees now on the Mount of Olives, in Palestine, which are computed to be not less than 3,000 years old.

The olive industry has been growing steadily in California since its first introduction by the early Spanish mission fathers.

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CANADIAN MARKET FEATURES.

Disappointment has come to British Columbia canners along with the salmon run. The catch is smaller than was anticipated and the probability is that sockeye salmon will be dearer than at first expected. The run was so short that the canners requested an extension of the close season from the government, which, it is reported, has not been granted. Packers and brokers seem to be at a loss just now to comprehend the exact situation and in some cases prices are withdrawn.

The egg market throughout the Dominion is high, due to scarcity of the fresh article. In Vancouver local fresh eggs have been selling wholesale at 41 cents with easterns up to 28 and 30 cents per dozen. Other places reflect similar conditions.

The flour market shows considerable change since the last report on account of the new wheat coming on. Declines are noticeable in Ontarios and an easier feeling pervades the whole Canadian market. In Winnipeg rolled oats have declined as well.

Since September is one of the big sugar months, the brisk demand anticipated together with the firmness in raws will have a tendency to keep prices firm, if not cause an actual advance.

A GREAT EASTERN PROBLEM.

Maritime Union was one of the vital questions that came before the annual convention of the Maritime Boards of Trade, held on Wednesday and Thursday of last week at Charlottetown, P.E.I., an entire report of which appears e'sewhere in this issue.

That the question was ably and intelligently debated is unquestionable, since the delegates to the convention comprised some of the best, broad-minded business men in the provinces bordering on the sea. Maritime Union has been before this body on previous occasions. It is a big problem and one that cannot be settled in a day. While some opposed any steps towards union, others were enthusiastic over the possible advantages that in their opinions would be derived if Nova Scotia, New Brunswick and Prince Edward Island were as one. The majority favored the project and a resolution passed requesting the governments of each province to appoint a delegation to go into the matter with a view to considering terms upon which union could be consummated.

The question, however, is a large one and we may not expect to hear of its disposal for some time to come.

The new president of the Maritime Board is W. B. Snowball, lumberman of Chatham, N.B., where next year the convention will be held.

DO ALL PAY DIVIDENDS?

As will be observed from the Brantford correspondence in this week's issue, the Co-operative News of that city—the organ of the Brantford Co-operative Society—takes The Canadian Grocer to task for referring to these societies and the dividends they are paying. The "News" points out that with the exception of Brantford, "every society in the co-operative union of Canada is paying a dividend on its members' purchases."

It might have appropriately added, "with the exception of those which have failed during the past six months."

The Grocer has before had occasion to point out some of these failures. We might call to mind the demises of the Dominion Co-operative Association, Toronto; the Toronto Co-operative Equitable Society; the Duck Lake Co-operative Association; the Workman's Co-operative Association, Sydney, C.B.; and a similar society at Hochelaga, Que.

Have these paid dividends, and if so who got the money? Undoubtedly it was not the purchasing members. Considering the comparatively small number of co-operative societies or associations in Canada, the failure of so many is significant.

Retail merchants are the back-bone of a community. It evolves on them to be among the first to set up a building in a new district, and they are there to the finish, if there should be one. They become necessities to the existence of the settler. In villages, towns and cities, the growth of the surrounding communities depends largely on the retail merchants. Their stores, including appearance, equipment, and operation methods, become the life of the place. If they are progressive, purchasing is done at home and the community is built up by the retention of its own money.

These merchants have always helped their own towns and people; and is it fair that any society or association should, by previously presenting alluring statements about dividends, lower prices, etc., seek to obtain stock-holders in order to undermine the stapleness of any community?

At any rate is not the Co-operative News, of Brantford, rather misleading, when it says that every society in Canada under the union is paying a dividend?

SYSTEM IN THE STORE.

There was never a business that amounted to anything that was not operated on the basis of system. System is the helm by which the course of every man's business is steered and the better the system the farther away the barque keeps from the storm-zone. It is just as necessary to the success of the small merchant as the large one. And yet how often does the former excuse his lack of system in organization on the ground that his trade is not extensive enough to warrant exacting business methods, says the Michigan Tradesman.

This brings to mind the old story of the merchant who, although possessing two windows to his store, neglected to use one as a means of display on the ground that the extent of his trade did not demand it. Needless to say, his trade never did.

Carelessness is an insidious foe that is always threatening a business man. It creeps into his books, into the disposal of his stock, into his salesmanship, into the very heart of his business, until one day he finds that the vitality of his enterprise has been sapped, his possibilities of growth ruined and his very existence threatened.

In this gradual way the introduction of system as applied to the whole organization can be brought about with the least amount of trouble, while the process will not appear half so complicated an ordeal. Once some degree of order has been evolved out of chaos, the merchant will preceive the undisguised blessing of system, and will not rest content until he has established a complete method. The great thing is to make a start, and the rest is not only easy, but a pleasure. No merchant should be deterred by the apparent difficulties of introducing system. It is never too late, never too early, for a merchant to set his house in order, for he is face to face with the inevitable fact that a business nowadays, to be successful, must be conducted with system.

Notes from the Maritime Provinces and Quebec

Shortage in Pork Supplies in the East—Flour Prices Decline —An Excellent Crop of Potatoes—Attempted Burglary of a Moncton Grocery Store.

ST. JOHN.

August 24.—The price of Manitoba flour dropped last week 40c a barrel. This, after the flour had reached the highest mark attained in years, is looked upon as a sudden and substantial drop. The general expectation had been that no change would probably take place till next month, when the fiscal year of the Manitoba milling companies closes. Some of the dealers say, however, that in view of the fact that Ontario flour has fallen off in price $1.05 within two or three weeks, the matter did not come as a complete sruprise. They are inclined to think that further reductions in price may be expected soon.

The latest reports from the country districts are that all crops, with the exception of hay, are in good condition. Hay this year is very light, being only about two-thirds of the average. The harvesting of barley, oats and wheat has been begun, but there has been little threshing done yet. Potatoes will be an abundant crop. Last week a carload of



Cut Showing the Building of Auld Bros., Wholesale Grocers, Charlottetown, P.E.I.

this year's crop was shipped from Fort Fairfield, Maine, just across the border from Carleton county. They were sent in crates, and the farmers received $2.75 per bushel for them.

Blueberries have been especially plentiful this season. There does not seem to be any great movement for exporting them this year, and they have been selling for 30c for a 12-quart pail. William C. Cross, of Hall & Fairweather, who returned last week from a business trip through the province, reported crops fine and the outlook for the coming winter looks good.

Contrary to the expectations of many of the shippers, the new United States tariff makes no change in the duty on potatoes. The rate remains at 25c a bushel.

Several meetings have been held lately to dicuss trade with Cuban ports, and it is probable that two steamship lines will provide a service from this port to Havana, cammencing about September 15th.

Pearl W. Jordan, J. E. Cowan, W. H. Turner, F. W. Parker and W. A. Ewing, of this city, have been incorporated as Coll's Soap, Limited, with a capital of $10,000, to carry on the business of manufacturing soap, soap powder and perfumery.

Leonard B. Knight, L. C. Prime. F. R. Taylor, St. John; Henry H. McCoin and Andrew D. McCoin, of Florenceville, have been incorporated as the McCoin, Prime Company, Limited, with a capital of $24,000, to carry on a general wholesale and retail trading business at Florenceville.

Great quantities of sardine herring have been caught lately in the harbor, and, owing to the warm weather, they could not be shipped to the canning factories, and were sold to the fertilizer factory, being taken away in scowload lots of about ten tons each.

An attempt was made to enter the grocery store of Kenneth Steeves, at Moncton, one night last week. It happened that Mr. Steeves had been working late that night and determined to sleep in the store. He was awakened by a noise at the front door and saw a man trying to chop his way into the shop. He made a dash for the door, but the would-be burglar escaped.

HALIFAX.

August 24.—Wholesale grocers report business fully up to the average for the season of the year. Collections in the western part of the province are good, and in the east they are fairly good. Most of the travelers now on the road are booking orders for the autumn trade in dried fruits, canned goods, etc.

There was an advance this week of ⅜c per pound in the price of lard. The stock of pork held in Halifax is low, and the dealers are not making any purchases at the present high prices. While sugar has advanced ten cents per hundred pounds in New York, the refinery here has not made any change in the price.

The first Nova Scotia apples of this season's crop are now on the market. They are Astrachans and are small, the quality being poor. They are selling at $2 and $2.50 per barrel. The commission men are preparing for a busy season, as from now on it is expected that the shipments will continue to increase largely.

Nova Scotia tomatoes are now coming on the market in large quantities, and the price during the past week showed a marked decline, There was a drop of four cents per pound. They are now selling at 60c for a 12-pound basket. The big drop in the price will have the effect of forcing the "American" tomatoes off the market.

Ontario fruit is now arriving in small quantities. The plums are small and of rather poor quality. The Nova Scotia crop of plums this year is expected to be good, and they will soon be on the market. Native cucumbers have arrived and they are selling at 30c per dozen.

High prices for pork and pork products continue, and a general shortage is reported all round. Newfoundland is a large consumer of pork and there is a marked falling off in the receipts this season. The imports at St. John's this year are about 4,000 barrels less than they were at this date last year. The reason for the decline is that the wholesale dealers are putting off purchasing as long as possible, expecting a drop in prices. The near approach of the fall trade will compel buying shortly. The stocks held in St. John at the present time are smaller than for many years. Many of the firms that were carrying hundreds of barrels last year at this season have not now a single barrel in stock. It is estimated that the purchases made for arrival are short about 4,000 barrels. The total shortage of stocks on hand and to arrive is about 1,000 barrels.

Review of Ontario Grocery Trade Happenings.

Brantford Co-operative News Talks About The Canadian Grocer—Travelers Welcomed Back to Bracebridge — President of London R. G. A. Favors Big Jo...s Picnic — Peterboro Grocers Display Fruit Jars.

BRANTFORD.

August 25.—There was a splendid market here on Saturday. The prices ranged as follows: Butter, 25c; eggs, 21c to 23c; chickens, 75c to $1; lamb, 13c to 15c per lb.; veal, 8c to 10c; ducks, $1 to $1.10 per pair; potatoes. 25c peck; cabbages, 40c per dozen; corn, 8c to 10c per dozen; tomatoes, 15c to 20c a basket; onions, beets and carrots, 2 for 5c; apples, 25c per basket.

Local merchants are troubled with spurious coins, particularly 25-cent pieces, which are in circulation here. The imitations are good, but are readily detected on account of their smoothness.

The grocers and butchers of the city held a picnic Wednesday afternoon, at Burt's grove, near Paris, where a fine programme of sports was indulged in, followed by the usual lunch.

G. N. Willits, the collector of the Merchants' Protective Association, is doing excellent service in his efforts thus far. Practically all of the retail merchants of the city are enlisted in the association, there being 120 members. The mer-

chants thus represented have outstanding accounts to the amount of $15,000, which have been placed in Mr. Willits' hands for collection. Since June, when the system was inaugurated here, he has succeeded in getting in $1,000 of these debts. The merchants are highly satisfied with the work which has been done and the prospects which the association offers. Moreover, Mr. Willits likes the outdoor work and is quite enthusiastic as regards the possibilities.

Lorne Willits has severed his connection with the Thomas Thompson & Co. grocery, Colborne Street, and has accepted a position as traveler with the E. W. Gillett Company, Ltd., Toronto.

The Brantford Co-operative News this month pays some attention to a recent editorial in The Canadian Grocer, on the co-operative question. The editorial in question referred to the failure of the local association to pay its first year's dividend. The News contends that with the exception of Brantford, "every society in the co-operative union of Canada is paying a dividend on its members' purchases." It points to this as an evidence that co-operation is succeeding in Canada, and concludes that Brantford must "wake up." Whatever may be the condition elsewhere, it cannot be denied that the local association did not pay its first year's dividend and has created no particular stir in local grocery circles. The trouble appears to be that the members are not loyal to the association. The News in its last issue thus lectures them: "Are you bringing in your friends as members or customers to the store? If not, why not? Why should you expect the board to do for you what you will not do for yourself? The success of the movement in Brantford depends upon your efforts. Don't forget. When we say you, we mean you, not the other fellow."

This is the holiday season for local grocers. Many are away from the city and consequently the trade is rather dull.

A society for the prevention of cruelty to animals has been organized here, in which connection some attention is to be paid to delivery horses. We are glad to say that few offenders will be found among the grocers, all of whom are most considerate in their treatment of their horses.

—

BRACEBRIDGE.

August 25.—The week just ended was a heavy one with fruit. Some lines were profitable, while others again brought a loss to the merchant, especially the early peaches, which arrived in bad condition.

We welcome the knights of the grip back again with their hearty hand-shake and familiar greeting. "Hello, Tom!" or "Hello, Bill!" is music to our ears. Some merchants, of course, would rather not have the travelers calling on them, but up north we are favored with the best men possible and are always glad to see them.

The Tatie and Herring Club gave a banquet on Wednesday last to W. S. Ferguson, C.A., on the eve of his approaching marriage. Mr. Ferguson until lately was bookkeeper for Hutchison Bros.

Hutchison Bros. are having the front of the store repainted. When done, the appearance will certainly be a credit to our busy Front Street.

Much regret is heard among the merchants on the sudden death of W. A. Gill, a hardware prince, of Pittsburg. His loss will be keenly felt among our own business men on account of the interest he took with us while at Muskoka Lakes.

Labor day is approaching and our grocers predict a heavy Saturday business. Large consignments of fruit will be received and sold that day and there will also be some pretty window displays.

—

ST. CATHARINES.

Aug. 25.—Early potatoes are almost a failure in this district, and high prices are ruling in consequence. The grocers are paying 90c per bushel and retailing at 30c per peck. The potatoes are small and the growers are complaining that at even this price the early potato crop is not a paying one.

Dairy butter sold as high as 30c per pound on Saturday's market, and new laid eggs at 25c per dozen. The supply of butter offering was small.

Tomatoes were too plentiful last week, the low price being 3 baskets for 25c. The canning factories accept tomatoes this week, and it is expected the price will stiffen up somewhat.

Geo. B. Darker, who recently opened a new grocery on St. Paul Street, and later purchased the grocery business of E. Gander, has decided that it would be better to have one store than two. He is closing the St. Paul Street store, and will devote his time and energy to building up a business in the Gander store at the corner of King and Queen Streets.

—

LONDON.

August 25.—With the return of the travelers to the road there was naturally a substantial revival in business last week, and the outlook is considered bright. Locally, trade has been fair.

Brokers report teas of all kinds high. Quotations for low-priced Japans are not coming in as briskly as desired. There is no change in domestic sugars and raws are firm in price. Imported sugars are about sixpence per cwt. higher. New Valencia raisins are offering, prices being a little below last year's opening. Rains in Greece have caused a jump in currants, and a good many packers have withdrawn prices until the full extent of the damage done is known. Spices of all kinds are steady in price. New Orleans molasses is advancing, although this is the season of the year when not much is done in that line.

President E. J. Ryan, of the Retail Grocers' Association, is heartily in accord with the Hamilton suggestion, that a union picnic of Ontario grocers be held. The idea is not a new one, having been advanced here over a year ago. Of course, local dealers believe there is no place so well suited for such a gathering as London.

T. B. Escott and wife have returned from a month's visit with friends in Winnipeg.

McKinley Millmann, city traveler for Elliott, Marr & Co., has taken a position in the office, and Fred Brown, the shipper, has taken Mr. Millman's trip. The grocers miss "Mac's" pleasant smile.

Earl Insley, for many years city traveler for T. B. Escott & Co., has gone with Gorman, Eckert & Co., taking Mr. Gorman's trip. Mr. Gorman is going inside.

Marr Bros., grocers, corner of Grey and Clarence Sts., have sold to Mr. Larkin.

Thos. Black, corner of William and Pall Mall Streets, has sold to Wm. McClure.

Clem Garvey, of John Garvey & Sons, had another exciting runaway last Monday. Clem luckily escaped, but the buggy was somewhat damaged.

—

TORONTO.

A. G. T. Robinson, who carried on a successful grocery business at 800 Queen St. East, has now moved into his new store at 889 Queen St. East, of which he is the proud owner, and which is one of the best equipped stores in the east end. The fixtures are all new and up-to-date. With his attractive new store, his eight years' acquaintance in the neighborhood, and his natural tact and ability, he will certainly do a booming business.

Gibbons Bros., 742 Queen St. East, is another Queen St. firm who are conducting their business on the idea of good service. They have worked up a reputation, and a large trade for a special brand of butter. The best is not too good for them.

Charles Harlock, 716 Queen St. East, is one of the happy grocers of the east end, who prefers to be called "Charlie" and nothing else. He always carries a cheerfulness about him which brings a brightness to the whole place. His business is always good, or rather as he himself puts it, "very, very good." Some of those fellows who always feel blue and sour should ask "Charlie" how he rises above those petty troubles.

A. E. Goggins, 337 Broadview Ave., has the knack of making everybody feel perfectly at home in his store. This is one of the most valuable advertisements a man can have, and it costs nothing. Cultivate it.

W. G. Robinson, 351 Broadview Ave., is making extensive alterations in his store and will be fitted up in good shape to do business on improved methods.

E. E. Martin, 650 College St., believes in learning the best possible methods to serve his customers, and make them see that he appreciates their trade. His business is naturally increasing.

J. L. Casey, 638 College St., is rapidly gaining favor in his new place of business and is bound to do a large share of the trade. Good service is the key of success all over. To build up a business on price-cutting and trying to

injure one's competitor does not belong to now-a-days storekeeping.

George Rogers, 830 College St., always has his store in first-class trim and the work goes on with a system and order that reflects credit on the management.

Furniss Bros., 747 Broadview Ave., opened their new store only a short time ago. Being in a new, clean place of business, with every article perfectly fresh, and with just the right kind of a "know how," they have already reached a point in their business altogether beyond their brightest expectations, and are naturally just in the right kind of humor to make the best possible impression on their many new customers.

B. E. Bell and J. H. Cardy, both grocers and neighbors on Broadview Ave., and who are up-to-date retailers, were disappointed by not getting The Canadian Grocer at the usual time last week. They read their trade paper carefully and benefit by it and cannot afford to miss it.

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CHATHAM.

August 25.—High butter prices have been the rule throughout the entire summer, butter retailing at the present moment at 25c a pound. This is for good dairy product. Until this summer there was a difference of 2c between dairy and creamery, but this year the farmers seem able to demand and secure the same price as for the regular creamery product. This situation seems to be purely local. It is according to well posted authorities, due to the scarcity of ice throughout the country, as a result of which farmers, instead of making butter, have been compelled to sell their milk and cream to the creameries, with the result that the major part of the butter manufactured is exported. In Thamesville, a short distance east, butter was quoted last week at 18c. This doesn't indicate a superabundant supply, however, but merely a local condition. Grocers who have sought in the past to take advantage of these low prices in outlying points have found butter as scarce as in Chatham.

On Saturday the police made a raid on the market, and confiscated 30 pounds of short weight butter. The trouble was confined to four vendors, and seems to have been due to carelessness in putting up the product. Much butter was 2 ounces overweight.

Eggs are scarce throughout the country, the retail price remaining steady at 20c. The egg situation seems more serious than the butter situation, though there is a possibility that, with a plentiful supply of grain for feed this fall, the hens will return to their neglected duties.

Richard Reaume, who has for some years past conducted a grocery at the corner of St. Clair St. and Grand Ave., is offering his business for sale. It is understood Mr. Reaume intends returning to his old home at Pain Court, which, with the advent of the electric railway, promises to boom.

J. H. Bogart, the Queen St. grocer, and party, have returned from a trip up the lakes as far as Duluth.

D. F. Bezaire, Amherstburg, has closed out his grocery business, corner Gore and George Sts., and turned over the stock en bloc to grocer Geo. Jamieson.

Walker Law and T. E. L. Talbot, the two storekeepers at Rutherford, announce that on and after Sept. 1 they will discontinue the giving of premiums and the issuing of cash coupons. "We feel," they say, "by doing so we can give our customers a better service and the same quality of goods at a lower price."

Lawrence Campbell has relinquished his situation at E. H. Ruttan's grocery, Wallaceburg. Stanley Clancy has resumed his position at Ernest McDougall's grocery after a two weeks' holiday. Harry McDougall is taking Geo. Moniger's place at Taylor's grocery while the latter is camping.

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PETERBORO.

Aug. 25.—Apples are the latest arrivals on the market, several varieties having been received recently. The farmers on Saturday were fairly well supplied and the grocers are carrying suitable stocks. They have not, however, made any special effort as yet through their advertisements to announce this new line, which is always a favorite in every household.

As stated on a former occasion the present year has introduced to a greater extent than ever before new varieties of fruit jars. The mouths are now very wide aiming at receiving the fruit whole from berries to peaches. Another feature is a change in the method of sealing, an automatic top being used and as is noticed in a local grocer's window, the motto is "Easy to Seal, Easy to Open." The jars are after the design of those used by preserving companies and have been sold in large numbers this summer. The season for preserving is approaching its zenith and there is likely to be even a greater demand than has yet been experienced.

From the fact that the grocer can handle everything connected with preserving—one of the most important annual duties in every household—it would seem enterprising if an effort were made to increase this end of the business while it lasts. He has for sale the necessary fruit, sugar, sealers, spices and other requisites, often even selling preserving kettles. Sugar must be purchased from the grocer and likewise the sealers but the fruit dealer presents an opposition in regard to the fruit. As a general rule his prices are no lower than those the grocer offers and there should be no reason why a live grocer should not secure the entire trade of some of his customers in these lines. Ways and means should suggest themselves differently to different grocers.

The small fruit season, according to Geoffrey O'Brien, Charlotte St., has been one of the most satisfactory in recent years. From the time of the entrance of strawberries until the present, when thimble berries seem to be the latest arrivals, the business has been brisk and well up to other years in the quantity of fruit handled. The berries have arrived in good condition invariably, and no trouble was experienced in this regard. There has also been no loss on account of having to hold them, as the demand was always heavy and the city grocers disposed of the stock they had ordered without any difficulty. Mr. O'Brien has been much pleased with the season which as far as actual profits are concerned is as good as former years. Early peaches have given a little trouble but he states that they are seldom entirely satisfactory.

Some of the grocers were slightly "stung" on tomatoes. They should have known better than to buy too heavily when the price was high. The slump occurred only a short time ago and until then, 75 cents a basket was the best price that was obtainable. Then, all of a sudden, it fell to 35c and caught several who had not been expecting the change so soon. No man was heavily stocked but there were a few who certainly would gain nothing on the baskets of former tomatoes they were then carrying.

Peaches are selling at 60 and 65 cents a basket. Plums at 40 cents and gages at 75 cents. They have practically just arrived and the business has not opened up to its best form yet.

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HAMILTON.

Aug. 25—There is a movement on foot here to have a joint picnic of Hamilton, London and Brantford grocers held alternately at these three places. The idea is credited to John Hoodless, president of Greater Hamilton Association. The Retail Grocers' Association picnic so far as Hamilton is concerned is the big one of the year. It goes to Niagara Falls, and this year about 6,000 from this city alone were in attendance. President Hoodless' suggestion is that the picnic be held in each of the three cities alternately—one year in Brantford, one year in London and one year in Hamilton. By this arrangement he figures that the large amount of money which now goes outside of the district, would be spent near home, and every third year at home. Mr. Hoodless intends to confer with the Grocers' Association in this as well as in other matters pertaining to the welfare of the city in the near future.

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GALT.

August 25.—Wm. Mullett has opened a grocery store in the stand formerly occupied by Chapple, stationer. He is doing a large business at both his stores, the other being situated on Cambridge Street. "I am sorry I did not open up on Main Street years ago," said Mr. Mullett to your correspondent.

W. Gerbracht, formerly of Deans & Walker, can now be found at Sloan's grocery.

Miss Isobel Anderson of the Sloan grocery store is spending her holidays at Lake Chemong, near Peterboro.

Ripe apples are being offered at the various grocery stores. The price is rather high as yet, 25c per basket.

All the Galt grocers are offering quantities of green vegetables. There

is an immense demand for green corn and as yet there is not sufficient to supply the demand.

The Galt market is growing by leaps and bounds owing to the energetic advertising methods of the market committee. The attendance on Saturdays has become so large that the present facilities are taxed to the utmost to accommodate the crowd, and provision must shortly be made for more room. The effect of the growing market is particularly noticeable in the stores, and dry goods and other merchants are warm in their praises of the efforts of the committee. They readily recognize that any increase in the attendance at the market is certain to be beneficial to them.

Butter is worth 23 cents per pound and eggs 22 cents per dozen in Galt. New potatoes are 75 cents a bushel: tomatoes 25 cents a basket, green corn 10 cents per dozen.

The Dietrich Block on South Water Street has been completed. The first floor will be occupied as a store, and it will be the second largest in Galt. The new tenant is not known, but it is understood that a Toronto firm is looking over the location.

Pat Ireland of Sloan's grocery is back at work again after being laid up for a week as the result of injuries received in an accident. "Pat" was thrown from a buggy and badly bruised.

GUELPH.

Aug. 25.—The price of butter soared higher on the Guelph market on Saturday than at any time during the past four or five months, as high as 25c a pound being asked, whilst 22 cents had been the ruling figure for a long time previously. Tomatoes also took a decided jump. They were selling last week for 22 cents a basket, and the dealers were glad to get that for them, but this week they want 30 and 35 cents a basket. Peaches and plums were pretty plentiful in Guelph last Saturday, that being practically the beginning of them here. Peaches sold for 35 cents for a small basket and 75 cents for a large one. Plums were 35 cents per basket.

W. H. Lillie, of A. J. Groom's store staff has returned to the city, after a very pleasant summer vacation spent in the vicinity of Fergus, Ont.

Lloyd Taylor, late of Benson Bros'. store, is now holding down a position on the pay roll of W. E. Fielding, in the Elora Road grocery.

Ernie Tovell, one of the clerks in Groom's down town grocery, left yesterday for his summer holidays.

Miss Gertie Hicks, of The Paisley Street Grocery (C. T. Hicks), is at present visiting friends on Major Street, Toronto.

Walter Scriven is back behind the counter in P. Anderson's Marvellous Tea Store, after an absence of a week, spent pleasantly with friends in Woodstock. He also took in the Ingersoll Old Boys' reunion.

Miss Tunks is selling crockery again for Benson Bros., having returned yesterday morning from her summer holidays. Miss Taylor, the bookkeeper in the same store, left on Saturday evening for Grimsby, where she will spend the next week or ten days with friends.

"Bob. Robinson," of J. C. Hadden's Quebec Street grocery, the energetic secretary of the Clerks' and Salesmen's Association, is endeavoring to secure something exciting for the big field day on Thursday, at the Exhibition Park here. He is trying to get an automobile race on between two or three local autoists. They also want to have a City League baseball game, and have as well arranged for the usual athletic events.

Canadian Markets and Market Notes.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Sugar—Market strong.

Evaporated apples—Demand for futures.

Currants—Weaker market.

Teas—Firm.

Montreal, Aug. 26, 1909.

The business situation in general as reported by wholesale houses is satisfactory, and a substantial autumn trade is expected. In fact, the autumn trade is opening up well, although a good deal of caution is being exhibited in placing orders. Retailers do not seem anxious to fill out large orders at one time, but are rather buying as necessity demands.

Collections are reported as fair so far as country places are concerned with city remittances on the slow side.

SUGAR—September is a month during which there is a heavy consuming demand for sugar, and there is no doubt that supplies in the hands of the trade are less than they were a year ago. Considering these two features together with the firmness of raws, advances in refined would be no surprise. The market this week is steady with a fair trade.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 35
" Beaver	4 35
Paris lump, boxes, 100 lbs	5 50
" " 50 lbs	5 60
" " " 25 lbs	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 40
" " 100 lb. boxes	5 50
" " 50 lb. "	5 60
" " 25 lb. "	5 80
" " 5 lb. cartons, each	0 37½
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 " bags	4 20

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—It is anticipated that all the molasses on hand will be required for autumn trade. There is a good demand for small lots and jobbers are busy filling orders.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 22	0 35½
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03¼
" ½-bbls		0 03½
" ¼-bbls		0 03¾
" 38½-lb. pails		1 75
" 25-lb. pails		1 25
Cases, 2-lb. tins, 2 doz. per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

DRIED FRUITS—Currants are steady with a tendency towards weakness slightly noticeable. Reports indicate that the yield of Valencia raisins will be from twenty-two to twenty-five thousand tons.

Currants, fine filiatras, per lb	0 06	0 07
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb		0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
California, choice seeded, 1-lb. pkgs	0 06½	0 07½
" fancy seeded, 1-lb. pkgs	0 07½	0 08
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 08
Valencia, fine off stalk, per lb	0 04½	0 05
" select, per lb	0 05	0 05½
" 4-crown layers, per lb	0 05½	0 06

TEA—Teas in general are quiet with Japans as the feature for firmness, supplies being not too abundant.

Choicest		0 40	0 50
Choice		0 35	0 37
Japans—Fine		0 30	0 35
	Medium	0 25	0 28
	Good common	0 22	0 25
	Common	0 20	0 22
Ceylon	Broken Orange Pekoe	0 21	0 40
	Pekoes	0 20	0 22
	Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs		0 19	0 20
Ceylon greens—Young Hysons		0 20	0 25
	Hyson	0 20	0 22
	Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade		0 14	0 18
" "	pea leaf	0 20	0 30
" "	pinhead	0 30	0 50

COFFEE—There is little to say in connection with the coffee market, the demand being as usual fairly good.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

SPICES—Pickling spices are attracting attention; otherwise the spice market shows nothing in particular.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—There is little interest displayed in tapioca at present, all wholesalers having apparently all they require at the moment, and there being but slight demand for the article on the part of the retail trade. Rice is steady at unchanged prices.

Rice, grade B, bags, 250 pounds	2 85
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 86
" " pockets, 25 pounds	2 96
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

BEANS AND PEAS—Prices have reached such a height in beans, that demand if there was much, would not result in many sales. The supply of peas is not large although the call is active.

Austrian beans, bushel	2 25	2 30
Ontario prime pea beans, bushel	2 40	2 50
Peas, boiling, bushel	1 50	1 60

EVAPORATED APPLES—There is a strong demand for evaporated apples to be delivered. Old stocks are small, prices being well maintained.

Evaporated apples, prime	0 08	0 08½

CANNED GOODS

MONTREAL—Fair deliveries in canned goods are being made. The salmon pack is reported to be only half what expectations were and brokers are instructed not to book any more orders.

Prices here are:

Peas, standard, doz.	$ .82½	$ .87½
Peas, early June, doz.	.87½	.92½
Peas, sweet wrinkled, doz	.97½	1.02½
Peas, extra sifted, doz.	1.42½	1.47½
Peas, gallons	3.77½	3.82½

There are wholesalers quoting also at:

Beans, doz	$ .72½	$ .80
Corn, doz	.75	.80
Tomatoes, doz. (Ontario and Quebec)	.75	.82½
Strawberries, doz.	1.37½	1.42½

Clover Leaf and Horse brands salmon:

1 lb. talls, per doz.	$1.72½
½ lb. flats, per doz.	1.15
1 lb. flats, per doz.	1.87½

Last year's prices were:—

1 lb. talls, per doz.	$2.00
½ lb. flats, per doz.	1.20
1 lb. flats, per doz.	2.15

Other salmon prices:—

Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz.	1.50	1.55
Red Sockeye, doz.	1.55	1.65

Clover Leaf and Horseshoe brands of salmon are quoted as follows:

1 lb. talls, per doz.	$1.72½
½ lb. flats, per doz.	1.15
1 lb. flats, per doz.	1.87½

TORONTO—There is a good deal of sharp thinking going on in connection with the canned goods trade, with an excited speculative feeling. The market is very unsettled, to say the least. The season opened with low prices, but packers are not anxious to sell, and in some cases refuse to fill the orders. Peas, which are all done up, have advanced considerably above their value if the prices of other goods are right. Whether the crop of corn will be large or small, the same difference between corn and peas cannot last because they are considered of equal value by the consumers. As peas cannot come down on account of their scarcity, it is reasonable to suppose that corn will go up, and therefore would be good buying at present quotations. Tomatoes in bulk which sold a week ago as low as 15c a basket, sell to-day at 40c. This also affords ground for speculation. On the whole, the canned goods situation is somewhat obscure, and each one has his own opinion about it, and acts accordingly. The catch of Fraser River salmon was far below the expectations and prices for these goods are higher. This very naturally will affect the price of other brands.

Quotations on vegetables and fruits (new pack) are as follows:

Beans	$ .75	.80
Corn	.75	.80
Peas	.80	1.40
Tomatoes, 3's	.77½	.80
Strawberries, 2's	1.32½	1.37½
Raspberries, 2's	1.60	1.65
Peaches	..	1.55
Lawtonberries	..	1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.35	2.40
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90

Clover Leaf and Horseshoe Brands, Salmon:

1 lb. talls per doz.	1.72½
½ lb. flats per doz.	1.15
1 lb. flats per doz.	1.87½

Other salmon prices are:

Humpbacks, per doz.	95	1.00
Cohoes, per doz.	1.35	1.40
Red Spring, per doz.	1.50	1.55
Red Sockeye, per doz.	1.55	1.65

It will be interesting to compare the above first prices on fruits with the following which prevailed last year:

Raspberries, group 2	$1.90
Peaches, group 2	1.65
Lawtonberries, group 2	1.90
Red pitted cherries, gp. 2	1.90
Gallon apples, std., group 2	2.50
Bartlett pears, group 2	1.85
Lombard plums, group 2	.95

ONTARIO MARKETS

POINTERS—

Teas—Firm in prices.

Dried Fruit—Old stocks decreasing.

Beans—Good demand.

Toronto, Aug. 26, '09.

The wholesale trade is all that is expected at this time of the year. Employees are not all through with their holidays, and the business can fairly well be handled by those who are on the job. Things are moving along quietly with little change in any values.

SUGAR—On account of the strong feeling in the sugar market for several weeks, it was expected that it would make a move upward, but it has not yet done so, and now the season is so far on that it is not looked for in some quarters. One wholesaler reported that lump sugar had declined 10c per 100 lbs. but this was not supported by any of the others.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	7 65
" " Dominos, cases, 20-5 boxes	7 65
Paris lumps, in 50-lb. boxes	5 80
" in 100-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	7 15
St. Lawrence granulated, barrels	4 75
Beaver granulated, bags only	4 45
Redpath extra granulated	4 75
Imperial granulated	4 45
Acadia granulated (bags and barrels)	4 65
Wallaceburg	4 65
St. Lawrence golden, bbls.	4 35
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 "	4 35

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—These lines do not seem to fit in during hot weather, and therefore receive very little attention.

Syrups—		
Medium, corn	0 30	0 35
Bright, corn	0 40	0 45
		Per case.
2 lb. tins, 2 doz. in case		2 50
5 " " "		2 85
10 " ½ " "		2 75
20 " ¼ " "		2 70
Barrels		0 03½
Half barrels		0 03½
Quarter "		0 03½
Pails, 38½ lbs. each		1 80
" 25 " "		1 30
Maple Syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 00
Molasses—		
New Orleans, medium	0 31	0 33
" bbls.	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 62

TEA—Ceylon teas are higher and all teas are firm with advances looked for in every line. Canada boasts of being the second country in the world as a tea drinking people. Think of it! We average six lbs. of tea for every man, woman and child in this country. This shows how the people will follow and use superior goods, such as the tea men of Canada have succeeded in preparing.

COFFEE—There is nothing of interest to report this week. Coffee is quiet, and is waiting for the thermometer to get away from the neighborhood of 90 degrees.

Rio, roasted	0 13	0 14
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 11	0 12

DRIED FRUITS—Old stock is pretty well sold out and nothing but currants are now considered by dealers. It is reported that currants will be higher, but no definite value has yet been arrived at. With the abundance of green fruit on the market, the old stock of dried fruit will have to stand back for some time.

	Per lb.
Prunes—	
30 to 40, in 25-lb. boxes	0 10½
40 to 50 " "	0 09
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ¼ cent less.

Apricots—	
Standard	0 13½
Choice, 25 lb boxes	0 14½
Fancy, " "	0 15

Candied and Drained Peels—			
Lemon	0 10 0 11	Citron	0 17 0 20
Orange	0 10½ 0 12		
Figs—			
Elemes, per lb			0 08 0 10
Tapnets, "			0 03½ 0 04
Bag figs			0 03½ 0 04
Dried peaches			0 08 0 08½
Dried apples			0 07½
Currants—			
Fine Filiatras	0 06½ 0 07	Vostizzas	0 08½ 0 09
Patras	0 08 0 08½		

Uncleaned ½c less.

Raisins—			
Sultana			0 07½ 0 09
" fancy			0 11 0 12½
" extra fancy			0 14 0 15
Valencias			0 05½ 0 05½
Seeded, 1 lb packets, fancy			0 08
" 16 oz. packets, choice			0 08
" 12 oz. " "			0 07
Dates—			
Hallowees	0 05½	Fards choicest	0 08
Sairs	0 05	" choice,	0 07½

SPICES—Sales in this line are said to be slow with no change in prices.

Peppers, black, pure	0 14 0 20
" white, pure	20 0 25
" whole, black	0 16
" whole, white	0 23

Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25

RICE AND TAPIOCA — These are waiting for cooler weather—too hot to do cooking.

	Per lb.
Rice, stand. B	0 03¼
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05¼ 0 05½
Japan	0 05¼ 0 06¼
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04¼

NUTS—Only shelled goods are changing hands and only in small quantities at unchanged prices.

Almonds, Formigetta		0 12½
" Tarragona		0 13
" shelled	0 28	0 30
Walnuts, Grenoble		0 14
" Bordeaux		0 11
" Marbots		0 12
" shelled	0 23	0 26
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils		0 15
Peanuts	0 10	0 12

BEANS—A local demand continues at the high price, but nothing more than that will be done until the new crop appears.

Beans, per bushel	2 50

Current Business Happenings in Western Canada

Eggs Going up in the Pacific Province—Rapid Advances Made in Fernie Since the Big Fire a Year ago — Harvesters in Demand in the West.

VANCOUVER.

Aug. 24.—Eggs are starting on their upward career a little earlier this year Generally it is about the first of September when the prices begin to move toward their winter quarters in the high altitudes, but this season the ascent has already been commenced. Local eggs, that is the best kind no matter what may be the name they travel under, are now 41 cents wholesale, while easterns have advanced from 28 to 30 cents, and are very firm at that. Orders are now being taken at 30 days' delivery, with the price guaranteed at 30c, so as to get in the business. There are no stocks on hand.

Ontario cheese has also climbed a notch, being now quoted at 15½c wholesale.

Local apples have put in an appearance on the market, but are as yet suitable only for cooking purposes.

Wenatchee peaches have been somewhat backward, and have not come to hand yet. Many grocers do not think they are equal to the different varieties of Crawfords that come from California. The prices this year have been higher than usual, which has made a difference in the quantity of preserving done. It is the Okanagon peach that is the general favorite in British Columbia, not because it is a home variety particularly, but because of its excellence. It is September, however, before they are received.

The Vancouver Produce and Meat Co., of Vancouver, contemplates the establishment of a meat packing plant at Sapperton, close to New Westminster. P. J. Russell, representing the concern, went over to New Westminster on Monday last and interviewed the city council in respect to certain privileges. The industry, which would be a local institution, since the stockholders are largely ranchers in the vicinity, would mean an expenditure of $50,000 in plant, and an annual payroll of $60,000.

On the 2nd August, Fernie, B.C., celebrated its first birthday since it started to rebuild after the disastrous fire of August 1st, 1908. That a city could make so much progress in a year is remarkable, and shows what sources of prosperity there are in the district. One of the features of Fernie's success is that it is a distributing centre, and seven large wholesale houses are located there. It has quite an extensive district in the Crow's Nest Pass, of which it is the centre—a district that is daily increasing in poulation and industries. An active board of trade does effective work in looking after general commercial interests.

VANCOUVER MARKETS

Sugar, standard granulated		5 50
Val. raisins, lb.		0 05½
Cal. " "		0 06½
Prunes	0 04	0 09
Currants		0 07½
Dried peaches		0 07
Dried apricots	0 11	0 13
Flour, Royal Household, bbl		7 50
Cornmeal, p. 100 lbs.		2 60
Beans, per lb.		0 03½
Rice, per ton		71 00
Tapioca, per lb.		0 03½
Evaporated apples		0 11½
Butter, per lb.	0 25	0 26½
Cheese, per lb.		0 15½
Canned Goods—		
Peas		1 05
Tomatoes		1 32½
Corn		1 10
Apples		3 42½
Strawberries		2 15
Raspberries		2 15
Salmon, per case	5 25	5 70

REGINA.

August 24.—This week the whirr of the binder was heard throughout the country generally and quite a few farmers were seen driving their newly-purchased binders along the streets of Regina, so that they would be in a position to cut as soon as the grain was in shape. The main trouble just now seems to be the difficulty in procuring harvesters. In conversation with a couple of farmers living in the vicinity of Regina, they stated that it was absolutely impossible to get men to go out at all until the excursionists from the east arrived. One man stated that he had one hundred acres all cut and could do nothing towards getting it in, as he could not procure enough men to help him stook it.

Among the grocerymen noticed in the city this week was F. M. Morris, of Belle Plaine, who came down to see if he could procure a couple of harvesters to do some work for him.

Mr. Logan, of Davidson & Hay, wholesale grocers, was in the city last week.

H. E. Ford, representing the Imperial Tobacco Co., has just returned from a trip up the Canadian Northern north line, where he reports the crops as looking fine and business excellent.

G. C. Brereton, of Hamblin & Brereton, Winnipeg, spent a few days in the city this week along with Mr. Fraser, of the Sunlight Soap Co.

There are no changes to note in the grocery business and the retailers all report a good business being done and are making ready for the fall rush.

CALGARY.

August 24.—Another week of fine, warm weather has had a wonderful effect upon the rapidly maturing crops. Barley, oats and some wheat have been cut, but, generally, harvesting will not be in full swing in Alberta for a week to ten days. Grain crops of all kinds will be average or better. Sample will be No. 1, and if favored with good weather for a month longer, Alberta farmers will garner one of the most profitable crops in the history of grain-growing in the province.

Business is somewhat slack here, which is usual during August, many being out of town holidaying. The farmers, too, are busy on the farm.

Building operations go on unabated. J. T. Macdonald, the cash grocer, has doubled the capacity of his already large premises by adding some 70 feet at the rear of his store. This new addition is being fitted up with shelves, bins, and counters. The orders will now be put up here and all deliveries made from the rear of the store. The shipping department is also situated in the new addition and will afford accommodation for the more expeditious handling of the mail order department, which is growing to large proportions.

Grocery prices are practically unchanged. California dried fruits of the new pack are being quoted at slightly higher prices than last year. This is not unexpected, however, as it is freely admitted that growers lost money last year. Fresh fruits are in moderate supply, and dealers report that they could dispose of more goods if they could procure them, Alberta-grown vegetables are plentiful and of fine quality. Usually Alberta potatoes are not of the best quality, but this year's crop promises well, the warm, dry weather of the past few weeks being most favorable to the growing crop.

CALGARY MARKETS.

Sugars—	
B. C. granulated	5 54
Raymond, beet	5 34
Icing sugar, in boxes	7 00
Powdered sugar, in boxes	7 00
Lump sugar, in boxes	7 00
Raisins—	
Valencia, layers, 28 lb. box	2 40
California, 3-crown muscatels, per lb.	0 06¼
" 12 oz. choice seeded, per pkg.	0 06
" 16 " " " "	0 07
" S.C. prunes, 90-100, per lb. (½c. rise on a size).	0 05½
" S.C. prunes, 30-40, per lb.	0 10
Currants, fine Filiatras, per lb.	0 08
Cal. evap. peaches, choice, in 25 lb. bxs.	0 07½
Cal. evap. apricots " "	0 13
Cal. evap. dates, bulk, Hallowee, per lb.	0 07½

Pure maple sugar, per box 40 ½-lb. cakes	4 00
Rolled oats, B. & K. brand, 80's	3 00
Flour, Hungarian, per 98 lb. sack	3 40
" Economy	3 15
" S. Bakers	2 65
Cornmeal, yellow, per 98 lb. sack	2 40
" " " 10-10's	2 65
Beans, Canadian, hand picked, per bush	3 00
" California, limas, per lb	0 06½
" " pinks, per lb	0 06
" " Bayos, per lb	0 06½
Rice, Japan	0 04
Tapioca	0 05
Evap. apples	0 10
Butter, Alberta creamery	0 24
" " dairy, No. 1	0 20
Cheese, Alberta	0 14½
" Ontario, large	0 15½
" " twins	0 15½
Eggs, fresh gathered, per case of 30 dozen	7 50
Pork, prime Alberta s.c., per brl	22 50
" " " per ½ brl	12 00
Canned Goods—	
B. C. salmon, clover leaf sockeye, 1 lb. tall, 4 doz	7 00
" " cohoes, 1 lb. tall, 4 dozen	5 25
" " pinks, 1 lb. tall, 4 dozen	4 00
Peas, in case, 2 dozen	2 35
Tomatoes, in case, 2 dozen	2 80
Corn, in case, 2 dozen	2 40
Apples, per case ½ doz. gallon	2 00
Strawberries, per case 2 doz. gallon	4 50
Raspberries, per case 2 doz	4 50

MANITOBA MARKETS

Corrected by Telegraph.

Winnipeg, Aug. 26, 1909.

The excitement in the west is very keen this week. It would be difficult to meet any business man just now whose mind is not filled with harvest gossip. Strange to say, the great harvest in Western Canada seems to directly effect every employe in the wholesale houses from the office boy to the general manager. Wholesalers are not thinking or talking of anything but business and prospects for more. It would be presumptuous to attempt to add anything to what has been published regarding the crop outlook, the newspapers have been full of it for a number of days, and now everybody is full—yes, intoxicated—with the spirit of enthusiasm which pervades the times. Wholesalers are evidently anxious to get their share of the money that is bound to be floating in the west this fall. And they will get it; short-handed as they are just now, they are being rushed with orders. Thousands of men are coming from Ontario and the United States to help the farmers and these men must be fed. The merchants throughout the country are also reaping their harvest now, but they with the wholesalers will be obliged to wait for a good deal of their money until the wheat is paid for. They are all used to that and are willing if they can only get the orders, that's all.

There is a general firmness in the market prices this week. Sugar, currants and California raisins are all enjoying a stronger market. Rolled oats

Potatoes, Oats and Hay

We are large handlers of the above in addition to other Island produce and can name close prices by wire for shipments to all points. We have special facilities for making prompt deliveries to all points in the Maritime Provinces and invite correspondence.

N. Rattenbury, Limited, Charlottetown, P.E.I.



BULK—25 lb. Pails and 60 lb. Tubs

ALL WHOLESALERS.

Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
Limited
VANCOUVER, B. C.

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LOBLAW CREDIT SYSTEMS

The CARTER-CRUME COMPANY, Ltd.
TORONTO and MONTREAL

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Manufacturers' Agents
And Brokers Directory

BRITISH COLUMBIA

VICTORIA FRUIT GROWERS' ASSOCIATION
are the largest packers and shippers of first-class Fruits of all kinds in British Columbia.
OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS., - VICTORIA

ALEXANDER MARSHALL
Wholesale Merchandise Broker
VANCOUVER
Representing—Lever Bros., Ltd.; Postum Cereal Co., Ltd.; Charlottetown Condensed Milk Co.

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144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

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MANUFACTURERS
Coffees, Teas, Spices, Etc.
"Feather-light" Baking Powder
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We have Competent Salesmen
Best facilities for Distributing and Storing
W. HARRY WILSON & CO.
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Wholesale Manufacturers' Agents
Correspondence Solicited.
F. R. McINTOSH & CO.
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R. ROBERTSON J. Y. GRIFFIN
R. Robertson & Co.
25 Alexander St.
VANCOUVER, B.C.
Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters
Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—ABC, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

W. C. FINDLAY W. CARTER
E. A. MARSHALL & CO.
Manufacturers' Agents
SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C
We have an established connection and can handle a few more good agencies to advantage.
Highest References,

F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents
Correspondence Solicited.

JOHN J. BOSTOCK
Wholesale Broker
SALMON Canned and Salted
HERRINGS HALIBUT
LOO BUILDING, VANCOUVER, B.C.

THE CANADIAN GROCER
British Columbia Office at Room 15, Hartney Chambers, Cor. Pender and Homer Sts., Vancouver.
H. HODGSON Manager

EDMONDS & BAKER
MANUFACTURERS' AGENTS
AND GROCERY BROKERS
100 Loo Bldg., VANCOUVER, B.C.
Open for a few more good agencies. We get results.
CORRESPONDENCE SOLICITED.

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv, Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE WINNIPEG

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 20 for yearly rates

have declined and the cereal market as a whole is quieter.

SUGAR—The market is continually growing stronger. The following quotations are nominal only, since the market is on the rise. The market in New York has advanced 10 cents and it is expected that the Montreal and western market will fall in line although the preferential trade may tend to give Canada an independent market in this commodity. At any rate as a result of the New York advance wholesalers are buying heavily at the present time.

Montr al and B.C. granulated, in bbls	5 15
" " in sacks	5 20
" yellow, in bbls	4 75
" " in sacks	4 70
Bar sugar	5 55
Icing sugar, in bbls	5 75
" in boxes	5 95
" " in small quantities	6 00
Powdered sugar, in bbls	5 55
" in boxes	5 75
" " in small quantities	6 25
Lump, hard, in bbls	5 95
" " in ½-bbls	6 05
" " in 100-lb. cases	6 05

FOREIGN DRIED FRUITS—All the lines quoted below have a good market just now. Currants are strong owing to the heavy rains in Greece, which will injure a part of the crop at least. In Greece the advance is three shillings within the past few days. Indications are for an advance here very soon. Valencia raisins are weaker, while the California raisin has a higher market. Peaches have declined ½ a cent per lb.

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " cleaned, per lb	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 50
" " selects " 28's	1 70
" " layers " 28's	1 80
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " " "	0 06½
Prunes, 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 07½
" dry, cleaned, Filiatras, per lb	0 08
" wet, cleaned, per lb	0 08½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb	0 14
" choice, per lb	0 14½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

SYRUP AND MOLASSES—Wholesalers report these goods moving well, particularly syrup. As a staple this is the heavy season for syrup and merchants throughout the country are well stocked with it. Molasses is steady.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 30
" " 5-lb. tins, per 1 "	2 77
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar Syrup, per lb	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	2 30
" 5 " 1 "	2 77
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 49
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 36

MAPLE PRODUCTS—The trade is very quiet just now and as a rule at this season of the year. The syrup in stock is prepared to keep without going to sugar and because of this is looked upon as a staple.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per doz	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

EVAPORATED APPLES—This line is not moving well owing to high price. It remains at 9c per lb. and very scarce. There is very little in Canada.

BARLEY—

Pot barley, per sack	2 60
Pearl barley, per sack	2 65
" per ½ sack	1 90

ROLLED OATS—A decline of 15 cts. is the report this week. It takes a keen eye to watch the fluctuations in this market.

Rolled oats, 80 lb. sacks, per 80 lbs	2 50
" 40 " " 80	2 55
" 20 " " 80	2 65
" 8 " " 80	2 85

NUTS—Prices continue firm on all nuts.

Shelled Walnuts, in boxes, per lb	0 23
" " small lots, per lb	0 24
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30
Peanuts, Brazil, per lb	0 13

CORNMEAL—Last week's advanced prices prevail at present. The demand is not heavy and may continue to be weak for some weeks.

Cornmeal, per sack	2 15
" per ½ sack	1 08
" per bale (10, 10's)	2 45

BEANS—

3-lb. picker, per bushel	2 55
Hand picked, per bushel	2 65

CANNED GOODS—We cannot quote any prices since wholesalers each have their own. The market is stronger this week in many lines. Some houses report advances on pineapples and Smith's jams.

FRESH FRUITS AND VEGETABLES—To-day's prices are:

New potatoes, per bushel		0 65
Native cauliflower, per doz	0 75	1 25
Native cabbage, per lb		0 01
Native green beans, per lb		0 04
Native celery, per doz		0 40
Native beets, per bushel		0 75
Native lettuce, per doz		0 20
Native onions, per doz		0 20
Native radishes, per doz		0 20
Native cucumbers, per doz		0 20
Ontario tomatoes, per basket		0 65
Green corn, per doz		0 17½
Oranges	3 75	4 00
Lemons	5 50	6 00
Plums, Cal	2 25	2 50
Peaches		1 50
Apples, American, per bbl	5 50	6 00
" Ontario, per basket	0 65	0 75

BUTTER—Creamery to-day is selling to the grocers at 24c per lb. and dairy is jobbing from 15c to 19c per pound. The market has been weaker for a few weeks, but September always sees a revival in the butter market.

EGGS—Grocers are paying about 21 cents for eggs just now. In the hot weather the trade went down considerably. It has been cooler for some days now and a revival in the market is reported.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

On another page of this issue there appears the advertisement of W. Meyer & Co., Patras, Greece, currant exporters. This advertisement contains considerable educative matter which no person interested in the sale of currants can afford to miss. Among other things it is pointed out why Greece is the great home of the currant, and buyers and salesmen will find some valuable information in its perusal. C. L. Marshall & Co., Toronto, are the agents.

Attention is called to the list, published in this number, of the firms in the wine, liquor and grocery trade, which Laporte, Martin & Co., Montreal, represent in Canada. The names of these different firms will no doubt bring to mind certain choice brands of goods which grocers have tasted and which are highly prized by the consumer on account of their quality. It is always good policy to sell goods which have an established reputation, and Laporte, Martin & Co. represents only firms of first-class order.

The "Salada" Tea Co. made another shipment of "Salada" tea to Nassau, B. W.I., last week. This is a continuation of business opened up in the Bahamas some time ago—the quality of "Salada" tea meeting the demands of our friends in the Bahamas which promises to develop somewhat extensively in the future, thus bringing the trade relations of that country into closer touch with the Dominion. It is a noteworthy fact that in the seventeen years "Salada" has been before the public that they have built up a market in almost every part of the North American continent, and have had the most enormous increases in sales year after year until over 20-000,000 packets was the immense output for 1908, they taking credit to themselves for having brought about the demand for Ceylon and India tea in the Dominion. The opening up of the trade of the Bahamas by this Toronto firm completes another link in the chain of "Salada" branches that almost encircles the continent.

The Canadian Grocer has been requested to state that in the Red Rose Tea advertisement, which appeared in last week's issue the figures for increased sales were intended to apply to Ontario, but the name of the province was inadvertently omitted. The increase in the sales of Red Rose Tea in Ontario during the first half of this year over the same months of 1907, was 19 2-5 per cent. as stated. And the increase in sales of Red Rose Tea, in the whole of Canada, during the first half of this year over the same period of 1907, was 15 per cent., which in view of the fact that 1907 was the high water mark in Canadian business, evidences a very satisfactory growth.

VALENCIA RAISIN SHIPMENTS.

An authentic report on the shipment of Valencia raisins and the prospects for the new crop is provided by a Toronto broker, who, this week, received the information from headquarters. During 1908 the total shipments amounted to 489,600 cwt., as compared with 519,885 cwt, of 1907. In 1908 the shipments to Canada were 74,935 cwt., while in 1907 they were 69,606. London, Eng., is the most important market, taking 140,916 cwt. in 1908, and 128,494 cwt. in 1907.

The crop this year promises about the same as last, although in Gandia and Valencia districts it is very small. From Ondara to Benisa it seems larger.

The crop of almonds, as reported from Valencia, will be about one-third less than last season.

Tactful Salesmanship for Holding the Trade

Feminine Shopper Voices Her Aversion to Obstrusively Persistent Sales Person—Clerks Must be Diplomatic in their Dealings—Inclination of the Customer to be Studied.

It is sometimes a difficult matter for the merchant or salesman to view, through the eyes of the customer, the store in which they are most directly interested. It is equally difficult to have customers express opinions upon the conduct of the store as a whole. Their patronage may, very often, be considered sufficiently indicative, but unless something unusual occurs, affecting their comfort or unless their purses are directly concerned, customers seldom give a merchant an opportunity to see himself as others see him, and then it is likely to be discouraging.

The Grocer has endeavored to secure an expression of outside opinion on this phase of the situation and, in reply to a query, "What do you consider the most agreeable form of salesmanship that you have experienced among the stores of your city," a lady residing in one of the larger cities, writes:

Bored by the Clerk.

"It is quite natural for a woman shopper, with plenty of time on her hands, to examine what is in sight in the department she visits before ca ling upon the salesman. She will find, however, that it is a difficult matter to conduct such a tour of inspection without being interfered with by a salesman. She cannot very well object to this when he proposes to ascertain her desires, or when she wishes to make an enquiry about goods, but when she has not made up her mind to buy it makes her uncomfortable to be bored by the persistent "butting-in" of a salesman anxious to make a sale whether she wishes to or not. This is excusable in a small store where space is valuable, but in a large departmental store it is nothing short of a nuisance.

"When a shopper has her mind fully made up before entering a store, she is not confronted by the same irritating process; she buys what she wants and departs. It is, I maintain, quite pardonable for a salesman to introduce new goods which he may think will appeal to the customer should she appear inclined to further examine articles at hand on the counter, but the salesman should be a close student of the disposition of his people. An obtrusive persistency may make a sale, but it will not make a regular customer. The shopper likes to exercise her own judgment up to that point where the knowledge of the salesman is essential to further enlightenments.

Ascertain Shoppers' Needs.

"I do not wish to be understood as stating that a salesman should not endeavor to ascertain a shopper's requirements as soon as she appears. He would be negligent in his business if he did not. His first duty is to ascertain whether he can be of any service. In the mojority of cases he will find that the shopper has something on her mind and that, without proving obnoxious, but, courteously attentive and agreeable, he will finally obtain results. She may wish to see goods, but does not wish to buy immediately. An obliging attendance on such an occasion will give the shopper a favorable impression and she will not forget it. But no shopper likes to be made to feel that she has to buy in order to escape from the salesman.

"I would say, therefore, that the most agreeable form of salesmanship, and also the most effective, so far as my experience goes, is that which has been courteous under all circumstances. It must be trying for a salesman sometimes to preserve his equanimity. His whole attitude will suggest, however, that it is a pleasure to show goods, but not to get on the nerves of his customers. The tactful salesman must necessarily be a close student of human nature, with the ability to draw therefrom those deductions which will prove an asset in making and holding, rather than marring and losing, a customer. He will know when his suggestions are wanted, and will offer them in such a way that his customer will feel that she still knows what she wants.

Counts for Store and Clerk.

"I have endeavored to give you a description of the most agreeable form of salesmanship I have met with in the stores of this city. It is the salesmanship that counts, both for the store and the clerk, because once she has come in contact with it, the shopper makes note of it and she will return to do business there later on."

The above letter was handed to the head of a department in a large Toronto store, and he immediately declared that it voiced his sentiments on the question of salesmanship.

A Case in Point.

"Let me tell you of an incident which occurred in our store some time ago," said he. "A lady, apparently a stranger, entered and asked to be shown a certain line of goods. She was somewhat diffident about it, as she stated that she was not prepared to purchase at the time; just wanted to see the goods. The saleslady obligingly went through the stock for the shopper's benefit. When she was satisfied, she departed. We thought no more about it until, a couple of days later, the lady called and gave an order for $40 worth of goods. Now, it would have been an easy matter to have spoiled any inclination she may have had to enter this store again. She is now a good customer, and another thing about it, she always asks for that particular clerk when she comes to this department.

"We have always made it a rule of the store that salespeople must display as great enthusiasm in showing goods to a doubtful customer as to one who unmistakably comes to buy. When a person enters the store with the expressed purpose of merely looking through, he or she is never pestered out of their good nature by the obnoxious attention of clerks. A shopper may very often form a decision more satisfactory to herself if she is left alone than when a salesman interferes with her train of thought, so to speak. On the other hand, there are people who request suggestions, and then it is up to the salesman. If he is tactful, he will be all thigs to both kinds."

LIVE WINDOWS NEEDED.

There is a vast difference in the amount of good which different people get out of their window displays.

A great many grocery stores, we are obliged to admit, don't "work" their windows as they should, and as a natural result the windows do not work for them.

The windows must be kept alive. They must be made to tell a distinct, emphatic story to the people who pass by and look in.

You can't make a lively window without putting things there which will attract attention, and cause people to keep watch of the windows for interesting things.

One grocer we know of adopted a simple little plan for a lively window attraction which brought him good results. About Thursday of each week he put a big placard in his window saying:

"Watch this window after 6 o'clock Saturday afternoon. Don't miss it."

Then at 5 o'clock Saturday the curtains of the window are drawn, and the merchant puts into the window some especially attractive bargains. It may be a choice line of sundries, at ten cents each; it may be a display of bananas at a low price, or in the berry season, of berries at a low figure. It is bound to be something which will move fast, and attract instant attention. People have learned to watch for this Saturday night window, for it always holds something especially attractive.

Tom Murray, the famous Chicago clothier, makes his windows shout for him all the time simply by his ingeniously worded and always convincing placards, written with a blue pencil on big sheets of paper, and fastened to the glass.

About the most discouraging looking thing about a store can be its window. A stale window, which has a tired, fly-specked look, indicates the same sort of a store back of the window, and repels, rather than attracts trade.

Keep the window fresh and lively. Keep the glass clean, and the woodwork freshly painted and gleaming. Keep the display constantly changing. One week is long enough for even the best window display under ordinary conditions.

The merchant who can't find fifty good window decorations a year in his establishment is certainly too slow to be in business in these hustling days.—Merchants' Journal.

Prominent Expert's Advice:

Keep Your Teas Uniform

Mr. Joseph M. Walsh, a well-known authority and writer on tea, in a second article on "The Art of Selecting and Testing Teas," in the August number of the Tea and Coffee Trade Journal, says:—

The importance of retaining the quality and flavor of the tea to which his customers are accustomed cannot be over-estimated by the dealer, as no dealer can afford to jeopardize his business or can expect success if his teas should one month consist of heavy-bodied, fine-flavored teas and the next of a thin, dull and watery liquor, and the third of a sharp, pungent and rasping kind. To maintain this essential regularity and uniformity is difficult, it must be admitted, as no two consecutive importations of tea will be found exactly alike, even though selected from the same picking or selected from those grown in the same district; the variations may still be so wide as to cause dissatisfaction among his patrons. Therefore, it becomes essential to the permanent success of the dealer to pay particular attention to the quality and uniformity of his tea, there being no article he handles which will attract or retain trade longer than good tea. A fine tea at a legitimate profit will create more comment in a neighborhood than any other commodity used at table, and, again, if customers should once lose confidence in the honesty or ability of the dealer to please them they will be repelled rather than attracted, it being almost impossible to get them back again. This is so important that it will not pay the dealer to make any mistake in the selection of his teas, as such mistakes will prove fatal to the holding of trade. Again, poor or inferior teas will drive away more customers in a week than can otherwise be made in a year. It will be found, therefore, much better and more profitable in the long run to sell only good teas at a smaller margin than to sell inferior teas at a larger one.

The remarkable success of **RED ROSE TEA** is due, first, to its high quality, and then to the fact that the quality is kept absolutely uniform. Every merchant and every user of RED ROSE knows that the next package will be as good as the last.

In bulk tea it is impossible for the retail grocer, especially under present trade conditions, to secure uniformity of straight tea. **ESTABROOKS' BLENDED TEAS** in bulk are, like Red Rose, guaranteed always uniform in quality. Besides, the expert blending of teas from different gardens makes them much better value than straight teas at the same prices; they have more body, richer aroma, more delicious flavor than straight teas.

Write for samples of Red Rose and Estabrooks' Blended teas. They will interest you. Packed in black, green, mixed, in both lines.

BRANCHES:
Toronto—3 Wellington East
Winnipeg—315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N.B.

MARITIME BOARD REPORT

(Continued from page 40.)

been left alone. Prince Edward Island should get what she deserves before any union was thought about.

New Men at the Helm.

The nominating committee under the chairmanship of W. F. Tidmarsh, reported as follows:—

President—W. B. Snowball, Chatham, N.B.

1st Vice-president — D. F. McLean, Port Hood, N.S.

2nd Vice-president — James Paton, Charlottetown, P.E.I.

Secretary-treasurer—C. M. Creed, Halifax, N.S.

Corresponding Secretary — W. L. T, Weldon, Chatham, N.B.

Auditor — E. A. Saunders, Halifax, N.S.

Mr. Snowball, the president elect, thanked the members for choosing him for the position. He hoped they would all come to Chatham, where the beauties of the Miramichi would attract and hold. Perhaps they would like the place so well that it might be selected as the site of the union parliament buildings. The other officers spoke, showing their appreciation of the honor conferred upon them.

Decision on Withdrawal.

It was announced that the St. John delegates had arrived and the left-over matters were discussed. Mr. Harvey, of St. John, announced that St. John had decided to withdraw from the Maritime Board of Trade. He spoke of contentious subjects which had dominated the Board. The St. John Board would cease to have any connection with the Maritime Board, with this meeting. He regretted that he had not any chance to say this before the officers were elected.

Mr. Paton said it was remarkable that delegates would come to advocate union and at the same time announce their withdrawal from the Board.

H. Logan could hardly believe St. John meant what the delegates had said about withdrawal. He would like to ask if the St. John Board had passed a resolution to that effect.

Mr. Bentley stated that the Maritime Board had accomplished great things. He regretted the action.

Senator Ross also regretted the action of St. John delegates. It was the first step towards weakness.

Mr. Edgett also regretted this bitterness of St. John. The Board should be broader and bigger, and surely St. John could reconsider their decision. It did not seem fair to throw this shock into the Board at its last call.

Mr. Snowball felt it was a disgrace to hear these things from St. John. He would not have accepted the presidency had he known the action of St. John. He had for years benefited by the meetings of the Maritime Board. He hoped St. John would stand by Chatham now, as Chatham had stood by St. John.

A. M. Bell referred to last year's meeting in Halifax, when he was president, and also to the year before at Amherst. He noted that St. John referred to the meeting of last year, and he felt it particularly keenly.

He went over the differences of opinion which had existed between St. John and Halifax. St. John has had the wrong end of the argument all along, and because they could not be reconciled they had decided to quit. Because they could not carry against the wishes of the meeting a local issue, should they withdraw? D. F. McLean regretted the bickerings. He would like to see more patriotism. St. John was not New Brunswick, nor Halifax all of Nova Scotia : The Board was dealing with larger issues and not with whimsical matters.

D. A. Morrison said as a member of the St. John Board that he was astonished at the action. He had always looked up to St. John business men as leaders, and it was a surprise to him. Their idea is that the Board had not been a success. Time had been wasted, etc. Whatever they thought, the action was not manly; it was not the nice way, not the usual St. John way. He believed St. John should come up with greater strength, instead of giving up. He believed the Maritime Board had done a great work and their voice had been a power. If St. John persisted in withdrawing, it would be met with general regret and the most influential Board of New Brunswick would be lost.

An Answer From St. John.

Mr. Harvey's mission to carry out the mandate of St. John Board was unpleasant. He referred to Mr. Bell's remarks and pointed out that the St. John Board had gone into history fully, before they came to the decision to withdraw. He knew that the delegates had received courtesy, but they wanted more than courtesy. They wanted action.

He regretted that theoretically the Maritime Board was a great institution. but practically it was of no great value. It was principally resoluting. He referred to the Amherst meeting, when he claimed that St. John offered to withdraw their resolution if Halifax would withdraw theirs.

"Yes," said Mr. Bell.

Mr. Logan offered a suggestion that there "were other places on the map besides St. John and Halifax." He believed Mr. Harvey was largely right regarding the discussion of too many petty matters.

He referred to the House of Commons where all kinds of trifling matters were discussed, and it was necessary to have a revision of subjects.

Then there was an old jealousy between St. John and Halifax, and that



JAS. PATON.

President of the Charlottetown Board of Trade—a Strong Man Everyway, who Has Done Much for His City. He Did Yeoman Service During the Convention and Deserves Public Congr atulations. He was Elected Second Vice-President of The Maritime Board.

was one of the rocks on which the Board would be wrecked. The action of St. John was unfortunate. The Maritime Board met all day and all evening and another morning, and then when the paper containing the list of subjects was swept and when the officers were elected, the St. John Board stepped up and offered a resignation from the Board.

If he were president he would not accept the position. Some notification should have been sent to the Maritime Board beforehand. If the metropolitan city of St. John withdraws it means death to the Maritime Board.

He suggested that the St. John Board reconsider and give notice that next year they would resign. He implored the St. John Board to remain in the Maritime Board.

Mr. Hawke was another in accord with Mr. Logan, but he would recommend that the president should not resign, but should stick to his guns and they would all unite to live even if St. John did pull out. Even if St. John deserted, the Board would not die. He likened the situation to political resignations. He knew St. John was a great city, but the Provinces were greater. St. John City had, he believed, acted against their own interests. He thought there was room for improvement in the Maritime Board as to subjects for discussion. He recommended some changes in arrangement and advised cutting out the petty slurs and the personal pettiness. He appealed to St. John delegates to go back with a decision to reconsider. Political parties had all these troubles. Great bodies of men had to make sacrifices. Surely St. John could change its decision. He believed there would be a remedy. Instead of separating, they should unite. It was a grave matter to break up now.

J. L. Stewart, of Chatham, warned the chairman that discussion was taking place which had no application to the subject in hand. If St. John wished to resign they had a perfect right to do so and perhaps they might have the same right to return next year.

Mr. Harvey replied briefly, saying it was impossible to reconsider their decision, if the Maritime Board existed as it did to-day. When the Maritime Board came back to the lines for which its constitution aimed, St. John might be able to reconsider. Slurs and personal remarks had tended to kill the Maritime Board, and he was sorry.

To Work for Closer Union.

W. N. Edgett believed that notice must be given and he offered a resolution with the assumption that St. John had struck the key-note of saving, rather than killing the Board. The resolution was seconded by Mr. MacLean, and is as follows:

"That a special committee be appointed from this Board to change the method made in the arrangement and adoption of subject papers for discussion before the coming conference, and for providing ways to elevate this Board to a higher standard of discussion, and binding this Board closer together."

Mr. Snowball, the president, said he was not going to resign, and he intended to make this year one to be long remembered and by all odds the best in its history. He hoped St. John would give the Board one more chance.

State of the Finances.

The financial statement was adopted, as follows.

The Maritime Board of Trade,
To Chas. M. Creed, Secy.-Treas.

To general expenses	$129.32
Secretary's saalry	150.00
	$279.32

Credit.

1908—
August 18,

By balance on hand..	$58.52
By subscriptions col...	60.15

1909—



A. M. BELL,

Of Halifax, an Ex-President, and a Keen Debater at the Various Sessions.

By balance on hand, 1909	216.25
By bal. on hand, 1909.	216.25
	334.92
Cash bal. on hand	$55.40
Subscriptions to collect for 1909..	$84.05

CHAS. M. CREED,
Secy.-Treas.

Audited and found correct,
E. A. SAUNDERS, Auditor.

Just at the close of the Board, Wm. Stewart, of Summerside, arrived, explaining that owing to a local election in that town on Wednesday, he had been unable to attend. He dealt with the question of the inspection of all farm products, reading a short article from the Halifax Chronicle, speaking of the need of inspection.

Mr. Edgett spoke on this subject, supporting it, and Mr. Stewart's resolution in this connection was adopted.

Senator Ross then paid a compliment to the chairman.

Votes of thanks were passed to Premier Hazard for his kindness in permitting the assembly hall of the Government for the meetings; to the Charlottetown Board of Trade for various courtesies; also to the press and others, including the officers of the Board.

Geo. E. Calkin brought in a resolution as follows, which was left over until next year:

"Resolved, That in the opinion of this Board, the enacting of eight hours as a legal day's work would not be to the best interests of the agricultural districts of the country."

Approve of Dairy Inspection.

A letter was submitted during the discussion of the Summerside resolution, from Theodore Ross, of the Department of Agriculture, which showed that the Georgetown Board of Trade had passed a resolution approving of Government inspection of all dairy and other farm products. This was placed in the hands of the meeting by Mr. McFayden. The meeting then adjourned, after singing "God Save the King."

Post-Convention Events.

At noon the delegates were the guests of the Charlottetown Board of Trade, at an excursion to Vernon, where, at the Hillsborough consolidated school, a lunch was served. Speeches were given by President Snowball, H. Logan, Senator Ross and J. Paton.

After a delightful inspection of the college, the party was taken by special train to the Riverside Driving Park grounds, where the Caledonian Club of the Island were holding their annual Scottish gathering. The event was under the patronage of His Honor Lieut.-Gov. McKinnon, and His Worship the Mayor. The skirl of the pipes and the good dancing, coupled with a fine, real amateur athletic programme, delighted the visitors. The Scotch dress was in evidence everywhere and as Senator Ross said: "We had a good time, though whisky was scarce."

The delegates returned to Charlottetown in the early evening, happy and tired.

Notes.

Men like Secretary Miller, of Charlottetown, are hard to find. He proved an open-handed entertainer, and he and his Board were much praised.

Charles Creed was still showing his appreciation of the beautiful ladies. Charlottetown is blessed with nice women and agreeable men.

W. B. Snowball made an ideal chairman. His pleasing diplomacy threw oil on troubled waters quite often.

Mr. Tidmarsh is a valuable man to have in a city, as he is big, generous, thoughtful and clever.

Hance Logan, the former M. P., is a fine singer and in the special train, he and his bevy of ladies made the echo ring with splendid songs.

St. John men were all good-humored over the action, and considering this, it is likely if St. John and Halifax will bury the hatchet, things will be all right yet.

Chatham next. Mr. Snowball promises some good things and he is the man to carry out his word.

There is a fine river and harbor at Chatham, where fine steamboat excursions are available. Then, too, don't forget that Chatham has a fine, modern hotel with best of accommodation.

THOSE WHO WERE THERE.

The following is a list of delegates present :

NOVA SCOTIA—Amherst : D. N. Morrison, H. J. Logan.
Kings Co.—S. J. Murphy, Jr.
Bear River—Lewfert Ruggles.
Port Hood—D. F. McLean.
Bridgewater—Frank Davison, A. R. Feindel.
Pictou — John D. McDonald, A. A. Ferguson.
Canning—A. S. Burgess.
Truro—C.E . Bentley.



Salmon Fishing on the Miramichi in Northern New Brunswick.

Halifax—A. M. Bell, Hon. Wm. Ross, J. A. Johnson, A. MacKinlay, A. N. Whitman, A. K. Payzant, W. B. Rankin, T. J. Penny, Jas. Anderson, E. A. Saunders.
Kentville—C. W. Webster, J. W. Ryan, Geo. E. Calkin, Robert Harrington.
NEW BRUNSWICK—Chatham : W. B. Snowball, J. L. Stewart, F. M. Tweedy, Chas. E. Oak.
Moncton—T. Williams, J. T. Hawke, W. A. Edgett.
St. John—Chas. Robinson, J. N. Harvey, E. L. Jarvis, J. N. Dordy, Thos. F. White, C. E. Ryder, W. E. Anderson.
PRINCE EDWARD ISLAND—Alberton : Thos. Wilkinson, A. J. McFayden.
Charlottetown—D. Nicholson, W. F. Tidmarsh, Jas. Paton, W. H. Aitken, Horace Hazard, N. Rattenbury, F. H. Beer, G. E. Auld, F. W. Hyndman.
Georgetown—Archibald Macoones.
Summerside—Wm. Stewart, R. S. Bowness.

For the cuts in this issue, showing scenes in Charlottetown, Halifax, St. John and on the Miramichi. The Canadian Grocer is indebted to the I.C.R.

Advantages of Capital of the Garden Province

Charlottetown, Conspicuous for its Beauty — An Attractive Centre for Manufacturers and Tourists — Systematic Lay-out of the Streets—Some of the Manufactured Products.

Staff Correspondence.

Charlottetown, Aug. 23. — Charlottetown, where the conference of the Maritime Board of Trade met this year, is known for its beauty all over the world It is the third in size of the cities in the lower provinces. It was founded by Morris & Deschamps in 1768, and was incorporated in 1855. It possesses one of the finest harbors in the world; not only is it open to the ocean, but it is located at the confluence of three rivers —York, Elliot and Hillsborough. It is the capital of the Garden Province, and it is the principal city, where a thriving trade is carried on during the summer months. It has a splendid steamship service, and is the headquarters for the Charlottetown Steam Navigation Co., whose boats ply between the Island and the mainland.

A Mecca for Tourists.

For nearly half a century it has been known as one of the healthiest spots in the Dominion, and every year tourists flock to the island in increased numbers. The city is like a garden, the trees having been planted on all the streets; and being so fully surrounded by water it is never hot, even on the hottest days. The streets are regularly laid out, and are very attractive.

Beautiful public gardens adorn the heart of the city. It has a good lighting system, the best of water, and a modern system of sanitation. One of the most beautiful spots in the neighborhood of the city is Warren's Farm, at Rocky Point, nearly opposite the city, and within a few minutes trip by ferry. This was formerly Port La Joie, the former capital and residence of distinguished French officers under the French Regime. This fort was first settled by the French in 1720, but afterwards allowed to decay, but, in 1749 the Fort was resuscitated, and new buildings erected. The principal fort designed and laid out by the French, and afterwards laid out by the English, was called Fort Amherst.

The Victoria Park is one of the finest to be seen anywhere; it has an area of sixty acres. At Fort Edward located in the park may be obtained a fine view of the harbor and the rivers. Beautiful drives wind through it, and it would be a splendid place for automobiles, which are unhappily or otherwise forbidden on the whole Island. The golf links of Charlottetown are second to none in the world. They are said to even surpass links at St. Andrews.

Centre for Manufacturers.

Charlottetown contains some important factories. The principal ones are the Charlottetown Condensed Milk Factory, Bruce Stewart's Foundry, The Charlottetown Foundry and Machine Co., a boot and shoe factory, a flour mill, pork factory and several minor industries.

The island is easily reached by excellent steamship service, which, rather than being a toil to the tourist, is a real pleasure furnished by a beautiful sea voyage, which will long be remembered by the traveler.

T. B. and D. J. Riley.

One of the oldest manufacturing tobacco establishments in the east, is that of T. B. & D. J. Riley, of Charlottetown. The business was established in 1860, and from a small beginning has developed into a large and important industry thoroughly representative in every way. They manufacture and deal in all kinds of smoking and chewing tobaccos, and make a specialty of the following brands:—American Leaf twist, combina-

tion leaf twist, Turkish Navy smoking and John Bull chewing.

A specialty is also made of quality and the demand that is steadily increasing for the Riley goods is the best testimony to their quality. They sell all over the Island, and do some jobbing trade in other parts, always backing their goods by a guarantee that they are just as they represent them to be. The firm have a handsome building, largely occupied in carrying on their business and which is known as the Riley Building.

The individual members of the firm are keen, progressive men who have always taken an interest in the welfare of the city.

Carvell Bros.

One of the oldest established and thoroughly representative grocery houses in Charlottetown is that of Carvell Bros., whose place of business is located on Queen Street, This business has been established for many years, and has a steadily increasing patronage from retail merchants all over the Island. A specialty is made of select goods at reasonable prices, and further, a guarantee is given of prompt delivery. A staff of travelers is kept on the road, and a full range of staple and fancy groceries is always carried.

W. H. Aitken is head of the firm today, and is actively interested in the city at all times. He is on the council of the Board of Trade, and took an interest in the deliberations of the Maritime Board of Trade.

N. Rattenbury, Limited.

One of the best known wholesale grocery houses in the Island is that of N. Rattenbury, Ltd. They have been established under this firm name for 15 years, and have steadily grown in public favor.

Mr. Rattenbury is a careful business man, whose obliging disposition and keen attitude regarding public welfare have made him many friends in Charlottetown and the Island. They keep a staff of travelers busy all over the Island, and their trade is among the best class of retailers. A specialty is made of Dominion Blend tea, which is said to be among the finest Ceylon tea sold.

Mr. Rattenbury is a member of the council of the Board of Trade, and is a thoroughly representative citizen and merchant.

Carver, The Oyster Man.

Carver, the oyster man, runs an extensive business in oysters at wholesale and retail. He has a good connection for buying and selling oysters all over the Dominion, and in addition has a retail store, where refreshments are served at all times.

Famous Soap.

The P. E. I. Soap Co. is the only soap manufactory on the Island. They manufacture a special line of washing soaps and "Famous" is their leading brand. They guarantee the purity and excellence of their goods and have developed a steadily growing trade wherever the goods have been introduced. Mr. Grant the president of the company is a keen, capable business man, and has been an alderman for some time, as well as a member of the Board of Trade.

Outstanding Features of Canada's Harbor City

Wonderful Business Development in Recent Times—Facilities for Shipping Unsurpassed in the Dominion — The Home of a Champion Sculler—Possesses a Board of Trade Full of Activity.

Staff Correspondence.

Halifax, Aug. 23.—The city of Halifax is known far and wide as a military city. Its past is steeped in heroic doings, and its traditions are interesting to all who enjoy the militia. This is still fascinating, but modern people are developing a belief in the business side of the city. The majority of business men are wealthy, they take life rather easy and devote some time to the enjoyment of life.



GENERAL VIEW OF HALIFAX, N.S.

Everywhere are unmistakable signs of business developments and activity. The Street Railway is one of the best to be found anywhere. Shipping facilities are unequaled, and the local council offers encouragement to new industries. The Sillikar Car Company has had its most successful year since its foundation, and there are other industries of equal importance that are a credit to the city. The educational system finds its headquarters for the provinces in Halifax. There are splendid schools all equipped for the military training, Training Schools for refractory boys, Business Colleges, Medical Schools, two Theological Schools, Art Schools, two Conservatories of Music, Ladies' College, several Convents, and a University for higher education.

Commercial Facilities.

As a winter port Halifax has been well recognized lately by the fact that all the mail goes to this port during the winter. At the Maritime Board meeting the old question of running rights of the C.P.R. over the I.C.R. was again taken up. The city is fortunate in having good local railroad facilities, including those furnished by the I.C.R., the D.A.R. and the I.C.R. No guide book or railroad literature could be published without extended reference being made to Halifax harbor and city. The harbor is scarcely equalled in the world. The public gardens are magnificent and are said to be unequalled anywhere. These cover seventeen acres, and the foliage and flowers are of the rarest variety. Water fowl, real swans and ducks, etc., exist in the natural lakes, and all the beauties are natural ones.

During the first week in August, MacNeill, who won the single scull championship of the continent, was given a welcome in Halifax, which for loyalty and enthusiasm could not be surpassed anywhere. MacNeill is a native and has done a great deal to advertise the city.

The Northwest arm is one of the most delightful spots in the world for water sports and sea bathing. Here the Wagwoltic Club have a well equipped club house, and the guests at the Halifax Hotel have every privilege of this club. It is suitably named, being an arm of the sea stretching northward three miles until it reaches a point half a mile from Bedford,

Good behaviour is noticed on all sides, laws are well kept ; churches are well attended and strength of character and dignity are to be met with always.

The Board of Trade.

The Halifax Board of Trade is one of the most active in Canada ; its strength may well be measured by the fact that it is a city of 50,000 of a population and the members of the board number 600. This is the fifth year of the Board's new life of activity. They have recently been given notice to leave their very attractive rooms on account of some changes that are to take place in the building.

Moirs Limited.

Moirs Limited is one of the largest wholesale confectionery houses in the Maritime provinces. They also manufacture biscuits of first-class quality which they guarantee to be pure. Thev have a modern plant equipped with all the latest machinery. Their greatly increased trade goes to testify to the good work done by the house, and their management are clean, progressive business men, who are developing an industry which in every sense of the word is a credit to the city.

The I.C.R.'s Halifax Men.

J. B. Lambkin, assistant general passenger agent, is looking younger every day. "Jim," as he is known, has developed a very large number of friends all over Canada, and especially in Halifax and the province where he is "making good" in everv particular. The I.C.R.'s offices are handsomely fitted up, and it is one of the most popular spots in Halifax. The staff are all courteous and attentive to the public, and it is no trouble to get information here. Thousands of travelers call if only to shake hands with "Jim," and many of them are grateful to him for untiring attention to parties and individual persons on behalf of the I. C. R. How he keeps up his perennial youth is a secret that a great many people would like to discover. It is generally hoped that he will keep it for years to come.

LIVE TIPS FOR THE SLOW.

Many are called but most of them turn over and go to sleep again.

The most dangerous ailment known to mankind is the swelled head.

The fellow who thinks that his job is unimportant usually gets just that kind.

The fellow who belittles the successes of others will never have any of his own.

Necessity is the mother of invention ; that is what makes beggars' pleas so ingenious.

It is all right to set a thief to catch a thief if you don't want to see either of them again.

Man's greatest enemy is his fear of himself. It is all that separates him from Heaven.

Heredity may cover the facts in the case, but no gentleman ever invokes it as an excuse.

Rules are made for people who cannot think, and they are the only ones who kick against them.—Silent Partner.

Industrial Qualifications of the City of St. John

Its Admirable Location Gives It a National Prominence—Terminus of Two Railways—Harbor Facilities Play Important Part in its Industrial Life—Centre for Good Business Firms.

Staff Correspondence.

St. John, Aug. 25.—No city in the Maritime Provinces has won a better name for itself than St. John. Admirably located where the summers are cool and long and the winters are moderate and not too long, the city has won especial favor with tourists.

It is as a business city that St. John is best known. Her healthy climate seems to have created a mental and a physical equipment for her citizens that has meant enterprise and success in business.

The local Board of Trade has always invited industries to locate here and the council seems to have had that foresight which has attracted by careful attention several of the finest manufacturing establishments to be found anywhere.

The city is the terminus of two great railways, the C.P.R. and the I. C. R., and it is the winter port to Canada. Thus it connects the Dominion with Europe during the winter months and the shipping facilities are unexcelled.

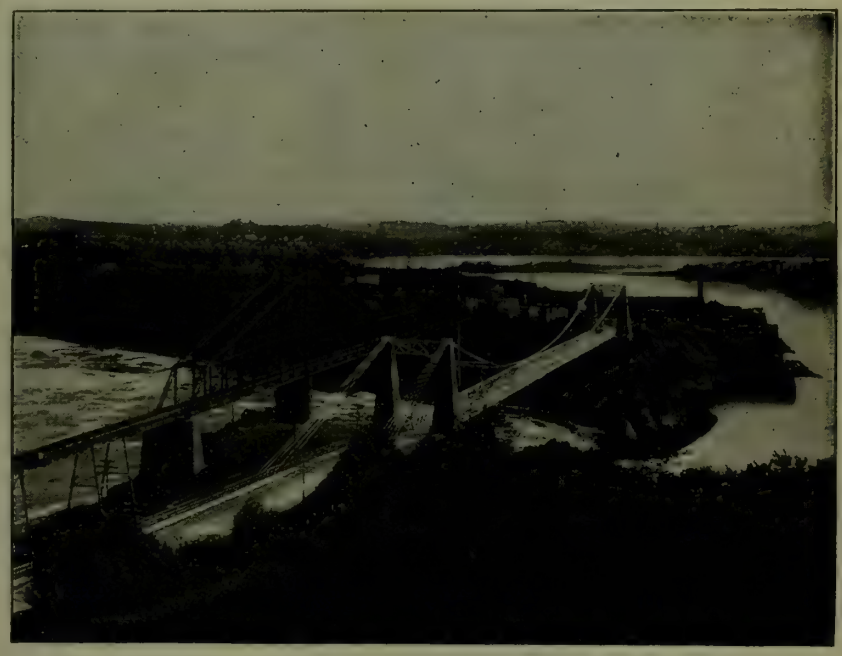
Other industries which have to do with the advancement of the city are the manufacturing of cotton, the pulp industry, lime quarries, fruit and produce trade and the fishing industry. All varieties of wholesale business is carried on in St. John, the grocery and hardware lines being the dominant factors.

Charles H. McDonald.

Red Clover tea is identified with the name of "Charlie" McDonald, as this well-known manufacturers' agent is familiarly called. Mr. McDonald has had a wonderful success during the last three years, due almost entirely to his own untiring energy, the quality of the Red Clover brand of teas and his ability par excellence as a salesman. St. John is a tea centre and it is well known that there is greater competition in this city than in any other city in the Dominion. Despite all this, Charles McDonald has made his way and today enjoys a fine trade all over the Maritime Provinces. He has studied the tea business from the plantation up and it is not surprising that he has won confidence and trade everywhere.

G. E. Barbour & Co.

No wholesale grocer in the Maritime Provinces enjoys a better all-round reputation for fair dealing than does G. E. Barbour & Co. They enjoy more, namely : every customer considers it a pleasure to do business with them. Prompt, polite and expeditious in all matters, the best of staff and the best of goods in all lines of groceries give them an advantage over almost any establishment lacking such qualifications. No matter who the caller is at the Barbour place of business he may be positive of a nice reception, and even if no business is done, it is one of the characteristics of the house to treat everyone well. Certainly G. E. Barbour & Co. have a great future before them.



Reversing Falls, St. John, N.B.

Thos. McCready & Sons, Ltd.

The fine plant of Thos. McCready & Sons has been much enlarged during the past year and they have now one of the finest vinegar factories to be found anywhere. They manufacture pickles and spices and have a specialty of the purest of cider vinegar, guaran-

teed the best available. It is now a quarter of a century since this business was established and it ranks in the forefront of the eastern industries. They make Worcester sauce, fruit syrups and mustard, all of which have a steadily increasing sale all over the Dominion. J. T. McCready is general manager and secretary of the company and to his ability is largely due the modern plant and recent improvements. Prompt shipments are always assured.

The White Candy Co., Limited.

The White Candy Co. seems to survive all the competitors in the candy business and they hold their trade stronger as years go by. This can be largely attributed to the sterling quality of the goods and the excellent management and practical knowledge of the candy business possessed by Thos. White, the founder and owner to-day. They make a rare variety from the cheapest penny goods to the more expensive box and finest holiday goods. Purity is the watchword, and fair dealing is a characteristic at all times. Mr. White has an ambitious scheme on now for the enlargement of his business and his many friends wish him success.



Buildings of R. T. Holman, Limited, Proprietors of "Prince Edward Island's Biggest Store."

Welcome Soap Co.

Naptha soap has become a household word all over the Maritime Provinces and elsewhere in the Dominion. The Welcome Soap Co. have every reason to be proud of their soap as it is a powerful cleanser and will hold its merit in competition against any soap made today. They have made a specialty of a soap for cleansing clothes, and this Naptha has made satisfied customers wherever used. A specially popular scheme will be explained to grocers who will drop a line to the head offices at St. John.

Puddington, Wetmore & Morrison.

Puddington, Wetmore & Morrison is a comparatively new firm of wholesale grocers in St. John. The individual members are all favorably known in the Provinces. Mr. Puddington was for years a traveler for an influential house and Mr. Morrison has had a business of his own in Amherst—which he still retains—for years. Mr. Wetmore is known in St. John and other points and the combination can scarcely fail to be a strong and successful one. They carry a full and complete line of staple and fancy groceries and cover the entire field of the Provinces most aggressively. A specialty is made of promptness in delivery and they guarantee satisfactory service all along the line.

Mr. Morrison was an active participant in the Maritime Board of Trade meeting where he has for years been a conspicuous debater. He is a general favorite—and he has one friend in the Halifax Board at whom he pokes some fun occasionally.

Building Up Business in the Island's Biggest Store

How R. T. Holman, Limited, Have Secured High Reputation for Service in Prince Edward Island — Give Best Possible Value for the Money and Treat Customers According to Their Stations in Life—"Follow Up" Methods Used Effectively—Business Men at the Helm.

Staff Correspondence.

Summerside, Aug. 25.—No reference could well be made to Prince Edward Island without mentioning the biggest store, which is owned by R. T. Holman, Ltd., wholesale and retail merchants, at Summerside. It is two years over half a century since this business was founded by the late R. T. Holman. The growth of the Island and this firm began almost together, and they have kept pace ever since. What Whiteley's did for England many years ago, Holman's have done for Prince Edward Island. There is no reasonable want known to man that connot be supplied at Holman's, Ltd. In fact it was the genius for supplying all the wants of the people, and purchasing all farm and fish products that the people had to sell, which developed this business in the first place.

Summerside, now a thriving town of over 3,000 population, was scarcely worthy of the name of hamlet in 1857. It was merely a calling place for sailing ships, and the whole population of the Island was not large. However, this was soon remedied, and as the population increased it was only natural as a sequence that the business of R. T. Holman increased accordingly. It was the old story of necessity being the mother of invention, and the late Mr. Holman not only supplied the needs of the farmers and others, but he accommodated them in many ways, and made friends all over the Island. That life is a cumulative consequence in business, as in any other walk, is evidenced by the business of to-day, which has evolved into the corporation of "R. T. Holman, Ltd," dealing wholesale and retail in dry goods, groceries, hardware, boots and shoes, millinery, coal, wood, lumber, wool, hides, raw furs, farm products, etc., and in almost every imaginable line from the proverbial needle to the anchor.

From the crude beginnings of years ago magnificent premises have been erected, including in addition to a splendid solid brick store, with frontage of about 390 feet, and several large warehouses, all fitted up throughout with everything modern and useful for carrying on the large departmental store.

The incorporation took place in 1906, a few months previous to the death of R. T. Holman, Mrs. Holman being still a member of the firm. The directors include Harry T. Holman, president; J. S. Hinton, vice-president and secretary, upon whom the active management of the business devolves; J. LeRoy Holman, treasurer; Geo. P. Walker and Mrs. Holman are the other directors. A glance at the store itself would be an eye-opener to many of the western people, who have a hearsay notion that people on the Island are "slow."

Timely Window Displays.

The windows of any of Montreal or Toronto's biggest stores are not as a rule more attractive than those of Holman's Ltd. They make a specialty of decorating the departments and windows so that visitors to the town—especially their own customers—are sure to see something they need, which promptly whets the buying appetite. A large staff is constanly employed, including travelers in different parts of the Island, who look after the jobbing side of the business especially, which is growing rapidly from year to year. In fact it is a slogan on the Island, not only in the retail stores but in the homes, that when

they think of anything they want they think of Holman's. This has been brought about by two forces, one is the basic principle of the business by the founder, namely, to give the best possible value for the money, and to give your customer terms in keeping with his walk of life. The other has been judicious advertising. Coupled with the use of the daily and weekly papers, this firm has a system of circularizing which is entirely their own. It has "follow up" methods and "reminder elements," which in some respects would give the Sheldon school of salesmanship some pointers. It is only natural that the individual members of the firm would be keenly interested in the welfare of Summerside—in fact, the whole Island.

Business Men at the Head.

Mr. Hinton, the vice-president, was one of the Water Commissioners, who installed the present system in Summerside. It is a credit to the town that it has one of the finest water and sewerage systems in Canada. The water is brought from two artesian wells. A. McGill, chief analyst of the Dominion Government, pronounced these waters "of the highest degree of organic purity." This is mentioned in passing in order to show the enterprise and progress which exist in the town.

Harry T. Holman, the president, is a young man of marked business capacity, and that he has been honored by the position of president is evidence of the confidence which the other members of the firm have in him. Mr. Holman is a wide-awake business man, and is known everywhere. A similar statement might be made of the other directors of the firm who are closely identified with the best interests of Summerside. The company is in every way a credit to the town and to the Island.

Some idea of the premises may be gathered from the accompanying cut, showing the exterior of the immense buildings.

HAVE TO SHOP EARLY.

Customers of Tilbury Grocers Must Change Their Customs—A Commendable Step.

The merchants of Tilbury, Ont., have come to an agreement among themselves to ask their customers to leave orders for groceries before 9.30, as no order taken after half past nine will be delivered. This is an action the grocerymen there think should have been taken long ago, since there is no reason why the townspeople can not get their orders in by that time. Sometimes on Saturday evenings, or more correctly speaking Sunday mornings, the delivery men from the different stores are on the street with parcels at 1.30 o'clock. Tilbury merchants are taking the proper method when they accomplish anything that will tend to eliminate late deliveries. Habits of customers have to change when everybody opposed stick together.

Store Equipment and Service are Responsible

Grocer Down by the Sea Has Splendidly Furnished Store—Carries Expensive Line of Crockery — Drawing Showing Conveniences, Including Fruit Stand, Show-cases, Self-Measuring Coal Oil Tank and Storehouse Elevator.

Yarmouth, N.S., Aug. 24.—Merchants now-a-days are recognizing more and more the value of a store that is serviceable to them. In former times any corner room in a residence was suitable for a grocery. It served the purpose of office, store-room, unpacking room, as well as a place from where to make sales to customers.

What has brought about this change? The answer is plain. Consumers want to purchase where service is efficient and where things are attractive, and only efficient service can be rendered where equipment is efficient.

Therefore when a merchant is contemplating the erection of a new store he should take into consideration the equipment which will best serve the interests of his customers.

One man in this town who made a study of his requirements before he built was W. P. Crosby. He now has the pleasure of giving to his patrons a service that they appreciate and he has been rewarded by a steadily growing business and a large clientele.

Mr. Crosby carries both crockery and groceries, but, while he does a substantial business in the former, the greater part of his time and attention is naturally given to the grocery department. The accompanying cut shows the proprietor at the crockery counter, on and behind which are displayed some handsome goods.

The drawing illustrating the layout of the business floor of the Crosby store shows the convenient equipment. The store was planned by the owner and built for him three years ago, which was one year after he had launched out into business for himself. His connection with the trade, however, extends over a period of 14 years.

Interior Arrangement.

The store-front, an important feature in the business of any store, is an attractive one, showing two large show windows on either side of a seven-foot entrace with double-doors each 2½ feet wide. The store is 26 feet wide, leaving 19 feet of display window to the view of the passer-by. The building is 44 feet in length, divided into two sections—28 feet given up to the store proper and 16 feet to storeroom.



Reproduction From a Photograph Showing Crockery Shelves and Counter in W. P. Crosby's Store, Yarmouth, Nova Scotia.

The interior is painted in natural wood with white enamel shelving, which presents an attractive appearance. Modern ideas in shelving have been used, making the sides inviting to the eye. Show-cases are arranged on the grocery counter for confectionery, all of which has a background of canned and bottled goods. A large fruit stand and show-table are located in the centre of the store with a counter to the rear.

The drawing will also show the location of the office including desks and safe. As cleanliness is an important attribute to the carrying on of the grocery business, a sink and water-tap are among the fixtures.

This is more important than it may seem. No grocer can afford to sell food-

stuffs after he has just handled coal-oil, without washing his hands. Particular customers will not stand for that, and although it looks a small matter, counts up big when a good-will to a business is considered important.

The Crosby store is fitted with one of the latest self-measuring oil tanks located in the store-room at the rear. This is kept separate from all other commodities.

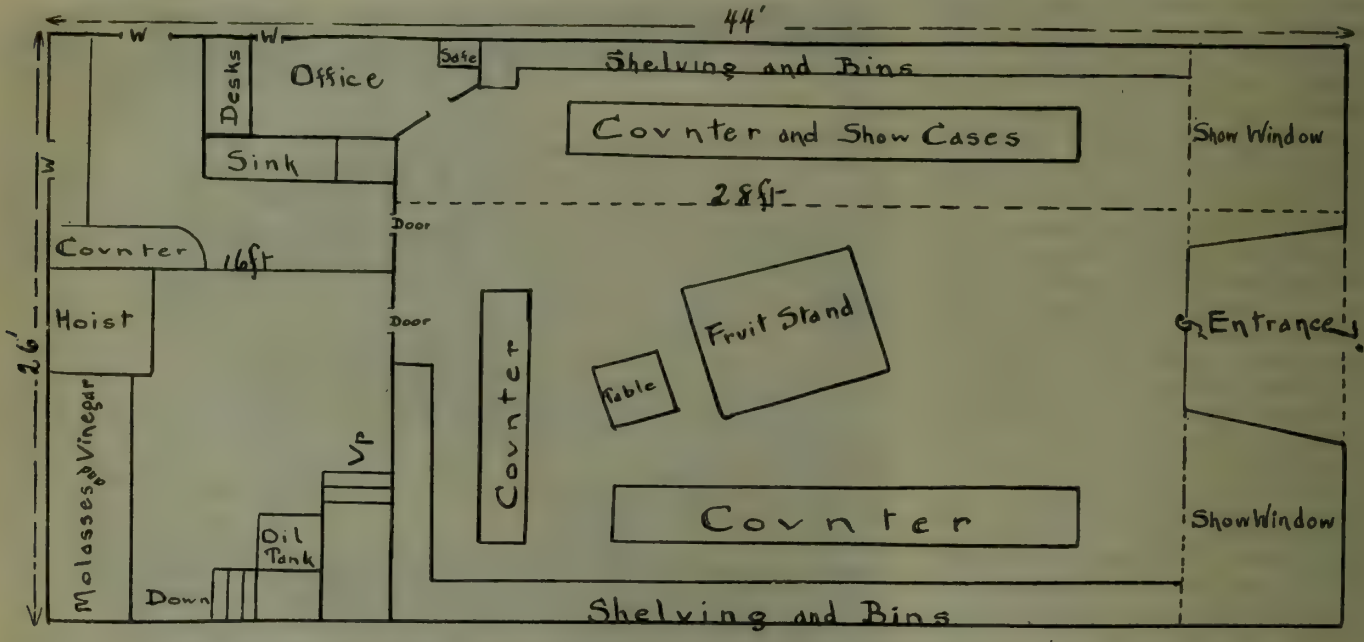
The basement is the same length and width as the building and a store-room of similar size is located on the second storey. An elevator at the rear plies from basement to the floor above and saves all heavy lifting so common to many grocery businesses.

The Crosby store uses a team in its delivery waggon.

The trade being done justified the expenditure of three years ago in the erection and fitting up of the store.

Mr. Crosby says: "We have a good business and it is steadily growing."

Modern business methods, efficient service and convenient equipment tell why he is increasing his trade.



Drawing Showing the Plan of The Interior of W. P. Crosby's Store in Yarmouth, Nova Scotia.

HOGGING THE SALMON.

Accusation Against United States Fishermen—B. C. Catch Not up to Expectations.

Staff Correspondence.

Vancouver, Aug. 24.—Provincial fisheries' inspectors have obtained direct evidence that the United States trap owners are observing no close season whatever in regard to salmon fishing. They are supposed to close the traps for 36 hours each week, from Friday afternoon at 4 o'clock to Sunday morning at 4 o'clock, but last Saturday when officials went to Point Roberts, they found the traps full of fish. The entrance to the traps can be blocked by unrolling a net, but this is unrolled only to the surface of the water.

Prof. Prince also reports that he found the traps full of fish during the close season on Saturday. Not only that but the Washington law says that gasoline boats must not be used to haul purse seines, yet not a rowboat can be found in use, everybody using gasolines.

Those are two of the reasons that few fish are getting past. It is all the more irritating to the Canadians, since the fish are propagated in the Fraser River, and are bound back there to spawn, and yet Canada gets little benefit. The United States fishermen are hogging the fishing, evidently little caring if it is exterminated, as long as they make gain in the present.

The season closes on the 25th, and the British Columbia canners expect to have put up 400,000 cases, or just half what was expected, and for which preparations were made. The pack to date on Puget Sound is 650,000 cases. Word comes to hand from the Sound that the end of the run is in sight. A request is being made to Ottawa to extend the open season, since none at all is observed on the other side of the line.

Four old Scotchmen, the remnant of a club formed some fifty years ago, were seated around the table in the club room. It was 5 a.m., and Dougal looked across at Donald and said in a thick sleepy voice:

"Donald, d'ye notice what an awfu' peculiar expression there is on Jock's face?"

"Aye," says Donald. "I notice that, he's deead! He's been deead these four hours."

"What? Dead! Why did ye no tell me?"

"Ah, no—no—no," said Donald, "A'm no that kind o' man to disturb a convivial evening.'

HOW TO COLLECT ACCOUNTS.

Difficulty Usually Experienced When They are Not Colected at Time Agreed Upon.

It is said that when the average account is ninety days past due, it is not worth more money than two-thirds of its original amount; that at six months it is worth about fifty per cent. and that when one year over due it is practically worthless. This does not mean that no account which is a year old can be collected, but the majority of them, if they are collected, cost the creditor about as much as he receives from them.

The time to collect an account is when it is contracted. The man who extends his credits should have a definite understanding when he does so as to the exact date upon which the settlement will be made, and he should permit nothing to interfere with his bringing the matter to the attention of the debtor at the time agreed upon.

There is not a shadow of a doubt but what hundreds of thousands of dollars are lost in poor accounts which could have been collected had the merchant used only ordinary business caution and demanded payment when the account was first due.

Many customers living well up to their income hate to pay for dead horses, and after they find that their creditors do not push them too strenuously for the amount of their indebtedness they naturally are inclined to become careless about the matter and neglect to pay what they owe, unless closely followed up and compelled to do so.

The merchant who watches his collections closely and never permits the account of a customer to run unnoticed beyond the date agreed upon for settlement is the one who will succeed in keeping control of his capital for use in his business, instead of having it tied up in slow and poor book accounts.—Trade.

THE OLD RELIABLE

ROYAL



BAKING POWDER

Absolutely Pure.

No Grocer can afford to be without a full stock of ROYAL BAKING POWDER

THERE IS NO SUBSTITUTE

SOME BIG INDUCEMENTS.

Medicine Hat council has decided to submit a by-law to the people to grant the Central Canada Meat Packing Co. ten acres of land, exemption from taxes for ten years, natural gas at 5 cents per 1,000 feet and water at cost, in order to have the company locate there.

BACON IN NEWFOUNDLAND.

That from Canada said to be Too High in Price—United States Produce Accepted.

J. E. Ray, Canadian trade commissioner at St. John's, Newfoundland, in reporting to the government at Ottawa makes the claim that Canadian produce to the country is so high in price that the trade is necessarily restricted. He says:

"Bacon and hams from the United States are readily saleable in Newfoundland not so much on account of quality as price, for it is realized that the pea and hard grain fed hogs of Canada are infinitely preferable to the corn-fed hogs of the United States. The purchasers, however, are inclined to consult their pockets as well as their taste, except in a limited number of cases.

"One of the largest packers and exporters in Canada writes: 'We are inclined to think that the majority of the trade in Newfoundland would not be disposed to pay the advanced value, and in consequence we have not made any effort to market our products on your island.' Another firm writes: 'At the present time we would not be able to compete with United States firms in shipping hams and bacon to Newfoundland; but if the buyers would be willing to pay the same difference on account of the quality as we get in England, there is no doubt that arrangements could be made to have shipments made to them.' A third firm writes: 'We have had the satisfaction of supplying one or two houses with select brand of breakfast bacon at intervals, and we are assured by them that the product is purchased because it suits a particular trade that they cater to. While the trade at present is not large, we see every reason why it should be augmented.'

Canadian Bacon Superior.

"The following extract from the letter of a Newfoundland firm probably states the position exactly. 'We handle considerable quantities of green (boraxed) hams and bacon and import the former exclusively from the United States. We might say also that we import bacon exclusively from Canada. The reason we do not handle Canadian hams is because Canadian packers cannot compete with Americans. We usually find American 1c and sometimes as much as 2c a lb. lower than the Canadian packer. On this account we have never in our experience handled any Canadian hams. We find Canadian bacon very much superior to American. We attribute this to the fact that most Canadian hogs are fed on peas, whilst American hogs are fed on corn, the latter feed giving the American meat a greasy and oily nature. At present we are getting satisfaction from an exporter in Canada.'"

LONG-LIVED MARITIMERS.

A Peculiarity of the Men and Women Down by the Atlantic.

The finest product of the Maritime Provinces is not their superior potatoes, or the Malpeque oyster, or their brainy politicians, says a writer. It is green old age. Travelers from Canada—the old people of Acadia still apply that name only to Ontario and Quebec—wonder if they ever die down by the sea, and certainly no one outside ever lives long enough to find out. Every now and then Sir Charles Tupper is pointed to as a mervellous example of active old age. He is eighty-eight, and every year he crosses the Atlantic and the continent, submits to interviews, and writes for the magazines. But the old Cumberland war-horse is just ordinary for a Nova Scotian. He is not really very old, and he is not active. It is rather a shame for him to have retired. Now there is Pilot Lahey, eighty-six last September, and bringing the C.P.R. Empress steamers into St. John harbor all winter, just as he did the clipper ships of sixty years ago.

"How old are you, Lahey?" asked an old Glasgow captain, as the old pilot brought his vessel up the narrow channel past McAvity's dredge one evening last autumn.

"I'm sixty," was the gruff reply.

"Well, you don't look it," rejoined the Scotchman.

My Christmas pudding last year, writes a correspondent, was made by a New Brunswick woman of eigthy-five, who thinks her daughters too inexperienced for such special cooking, and who occupies her leisure with books and needlework, announcing that she will not take up bridge until she is an old woman. I have before me a small flimsy handkerchief, hem-stitched and trimmed with English thread lace. There is nothing remarkable about its appearance, but my wife tells me it was made by another New Brunswicker, a lady of ninety-eight; that she used No. 200 thread and took up every hole, and that she doesn't wear glasses.

Of course, death does overtake some of them. Senator Wark, for instance, of Fredericton, and Mrs. Blizzard, of Grand Lake, were just over one hundred, and Joseph Wade, of Annapolis Royal, was unfortunate enough to catch a bad cold at one hundred and two, which proved fatal. On his hundredth birthday, his family unto the fourth and fifth generation greeted him at breakfast, and one rather bumptious nephew, a lad of sixty, asked him:

"Uncle Josie, how do you feel upon commencing your second century?"

"Well, my boy," said the hero of the occasion, "I think I feel a good deal stronger than when I began my first."

The giant bees of India build honeycombs as high as 18 feet.

WHITE SWAN
100% PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

Anty Drudge

told women why they ought to use Fels-Naptha soap and the thousands who tried it on her advice are still using it. Does the wide-awake dealer with these facts before him, need any advice about what soap to push?



The GREAT WEST

Verily the Great West is a land of golden realizations as well as opportunities. Are you participating in these chances that lead on to fortune?

If not, why not? Get in ahead of the others.

We are thoroughly experienced and will undertake to introduce and handle your goods. We are situated to the best advantage and have large track warehouses with track accommodation at the three big trade strategic points—Winnipeg, Calgary and Edmonton.

WE ARE AT YOUR SERVICE

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Calgary Winnipeg Edmonton

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
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GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

SALT

FINE, COARSE, TABLE AND DAIRY

"Purity Brand" Salt

gives satisfaction.

Get our quotations

WESTERN SALT CO., LIMITED

MOORETOWN - ONTARIO

WE ARE QUOTING A

A SPECIAL PRICE

ON

BREAKFAST BACON

FOR NEXT WEEK

Not Ordinary Quality, but

GUNNS QUALITY

"CURED FOR EPICURES"

Write For Quotations

Made in Canada's Finest Packing Plant, Under Government Inspection

GUNNS LIMITED Pork and Beef Packers TORONTO

Cooked Hams

This is the very best time of the year to have these on your provision counter.

NICELY COOKED
NICELY PUT UP
AND READY FOR
THE TABLE.

We select these Hams with great care. You will find them reasonable in price and trade winners.

F. W. Fearman Co.
LIMITED
HAMILTON, ONT.



Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs
Made under Government inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

Canada Exporting Little Hog Products to the Old World—Home Trade Attracting Attention—Farmers Not Going Into Hog-Raising Extensively—Not Much Movement in Butter While Cheese is Firm.

So far as Canada is concerned, conditions seem to be changing and instead of looking to England to regulate our bacon market, we have all we can do to supply our home markets. It was thought that the high prices for hogs would induce farmers to raise more, but as one packer said this morning, "Farmers are getting too well eff to be feeders of swine, and are living on better things." Hogs are still far below the capacities of the packing houses, and stocks on hand are diminishing. This week the receipts are very small, but this generally happens when farmers are busy with their harvesting. This is a condition not only local but extends beyond our own market.

Enquiries from England about creamery butter caused a little movement, but it proved that there are more sellers of butter than buyers. The exports of butter so far this year are far below last year. This shows that an unusually large quantity must either be in the hands of creameries or in cold storage, held by dealers. With much lighter supplies from Siberia and Denmark, England may wake up to the fact that she requires our butter and relieve the situation here.

The cheese market is firm, which is caused more through the keenness of buyers to do business, than on account of its value. The prices which are paid afford very small margins and although with nothing in sight on which to expect a rise, dealers have a hope that it might come their way.

MONTREAL.

PROVISIONS—Pork is easier this week, prices having shaded about 50 cents. Dressed hogs are quoted a little less than a week ago with Windsor bacon down a cent also.

Pure Lard—	
Boxes, 50 lbs., per lb	0 14⅞
Cases, tins, each 10 lbs., per lb	0 15⅛
" " 5 " "	0 15⅜
" " 3 " "	0 15½
Pails, wood, 20 lbs. net, per lb	0 15½
Pails, tin, 20 lbs. gross, per lb	0 14⅞
Tubs, 50 lbs. net, per lb	0 15
Tierces, 375 lbs., per lb	0 14⅞
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 09⅞
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 10⅛
" 5 " " " "	0 10⅜
" 3 " " " "	0 10½
Pails, wood, 20 lbs. net, per lb	0 10⅛
Pails, tin, 20 lbs. gross, per lb	0 09¾
Tubs, 50 lbs. net, per lb	0 10
Tierces, 375 lbs., per lb	0 09¾
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	26 50
Canada short cut back pork, bbl. 45-55 pieces	27 50
Heavy clear pork, bbls. 20-35 pieces	27 5
Heavy clear fat backs, bbl. 40-50 pieces	28 50
Heavy flank pork, bbl	25 50
Pickled rolls, bbl	25 50
Plate beef, 100 lb bbls	7 25
" 200 "	14 00
" 300 "	20 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 13
Long clear bacon, heavy, lb	0 14
Long clear bacon, light, lb	0 14½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14
Large sizes, 18 to 25 lbs., per lb	0 15
Medium sizes, 13 to 18 lbs., per lb	0 15½
Extra small sizes, 10 to 13 lbs., per lb	0 15½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 16
" " small, 9 to 12 lbs., per lb	0 16½
Breakfast bacon, English, boneless, per lb	0 16½
" " " "	0 16
Windsor bacon, skinned, backs, per lb	0 17
Spiced roll bacon, boneless, short, per lb	0 15
Picnic hams, per lb	0 14
Hogs, live, per cwt	8 60 8 90
" dressed, per cwt	12 00

BUTTER—A little export demand was noticeable during the week, but it is now quiet. Creamery has advanced half a cent from last prices quoted and dairy is up a cent.

Creamery, solids, lb	0 23½
Creamery prints	0 24
Dairy, tubs, lb	0 18 0 19

CHEESE—There is a firm tone to the cheese market, but business is on the quiet side. August cheese is always of good quality and prices being paid on the outside boards are higher.

Cheese, large	0 12½ 0 12⅝
" twins	0 12⅝ 0 13
" small, 20 lbs	0 12½
Old cheese, large	0 15 0 16

EGGS—This market is steady with a firm tendency during the week owing to ligater arrivals. Receipts show decided decreases under what they were a week or more ago.

Selects, dozen	0 25
No. 1, dozen	0 22 0 23
No. 2, dozen	0 17 0 18

HONEY—Prices of honey remain firm with not a great deal doing.

White clover comb honey (nominal prices)	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 10½

TORONTO.

PROVISIONS.—The supply of hogs this week is unusually short. This is likely owing to the busy harvesting time. The demand for all cured meats, is active and the stocks are rapidly diminishing. This, however, is expected this time of the year, and therefore is nothing alarming. Prices are strong and fully maintained.

Long clear bacon, per lb	0 13⅜ 0 14
Smoked breakfast bacon, per lb	0 16 0 16½
Roll bacon, per lb	0 13½ 0 13⅝
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13½ 0 14
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 17 0 17½
" pea meal	0 18 0 18½
Heavy mess pork, per bbl	23 00 23 50
Short cut, per bbl	26 00 26 50
Lard, tierces, per lb	0 14¼
" tubs "	0 14½
" pails "	0 14⅝
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	7 60
Dressed hogs	11 25 11 50

BUTTER—There is nothing of special interest to report this week. There is considerable butter waiting for buyers. So far much less has been exported than last year.

	Per lb.
Fresh creamery print	0 23 0 24
Fresh creamery solids	0 21½ 0 23
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
Tub butter	0 17 0 19
Baking butter	0 15 0 16

CHEESE is kept at the highest limit through the keen competition of buyers, although considered too high for safe handling. The local demand is good, with a noticeable increase in consumption. This is largely owing to the fact that the best is not any too good for our own people, and instead of sending all the good cheese to England, a home trade is cultivated by putting better goods on our home market. Good trade will always respond to good goods, and if this rule is carefully followed we may look for an extensive increase in our home market.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12½ 0 13

EGGS—Eggs are firm, that is, the price; the quality is weak. There are so many things wrong in our practice of handling eggs that it should attract the attention of our legislators, and institute a system by which the large percentage of eggs could be saved from spoiling. If a correct estimate could be made of the loss sustained through the careless handling of eggs it would be amazing. To save all this immense loss it would not cost the country, or any individual anything, but better habits and methods in doing the work.

Fresh eggs	0 23 0 24

POULTRY—The warm weather, together with the fact that so many people are away from home, has checked the demand for poultry. Prices are consequently easier.

Early spring chicken, alive, per lb	0 17
Spring chicken, dressed	0 14 0 15
Hens, per lb. dressed	0 12
Turkeys, per lb., large	0 16
Spring ducks, alive	0 10
" " dressed	0 12 0 14
Old ducks	0 08

HONEY—Beekeepers, as a rule, are asking more for honey than buyers are willing to pay, and therefore not much has been done in honey so far.

Honey, 5-lb. pails	0 60
" 10-lb. pails	1 15
" 60-lb. cans, per lb	0 10½ 0 11

DOLLAR FOR DOLLAR.

Finding the life of a groceryman too arduous, and having other business interests which return more dividends than his store, William Sheehan, of Sprinfield, Ill., has leased his store, and will go to Pueblo, Col., there to look after these other interests. The Sprinfield Register sings the praises of Mr. Sheehan in the following strain:

"Mr. Sheehan has been one among the few successful grocery merchants who began at the bottom and climbed to the top round of the substantial business ladder of fame, not a plunger, but a careful, enterprising, pains-taking merchant, who advertised his business by always giving one dollar's worth of groceries for every dollar received."

NOTES.

E. H. Ruttan, Wallaceburg, is enlarging his grocery by extending it several feet at the back. He intends to add a stock of boots and shoes.

Ridgetown will have a canning factory in full operation this year, the St. Thomas Canning Co. having overhauled the Harrison building and installed machinery for canning tomatoes. Some 40 hands will be employed. Machinery for handling all lines of fruit and vegetables will be installed next year.

The way of the transgressor is hard, but it isn't lonesome.

It takes a certain amount of blow and bluster to raise the dust.

The world cares little for what you believe—it's what you do that counts.

Fun Waxes High at the Winnipeg Caterers' Picnic

Grocers, Butchers and Bakers ofthe Western Metropolis Take a Day off — Ball Games, Fat Men's Races and the Greasy Pole Among the Features—Sensations Served up in the Baseball Contest—The Prime Happenings of the Day.

Staff Correspondence.

Winnipeg, Aug. 24.—Grocers, butchers and bakers, with their wives and children to the number of about twenty-five hundred, spent a gala-day at Winnipeg Beach on Wednesday, August 18. Many were weary from the previous day's extra trade, but as the day broke clear and bright and all plans had been elaborately prepared for the greatest caterers' picnic, there were few who did not pack their baskets and hustle for the trains, leaving behind all business cares for the



E. V. BATTLEY,

Secretary of The Caterers' Association, Who Was Greatly Responsible for Picnic's Success.

few foreigners in the fruit business to worry with. That day there was not a wholesale grocery house or a retail grocery store or a butcher shop or a modern confectionery store open to the public. The caterers did not care for the public—it was their day off, and they made good use of their opportunity. Three trains averaging twelve coaches each carried the jolly multitude to the greatest summer resort in Western Canada.

We will say little of the journey of fifty miles. It may be said, however, that the C.P.R. were not particularly courteous in lining up an inferior grade of rolling stock. Next year the caterers will be assured of better accommodation or the C.P.R. will lose a valuable customer.

And the Band Played.

Upon the arrival at the beach, however, the frowns quickly changed to pictures of merriment. Everybody was happy, and Winnipeg's city band under the direction of Mr. Barrowclough, which was engaged to accompany the pleasure-seekers, added materially to the fun of the day. The band consisted of about thirty instruments and they played almost ceaselessly from the time they left the city until they arrived again at midnight.

The management of the excursion is to be congratulated upon securing the services of such a "lusty bunch of tooters" as one peculiarly eloquent grocery clerk was heard to remark.

President Milton of the Caterers' Association met the trains at the depot and acted as master of ceremonies in carrying out the long programme of sports.

It Was 'Some' Ball Game

A baseball game between the grocers and butchers vs. travelers and bakers was called first and proved one of the most excitable and interesting features of the day. It was a ball match that would make a league team sit up and take notice. Jack Conglaton and Jimmie Spiers, the batteries for the travelers and bakers, and Chum Neville and Thor. Thorenson, two young grocery clerks, the batteries for the grocers and butchers, knew how to play ball. Chum Neville was a wonder at the game. They could not hit his twisters, and he could steel bases like Jack Thoney in his palmy days. The rooters manifested lots of spirit and had there been a grand stand around, a big league game in Chicago would have had nothing on the caterers. The score ended at 5 to 2 in favor of the travelers and bakers.

After the ball game an interesting line of sports were run off. They consistel chiefly in running and swimming races. The boys' and girls' races were keenly contested. It became quite evident on more than one occasion tbat the merchants of the future will not be satisfied with anything but first place. The merchants' wives also meant business when the married ladies' race was run. It became evident that if the merchants' wives were behind the counter, there would be a serious attempt to win out in a record breaking business.

Fleet Footed Grocers.

Alderman Gowler, a grocer, won the old men's race and thereby received an order for a new hat which was the first prize donated. Gowler can run, and

BUSINESS IS GOOD

you will say and we will save you money in discounts and freight if you stock our full line of—



RICHARDS
Quick Napha Soap
Snow Flake Soap Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Mi-Linda and Baled Havanas

are the Finest Cuban Lea. Spanish-made Cigars in the world.

Write for prices

W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

The makers of **"Gillett's Goods"** started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good Goods with a Reputation.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

☞ **Merchants should recommend food products that are produced in CLEAN factories.**

Back from the Country

Be prepared for the increased demand for CLARK'S products in September.

Hundreds of families will be calling for emergency meals—CLARK'S CORNED BEEF, CLARK'S OX TONGUE, CLARK'S VEAL LOAF, CLARK'S POTTED MEATS will all be demanded.

Make a tempting display of CLARK'S INGLASS Specialties and increase your sale of ready-to-serve meats.

Sealed as they are in air-tight germ-proof containers, fresh from Clark's model kitchens, they have all the qualities of absolute goodness to attract and to satisfy.

Be sure that your line is complete, particularly with goods in special demand in the Fall, including CLARK'S MINCE MEAT, CLARK'S SLICED SMOKED BEEF, etc., etc.

William Clark
MONTREAL

Manufacturer of
HIGH-GRADE FOOD SPECIALTIES

BOVRIL

can be obtained from all wholesale firms in the Dominion or from our depôts:

A. B. Mitchell, Mitchell's Wharf, Halifax
W. S. Clawson, 11 & 12 South Wharf, St. John, N. B.
R. S. McIndoe, 54 Wellington St. East, Toronto
W. L. Mackenzie & Co., 306 Ross Avenue Winnipeg
A. G. Urquhart & Co., 524 Hornby St. Vancouver

We shall be pleased to supply freight prepaid an assortment of coloured hangers, booklets, etc. on receipt of a post card.

BOVRIL LTD.
27 St. Peter St., - MONTREAL

Have You Entered the Orange Meat Contest?

If not, you are missing an excellent opportunity to win some large cash prizes.

$700.00

Cash is the First Prize

Get your customers to save the bottoms of Orange Meat boxes for you.

Send your name and address to Orange Meat, Kingston.

Read postcard in package.

Contest closes November 30th, 1909.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranteed SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

TO WHOLESALE TRADE:—

Buy your

Whole Spices, Coffees, Sardines, etc.,

from

H. COLLINGS & CO.

16 Philpot Lane, E.C.
LONDON, ENGLAND

"Repeat Orders the Rule"

Quality always right Shipments prompt.

Agents in MONTREAL, Mr. J. Russell Murray
" KINGSTON, Mr. C. de Carteret.
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bickle & Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.

Established 1856

there is little doubt that he will win out in the next election when he runs again for alderman. Billy Boyd reduced his weight three pounds by winning out in the fat men's race. Oh! how he did puff, and his legs are still sore. His prize was five dollars' worth of goods donated by a wine merchant. No one knows what he took.

The first prize championship caterers' race of 220 yards was won by H. Marples, a young provision merchant, who has already won fame for himself in other circles as a harrier.

The weather and water were quite conducive to a splendid exhibition in the aquatic sports, swimming, walking the greasy pole and long diving were the features. The greasy pole contest taxed the equilibrium of a few of the level-headed boys. Only one boy walked to the end of the twenty-foot pole as it overhung the water.

An hour's dancing in the evening brought the great day to a close. It was then that the brave and the fair met to softly congratulate one another on the triumphs of the day.

The twenty-third annual excursion of the caterers was the greatest in the history of the association. Much credit is due the management for the pains that were taken to prepare and execute the programme in its entirety.

God prescribed exercise, but Beecham gave us pills as something just as good. Do not accept the substitute, but insist upon the genuine.

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

Pot and Pearl Barley Split Peas and Feed

John MacKay, Limited

BOWMANVILLE, - ONTARIO

U. S. GROCERS' ASSOCIATIONS.

The Little Rock, Ark., U.S.A., retail merchants will again promote and manage their own food show, to be held October 20 to 30. They recently voted to decline the offers of several pure food show promoters.

From Decatur, Ill., comes the news that some of the grocers did not attend the annual picnic of the grocers, but remained at home and sold groceries. These stay-at-homes, however, are not members of the association.

September 1 is the day on which the Wichita, Kan., grocers will hold their fifth annual picnic. The grocers will not open their stores at all on that day. Employes of the city departments of the local produce houses, mills and packing-houses will be asked to join the grocers in making merry.

State Manager, J. E. Foster, of Arkansas, is still busy organizing local associations of retail merchants in that state . The latest report from him shows that Walnut Ridge, Pocahontas, Mammoth Springs, Harrisburg, Black Rock, Vandale, Conway and Morrilton, are the last towns to get organizations.

N. D. Hooper, a native of Fredericton, N.B., died recently at Portland, Me. Some years ago he was a member of Whittier & Hooper, wholesale grocers, at Fredericton. Later he removed to St. John, where he was connected with Geo. S. de Forest & Sons, afterwards becoming a commercial traveler and residing at Hampton. Six years ago he removed to Portland, Me., representing a firm in that city on the road up to the time of his death.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

WHY IMPORT BISCUITS?

It isn't a question of the Quality of imported Fancy Biscuits at all. We know that British manufacturers have reduced baking to an exact science—a fine art. But we also know that our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, etc., are the best made in Canada. We also know that *all*

CHRISTIE'S BISCUITS

will compare favorably with any imported line—*however high the Quality.* Christie's fancy biscuits are superior to any baked on this continent, and they are equal in Quality, Purity and Nutriment to any fancy biscuits baked anywhere. Besides—*it's a matter of dollars and cents to YOU.* You can get Christie's biscuits when you want them. Think it over before placing your Christmas orders.

N. B.---Our "Madeira Mixed" and "Cherry Rings" are the Acme of Biscuit perfection.

Christie, Brown & Co., Limited
TORONTO

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our **VILLAGE Biscuit** retails **3 lbs. for 25c.**

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

Let Us Help You Make Money

With our line of quickly-selling biscuits we can do this. Secure a stock—a small trial lot at first if you wish—and just try out the goods. We are quite sure you will find them the best proposition in the biscuit line you have ever attempted.

THE QUALITY IS THERE **SO IS THE PROFIT**

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

Canadian Trade Changes of Recent Occurrence

Damages by Fire and Assignments Made—Many Retail Businesses Change Ownership—Others Offered for Sale.

Ontario.

Donald McEachern, grocer, Toronto, has sold to C. E. Hubb.

J. C. Trebilcock, grocer, London, sustained loss by fire recently. He carried insurance.

J. S. Buckwell, general merchant, Rockford, Ont., has sold to Jas. S. Marlatt.

Thos. Burns, grocer and liquor merchant, Hamilton, has admitted Albert Day into partnership, the new style being Burns and Day.

W. A. Currie, grocery, millinery and dry goods merchant, and J. E. Roome, grocery, crockery and boot and shoe merchant, Glencoe, Ont., were burned out recently.

Quebec.

B. Taylor, grocer, Montreal, is offering a compromise.

F. X. Paquet, grocer, Quebec, has assigned to J. A. LaRue.

F. Jones & Co., grocers, Montreal, are offering their business for sale.

Assets of Jos. Brunelle, grocer, St. Pie, Que., are to be sold on the 2nd prox.

Thos. Davidson & Co., wholesale grocers, Quebec, have filed consent of assignment.

Assets of G. Hebert & Fils, general merchants, Stottsville, Que., are to be sold.

Assets of Hector Cote, general merchant, Cavignac, Que., are to be sold on the 2nd prox.

Western Canada.

A. Gregg, grocer, Winnipeg, has sold to D. Mundell.

P. Boudreau, grocer, Vancouver, has sold to A. Archambault.

Peicoff and Black, general merchants, Rossburn, Man., have dissolved.

D. L. Ghormley, grocer, Strathcona, Alta., has assigned to S. H. Smith.

Creditors are in possession of E. S. Jackson's grocery store, Vancouver.

R. S. Ross, grocer and baker, Vancouver, has discontinued; creditors in possession.

R. T. Grant & Son, Ituna, Sask., general merchants, have been succeeded by the Farmers Trading Co.

The Trites-Wood Co., general merchants, Fernie, B.C., sustained loss by fire at their Coal Creek branch.

The Oak River Trading Co., general merchants, Oak River, Man., have been succeeded by Brooks and Brooks.

SOME EFFECTIVE WORK.

A splendid example of the effectiveness of retail organizations is provided by the work accomplished by traders' associations in the Old Country as regards the keeping up of retail prices. So effective have their operations been that the Civil Service Supply Association—established since 1866—has had to conform to manufacturers' ultimatums so far as fixed minimum prices to consumers are concerned. The following advertisement from a London paper explains the situation tersely:

"The Civil Service Supply Association, Limited, established in 1866 not to make profits, but to supply the best goods at the lowest possible prices for cash, now finds that pressure from traders combined in an association for the purpose of keeping up the retail prices of proprietary articles has caused certain manufacturers to fix minimum prices below which their articles must not be sold. To meet this action the Civil Service Supply Association has decided that the extra profits derived from the sale of those articles shall be utilized in reducing the prices of the great variety of other goods in which there is and can be no limitation of price."



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Montreal and Toronto, Eastern Provinces
Hamblin & Brereton, Winnipeg, Port Arthur to Alberta
L. T. Mewburn & Co., Ltd. Province of Alberta
The Standard Brokerage Co., Ltd., Vancouver, B.C., British Columbia
T. A. MacNab & Co., St. John's, Newfoundland

FIRST IN THE HEARTS OF CANADIANS

For Breakfast For Lunch For Dinner For Any Meal in any Season

Shredded Wheat

¶ A Canadian food for Canadians, made in Canada of the choicest Ontario wheat, steam-cooked, shredded and baked. Its steadily increasing sales establish its permanent leadership over all other cereals in Canada.

¶ If you visit the Exposition at Toronto, don't fail to see our exhibit in the Process Building where we show the complete process of making Shredded Wheat Biscuit and Triscuit, the cleanest, purest, most nutritious cereal food in the world.

The "little loaf" of Shredded Wheat contains more real nutriment than meat or eggs, is more easily digested and is adaptable to many delicious combinations with fresh or stewed fruits. Tell your customers about it.

The Canadian Shredded Wheat Co., Limited Niagara Falls Ontario

"BIG DIAMOND"

The King of Bakers' Flour, from Manitoba hard wheat.

"OCEAN WAVE"

A high-grade strong Winter Wheat Patent.

¶ Manufactured in the most modern 400-barrel mill in Canada.

The Central Milling Company, Limited

PETERBORO - - - - - ONTARIO

CORRESPONDENCE SOLICITED.

W. G. PATRICK & CO.

extend a special invitation to Friends and Customers to inspect their handsome display of

H.P. SAUCE

on exhibition in their Sample Rooms.

We are making a special offer to all who call during the next two weeks, that will more than pay your expenses to the Fair. Make this your headquarters. Leave your parcels. Write your letters. Make yourself at home.

ADDRESS:

29-31 Melinda Street, - TORONTO

Do You Want to Stock the Finest Corn and Tomatoes Packed on this Continent? You Certainly Do

Then be quite sure that your stock this year is of . . . . "ICE CASTLE" Brand Corn and Tomatoes

¶ We just want you to know that our factories at St. Johns have been enlarged and renovated, being newly equipped with all the latest machinery, and up-to-date ideas which go to make up the modern canning factory.

¶ As a result, we are enabled to turn out absolutely the finest goods on the continent. Our extensive experience, modern plants and the methods we employ are the things that count.

¶ This year we have the same particularly fancy vegetables for our packs, having supplied our farmers, as usual, with our special seeds, way back at seeding time.

DO NOT EXPERIMENT. GET THE BEST AND BE SURE OF IT.

J.W.WINDSOR Packer of the largest variety of Canned Goods in Canada MONTREAL

Moir's Chocolates

They have the Quality

Let your wife test the quality of Moir's Chocolates. We are willing to abide by her judgment, for we feel sure she will say they are quite the finest chocolates she has ever enjoyed.

The Smoothness of the Coating

is one of their superior features. So smooth is it that no grain of the chocolate is discernible. And so rich and full-flavored, too.

Wide Variety of Flavors

Another feature that causes chocolate lovers great delight is the wide variety of flavors in each box. The "centers" are rich creams, nuts, fruits, jellies and "unique" confections.

They are Big Sellers

Naturally such superfine chocolates are immense sellers, as you would understand if you saw the large repeat orders we are daily filling. Send your name and address and we will quote you very interesting prices on our various lines.

Moirs, Limited, Halifax, N. S.

The White Candy Co.

LIMITED

St. John, N. B.

MAKERS OF

High-grade Chocolates
Caramels and Kisses

Correspondence solicited regarding exclusive control of our specialties in all the large towns.

Samples sent to any reliable person.

Both the Name and the Design of

Cowan's

Maple Buds

are patented and registered.

The great popularity of this superior confection has brought out imitators.

We wish to warn the trade that all infringers of our patent and registered rights will be prosecuted.

The Cowan Co., Ltd.

Toronto, Can.

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

World's Wheat Market Declines—Canadian Flour Market Follows Suit—Tendency Towards Lower Cereal Prices—Good Demand for Feed.

A general drop in wheat was reported last week in Ontario, but this week a decided decline has taken place almost all over the world. The immense crop in the great Northwest, under favorable weather conditions has a depressing effect on the wheat markets in general. The present is supposed to be the largest crop of wheat ever produced in the Northwest. While France was supposed to be short, it is now reported that she has much in excess of last year. According to all this, perhaps our bakers will be good enough to give us a loaf of bread again in place of a decent sized cake.

The Canadian Grocer has been pointing out for some time to grocers, the advisability of reducing their stocks of flour and cereals, which, if they have done so it should provide them a little money in buying now at reduced prices.

MONTREAL.

FLOUR—A decline of 40c a barrel occured in flour this week, following the sharp drop in wheat. The lower prices have not stimulated buying to any extent. Millers all report only a fair amount of business passing.

Winter wheat patents, bbl	6 00
Straight rollers, bb	5 70
Extra, bbl	5 20
Royal Household, bbl	5 90
Glenora, bbl	5 40
Manitoba spring wheat patents, bbl	5 90
" strong bakers, bbl	5 40
Five Roses, bbl	5 90
Harvest Queen, bbl	5 40

FEED — Demand continues very strong, with prices unchanged. No addition to stocks on hand makes it as difficult as ever to fill orders.

Ontario bran, per ton	22 00
Manitoba shorts, per ton	24 00
" bran, per ton	22 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

ROLLED OATS—Rolled oats are very quiet, at unchanged prices.

Fine oatmeal, bags	2 75
Standard oatmeal, bags	2 75
Granulated " "	2 75
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 50
" barrels	5 20

TORONTO.

FLOUR—Flour is just $1.00 a barrel lower than it was 6 weeks ago. Wheat deliveries are very light. Farmers expected a dollar a bushel, and now since it is below that point, they are not in a hurry to bring it out.

Manitoba Wheat.

1st Patent	5 70 5 75
2nd Patent	5 30 5 40
Strong bakers	5 20 5 25

Winter Wheat.

Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

CEREALS—The prices of cereals are also responding to the general decline in grain, and are also lower. Mills are not doing much just now. This is the winding up of the old year, and getting ready for the new crop.

Rolled wheat, car load	3 50
" oats "	2 50
Oatmeal, car load	2 75
Rolled wheat in barrels, 100 lbs	3 50 3 70
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

PEACH CROP IN ESSEX.

Estimate Places it at a Larger Quantity Than Last Season.

Kingsville, Aug. 25.—Fruit growers around Kingsville, Leamington and Olinda, which section constitutes the peach belt of Essex, are congratulating themselves on the promising outlook for the peach crop this year, which, they predict, will be unusually large.

Early in the spring considerable anxiety was felt over the rapid spread of curl leaf among the different orchards. While curl leaf has been attacking the trees for several years, the spread this year seemed much larger than usual. The trees were not affected by it as much as usual, which is accounted for among the growers by the fact that the trees came through the winter in much better condition than they generally do.

It is estimated among the fruit growers that the yield of peaches this year will be half as much again as last year, and the crop last year was considered fair.

While the crop will be much larger this year, the indications are that the fruit will be smaller in size on account of the drouth, which causes a shrinkage in the fruit.

Many of the fruit growers have been at work during the past month thinning out the peaches on the trees, as the trees are bearing so heavily that thinning is imperative.

J. C. Duke, who owns a fruit farm near Olinda, is the largest grower in the peach belt, and is considered the most reliable authority on fruit raising in the county. Mr. Duke has about thirty-five acres of peach trees, and estimates that they will yield him this year about ten thousand baskets of peaches.

"I wish to complain," said the new bride, haughtily, "about that flour you sold me. It was tough." "Tough, ma'am?" stammered the grocer. "Yes, tough. I made a pie of it and my husband could hardly cut it."—"Chicago Chronicle."



Get the Habit

of ordering from your jobber.

MOONEY'S "PERFECTION" CREAM SODAS

They are the kind that reach the customer in the same crisp condition as they leave our oven.

There is something about their flavor that makes them just a little more delicious than any other kind—hence the steady and increasing demand for them.

You can't afford to be without them.

THE MOONEY BISCUIT & CANDY COMPANY

Stratford - Ontario



COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX, who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents

C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P.Tippet & Co., "

J. & G. Cox, Ltd
Gorgie Mills
EDINBURGH



"BORDO"

(REG.)

CHOCOLATES

are sold to you, for bulk sales, in 5-lb. cartons, attractively packed, and costing you $1.25.

You can also get the

10c. PACKAGE

which is a very popular seller at all times.

Quite convenient for small sales—and containing the same chocolate.

Keep a Stock of Both.

The Montreal Biscuit Company, "The Originators"

MONTREAL

THE LAND OF THE FUTURE.

The financial editor of The New York American recently traveled through the Canadian West, and he assures the world that the land of the future is north of the international boundary line. In The American he says:

"I have never seen such wheat. For days we traveled through magnificent agricultural country where money was growing so fast that the general prosperity to ensue is almost incalculable. Alberta is a vast coal field and granary. The Canadian Pacific traverses a territory of boundless possibilities; the Canadian Northern is reaching out to the north and west, and every foot of the 'Soo' country is productive. I must say that the millions of unoccupied Canadian lands offer the strongest and safest attractions; that the railroads and business interests generally have all certainties contained in the rapid development, and more to follow."

WHITE SWAN

100%

PERFUMED - POWDERED

LYE

BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

BEAN CROP IN KENT.

Chatham, Aug. 25.—Some of the bean growers in this section are inclined to think that the assertion made by President M. H. Stevens of the Canada Flour Mills Co. that there would be 900,000 bushels of beans in Kent and adjoining bean territory this year, is wide of the mark. "Too optimistic," is the way they put it.

H. D. Reynolds of New Scotland, one of the best posted men in the county on this and kindred subjects, has gone so far as to offer $25 to the Ridgetown public library if there are over 700,000 bushels, provided Mr. Stevens will give that or any similar county institution a like sum if the crop falls under the 700,000 mark.

The crop is, however, reported from other sources to be coming on excellently, the beans so far harvested being well podded and of good quality.

He was telling the young woman about his fine cows and called her attention to a calf grazing not far away. "That calf is only six weeks old." he said. "Isn't he a beauty?"

"Only six weeks old!" questioned the young lady in amazement, "and walking so soon?"

NO FLAWS

in this Chain or Anchor, both have had the same care in manufacture as "The Flour of the Mark." **Anchor Brand**

Manfd. by
LEITCH BROS.
FLOUR MILLS
Oak Lake, Man.

LEITCH ANCHOR BRAND OAK LAKE

Sold by leading dealers in every lively town. 17

WILSON'S FLY PADS



Annual sale many times larger than all other Fly Poisons combined.

RETAILERS' PROFIT VERY LARGE.

Make Your Friends Help Fatten Your Profits

You make Your Money out of Your *Friends*—
Since Your *Enemies* will *not* trade with You.
The less enemies, the more friends.
The more friends, the more *Customers.*
And the more Customers, the more Coins for *you* to finger.
Isn't that so,—Brother Grocer?

* * *

So, let's *make* friends—
By selling *good* flour.
More friends—
By selling *better* flour.
And the Most Customers—
By selling FIVE ROSES.

* * *

The so-called "Lucky Man" (he that giveth Better Service with Better Grade) hath an ever-widening circle of friends—
Meaning, of course, *Pleased Patrons.*
But the bigger your troop of customers, the more enemies you can make—
Unless you *keep on selling* the Meritorious Article.
And the quicker you'll hang out the Red Flag.
For our Best Friends become bitter enemies when they feel "let in!"
So let's also be *Lucky in our friends.*

* * *

Because it *is* "Friendly Flour,"
FIVE ROSES collars the *Repeated Orders.*
Good Flour is our hobby, and we'll never get over it.
Don't know how to make *the other kind.*
FIVE ROSES has *all* the makings of Good Stuff—
The *Amber Gluten* of Prime Manitoba Wheat—
Sun-ripened, plump spring wheat of that *hard, compact sort.*

* * *

Which drops *none* of its Flavor, Strength, or Nutrients, or Eating Qualities in the milling.
Only the Impurities, and Fibre, and Dirt, and General Cussedness of *all* Raw Material.
Properly packed in Quality Bags and *Barrels of our own make.*
Age-whitened and dried in Sanitary Storehouses longer than seems necessary to *cheaper* artisans.
Not bleached—no, *never.*

* * *

Because it means whitest loaves, appetizing in aroma, golden topped and crisplike, tempting of bloom and texture.
Because it compels in plenty palatable pastries.
Madame Housewife waxes *pleased* with *herself* and *You.*
Therefore, the FIVE ROSES habit pays all concerned—
Putting Dollars into *Your Surplus.*

* * *

And whatever gives the most Flour Value for the money—
More *Friends*—More *Customers*—
More *Profits,*
Is, indeed, worth getting, and *getting at once.*
So get FIVE ROSES, Brother Grocer.
Not next week, next month, or next year—
But TO-DAY.

Lake of the Woods Milling Co.

LIMITED

MONTREAL **Makers of Five Roses** **WINNIPEG**

Operation of Wallaceberg's Collection System

How a Town of About 3,000 Population Gets After The Delinquents—A "Debtors' Day" Appointed by Collector—Methods Vary Somewhat From Larger Cities—Half a Thousand Dollars in One Month.

By Victor Lauriston.

Chatham, Ont., Aug. 25.—In the course of the last Merchants' Association meeting, E. Askunas, secretary and official collector of the Wallaceburg Association, gave an interesting talk on the work accomplished by the collection department of that body.

The collection department has been in working order for a little more than a month, having been organized shortly after the Chatham system was instituted. There are 34 members in the department. The collector receives a salary at the rate of $600 per annum for the first six months, and $650 per annum for the second six months—which would figure out a net salary of $625 for the first year. In return for this he devotes his entire time to the work of collector and secretary.

Unlike Chatham, where a flat rate of $10 per member prevails, membership in the Wallaceburg Association is graded according to the size of the business.

Old Accounts are Settled.

During the month of July the Wallaceburg merchants received through the agency of the collection system the sum of $505.80 paid on accounts, some of which had been given up as bad, and quite a few of them outlawed. A curious fact, however, is that the larger part of this amount was paid direct. "Our people are suspicious," remarked Mr. Askunas with a smile, "and they prefer to deal with the merchants direct." When a debtor expresses a preference for dealing direct with his creditor, he is told to do so. If he doesn't, the collector is speedily on his heels again.

A Day for Debtors.

Mr. Askunas spends all day Saturday at his office. This is avowedly for the purpose of seeing people who dislike to have the collector call on them at their homes, and express a preference for calling on him instead.

"Do you like collections that way?" Mr. Askunas was asked, with something like incredulity.

"I do," he rejoined, emphatically.

Quite a few collections have been made in this manner by setting aside a day when the debtors can come to the collector instead of the collector coming to the debtors. The idea saves much footwork on the collector's part; and is appreciated by lots of people. If, however, a debtor promises to call and does not, Monday morning Mr. Askunas is at the door. Monday, as the first available day, is particularly utilized for the benefit of such delinquents, of whom, however, there have been few.

Barely, if ever, does Mr. Askunas make a collection involving less than a dollar. "If they can't pay that much, I take less," he says, "but I always try to get a dollar anyway." When there are half a dozen accounts against a debtor, his dollar is not divided among the various creditors pro rata, as in Chatham. Instead, it is credited on the first account sent in. The next payment will be credited to the next account; and so on. "It saves bookkeeping," remarked Mr. Askunas, naively.

Foreigner by Birth.

The Wallaceburg official collector is pretty nearly a newcomer to the Sugar City. He is a foreigner by birth, of Greek descent it is understood, and even now after a few years residence here still talks with a marked foreign accent. But he has done inspiring work in his quiet, determined, businesslike way. In his bookkeeping Mr. Askunas is assisted largely by his wife.

His visit to Chatham was chiefly to discuss a scheme of co-operation between the collection systems of the two towns, which will be taken up at next month's meeting of the Chatham association.

Wallaceburg is a thriving town with a population of from 2,500 to 3,500—perhaps more in the busy factory season. It is therefore in a different category from Chatham, Brantford and Guelph, where collection systems have been instituted; and its experience will be watched with interest.

Fire recently damaged stock of L. J. Costello, grocer and liquor merchant, Montreal.

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GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

Every Progressive Grocer handles
PICHET TEA BISCUITS
as well as every First Class Hotel and Leading Tobacconist handles the Famous Imported
Germinal and
La Perla Del Oriente
Manilla Cheroots at 10c.
No equal value on the market for the money.
JOS. COTE, Importer, Sole Agent,
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Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

Black Watch
The Big Black Plug Chewing Tobacco
Already a Big Seller
Sold by all the Wholesale Trade



"Keep up with the Twins"



"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Canadian Peaches Pears and Plums

The Dealer can now look for ample supplies of the better grades of these fruits from now till the crop is harvested.

Your orders well and promptly taken care of.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

Canadian Cantaloupes

Gem Melons

Pink Tomatoes Red Tomatoes

FULL LINES

Oranges, Lemons and Bananas

The

Demand for

St. Nicholas Home Guard

Extends from Coast to Coast

AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Canadian Early Apples, Peaches, Plums and Pears on the Market in Quantities—Better Apple Crop Than Last Year—New Potatoes of Good Quality Arriving — Cantaloupes are Good Sellers—Noticeable Scarcity of Fish.

MONTREAL.

GREEN FRUITS—Canadian peaches, plums and pears are now offering, while the first grapes of the season, from California, are now on sale. These are the features of the week. Canadian fruits are being offered at reasonable figures, considering that this is the beginning of their season. Demand is reported as being good. Malaga and Tokay grapes are being received from the coast, daily. Montreal melons are coming in more freely, though the recent rather cool spell has not been instrumental in aiding their growth. The price this week is lower. A few early apples and some lots of crab apples are offering, but are not quick sellers. Raspberries are finishing, while blueberries are very plentiful and reasonable in price.

Apples, Spies, XXX, bbl	7 00	7 50
" early, basket	0 25	0 30
" crabs, basket		0 35
Bananas crated, bunch	1 25	1 75
Blueberries, 16-qt. box		1 50
Cranberries, per crate		5 00
Cocoanuts, bag		4 00
Grapes, California, Malagas, crate		2 60
" Tokays, crate		3 00
Lemons, box	2 75	5 00
Limes, per box	1 00	1 25
Melons, Montreal, basket of 12 to 13	3 00	10 00
Oranges, late Valencias	3 50	3 75
" Sorrento		2 50
" Messina Ovals, half boxes		1 50
Peaches, California, box		1 25
" Canadian, basket	0 35	0 50
Plums, California, per crate	1 50	2 25
" Canadian, basket	0 30	0 45
Pears, California, (Bartlett) per box	3 25	4 00
" Canadian, basket	0 50	0 60
Raspberries, quart	0 10	0 12
Watermelons, each	0 30	0 40

VEGETABLES —Potatoes, Montreal, are arriving freely. Receipts this year have been most satisfactory, being much above those of last year. The quality of the potatoes coming in, too, has been excellent. New Brunswick, new crop, will begin to come in about September 1. Reports from the east are good. The price of potatoes, and mostly all root vegetables, will be determined within the next couple of weeks. Beets are easier this week, as are cucumbers. Celery is a little lower, too. Canadian spinach is down to 75c. Vegetable marrows are quoted this week, 75c a dozen being asked. Business on the whole is satisfactory, though if we were experiencing the usual August weather it would be of larger volume.

Beets, old, bag		1 25
" new, dozen bunches		1 00
Carrots, dozen bunches		1 50
Cabbage, dozen	0 20	0 35
Celery, Canadian, dozen	0 35	0 40
Cauliflowers, dozen	1 00	2 50
Cucumbers, dozen	0 10	0 15
Green peppers, crate		3 00
Horse radish, lb	0 15	0 20
Lettuce, dozen	0 15	0 40
Leeks, dozen	1 00	1 25
Onions, doz. bunches		1 00
" large, white, dozen		0 50
Potatoes, Montreal, bag		0 90
Parsley, dozen		0 15
Peas, Canadian, bag		0 75
Parsnips, dozen bunches		0 40
Sage, dozen		0 60
Savory, dozen		0 50
Spinach, Canadian, box		0 50
String beans, bag	0 35	0 50
" " basket	0 30	0 35
Tomatoes, Montreal, gin box	0 25	0 50
" hot-house, lb		0 08
Turnips, bag		0 50
" new, dozen		0 15
Vegetable Marrows, dozen		0 75
Watercress, dozen		0 40

FISH—Salmon is coming in freely and demand for it is reported as being good, considering the warm weather. Lobsters are scarce and bring high prices, as will be noted from quotations. Haddock and cod are not in good supply and prices show an upward tendency. Market cod and sea trout are new lines quoted this week in fresh. In frozen fish there is some interest displayed, but not a great deal. Green cod is being quoted, supplies just beginning to arrive. Dealers are asking 3c per lb.

FRESH

Bluefish, per lb	0 16
Brook trout, per lb	0 25
Dore, per lb	0 13
Flounders, per lb	0 10
Halibut, per lb	0 12
Haddock, per lb	0 06
Lake trout, per lb	0 10
Mackerel, per lb	0 12
Market cod, per lb	0 04½
Salmon, B.C.	0 17
Sea trout, per lb	0 12
Steak cod, per lb	0 07
Whitefish, per lb	0 10

FROZEN

Dore, winter caught, per lb	0 10
Halibut, per lb	0 09
Steak cod, per lb	0 05
Salmon, B.C., red, per lb	0 10
Salmon, Fall, per lb	0 08
Salmon, Qualla, per lb	0 09
Oysters, per lb	0 14
Whitefish, large, per lb	0 08
Whitefish, small, per lb	0 06

TORONTO.

GREEN FRUITS—Numerous varieties of early apples are in abundance, and sell for 25c to 35c a basket, or $3.00 per barrel. The estimated apple crop in Canada and the United States this year is said to be about 12 million barrels in excess of last year. In view of this we have some reason to hope that we will not have to pay $8.00 a barrel this year. Even with ripe apples, peaches, plums, pears, etc., on the market, oranges are daily in demand all the year round. The California late Valentia oranges are just now at their best, and in great demand. The only imported fruit on the market, with the exception of oranges and lemons, is a small lot of California peaches, and these have to take a back seat. Canadian fruit is now in full possession of our market, and the quantity that is sold is surprising. Early varieties of plums are in abundance, but the better kinds for preserving have not yet appeared. While the market has been loaded up with early cling stone peaches, the later and better varieties are just beginning to come in. A few red raspberries are still seen, and in a few days the Lawton will wind up the berries for the season.

Apples, green, basket	0 25	0 35
Bananas	1 75	2 25
Blueberries, per basket		1 25
Currants, black, basket	1 40	1 50
Lawtonberries	0 07	0 08

Lemons, Verdelli	4 50	5 00
Limes, crate	....	1 25
Oranges, Cal. Valencia	3 00	3 50
" Cal. small	....	2 50
Peaches, Cal., per case	....	1 40
" cling stones	0 25	0 50
" St. John	0 75	1 25
Plums, Canadian, basket	0 35	0 65
Pears, Can., basket	0 40	0 65
Pineapples, per case	....	4 75
Raspberries, red	0 09	0 10

VEGETABLES—New potatoes, of exceptionally good quality, are in evidence everywhere, and are selling from 80c to 90c a bushel. Tomatoes are very plentiful and cheap. Cantaloupes or musk melons are the strongest vegetable in the market this week. They are arriving in car lots from the neighborhood of Leamington, where they are cultivated on a large scale, and are sold in baskets and crates. Cucumbers are also claiming a good deal of attention, as well as corn and cabbage.

Beans, wax, basket	0 25	0 30
Beets, new, bunch	....	0 40
Cabbage, Canadian, per barrel	1 25	1 50
Cantaloupes, Canadian, per basket	0 40	0 50
" " per case	0 75	0 80
Carrots, new, per basket	....	0 20
Celery, Canadian, per doz	....	0 60
Corn, dozen	0 08	0 10
Cucumbers, per basket	0 20	0 25
Egg plant, per basket	0 60	0 65
Onions, Canadian, green, per dozen	....	0 25
" Danvers, bag	1 15	1 25
" new, Valencias, crate	3 00	3 25
Peas, green, basket	0 50	0 65
Pears, per basket	0 40	0 50
Peppers, green, per basket	0 30	0 35
Potatoes, Canadian, per bushel	0 80	0 90
" sweet, basket	....	0 65
Tomatoes, Canadian, per basket	0 20	0 25
Watermelons, each	0 30	0 45

FISH—Fish are very scarce, not enough to meet the demand. This is owing to the great heat and also to high winds. On account of the heat the fish will go farther out into deeper water, which makes it more risky and difficult to catch them. It is reported that fishermen lost heavily in nets through unfavorable weather.

W. C. Tully has opened a grocery and provision store in Peterboro, at the corner of Sherbrooke and George streets. He starts with an entirely new stock.

VISITORS
TO TORONTO EXHIBITION

Cordially invited to call and see us either at our Front Street Warehouse or at the Fruit Market. Heavy arrivals of

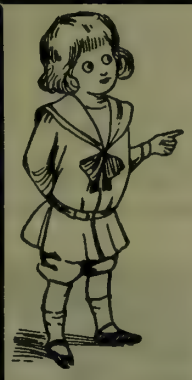
CANADIAN PEACHES, PEARS, PLUMS, Etc.

as well as foreign lines of

ORANGES, LEMONS, BANANAS, GRAPES, PEACHES, Etc.

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WHITE & CO., Limited
TORONTO and HAMILTON



Quality

is essential to building up a permanent Lemon trade. By the QUALITY of my pack I have the largest trade in Ontario, and by the QUALITY of my pack I will have and hold the largest trade in Canada. Always buy

"BUSTER BROWN"

FRATELLI FOLLINA, Palermo, Packers

W. B. STRINGER, Toronto, Can., Agent

CANADIAN
Musk Melons
also
Rocky Fords
are rapid sellers

Plums } all kinds in large supply
Peaches }

PEARS

Tomatoes } late variety, smooth and solid
at their best }

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HAMILTON, ONTARIO
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New Crop Lemons

EXTRA FANCY

California "Squirrel" brand 270s and 300s
Verdelli "Marconi" brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, "Golden Orange" brand, *the Best Orange Grown in the world*

GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

HUGH WALKER & SON
GULEPH, ONTARIO

Oysters are now Fattening Up for the "R" Months

September, the First Month of the Coming Season—Enemies That Prey Upon Them in Their Peaceful Homes Beneath the Wave—Oyster-Farming Becomes a Science.

This is a busy time for oysters if not for oystermen. The bivalves are getting fattened up for September, the first of the "r" months, when they become good eating. In this respect oysters are similar to the fur-bearing animals—they begin to carry a sleek fur during the initial "r" month, which gradually becomes smoother and better as the cold weather advances.

Therefore such oysters as have escaped the sea-spider, the drill and other water foes, are engaged in "fattening up."

The workings of the new steam oyster-dredges which are used in some Atlantic coast waters, afford some interesting information. These dredges are iron clamps, terminating in heavy rope bags. As soon as they strike bottom they are hauled in, and the great masses of shells dumped on the deck. These look inert for a moment, and then each mass begins tossing about. The top shells bounce and roll away, disclosing a waving claw or two. A yank by one of the dredgers often produces a sea-spider, which is promptly stamped on and tossed overboard.

Visitors Shown Sea Creatures.

The oystermen rake over the shells in order to show any visitors the sort of things that live on the bottom of the sea. They are not attractive: "horses' feet," jelly fish, different types of sea-spiders, midget crabs, starfish, all of these things waggle futile protests at having been torn from their peaceful homes beneath the wave. The oysters themselves, in their rough brick and iron-rust colored shells, do not appear more attractive. However, as the fisheries men swallow the juicy interiors without pepper, salt or vinegar, they make no complaint about the exterior of their luncheon.

Starfish and drill operate differently on their oyster food, but both are equally destructive. The former closes about the oyster and suffocates it, while the drill with its sharp little cone of shell bores through the shell of the oyster and sucks it hollow. If no attempt is made each season to clean out the oyster beds, these two creatures are capable of destroying from one-fourth to one-half of the product.

Making An Oyster Bed.

When the oysterman plants a bed, he weeds out the ground, just as a farmer does, freeing it as far as possible from the lurking enemy. Then he puts in some good shells, and some sturdy, big oysters as breeders. His crop is like a farmers's crop, depending largely on the season and affected in a considerable degree by luck. Although the oystermen who rent or own their beds get spawn from other places, they have had little trouble in past years in keeping down the starfish, sea-spiders, and drills.

It was the practical oysterman who found out nearly a decade ago that oyster beds which were getting exhausted could be replenished by spawn taken from other waters. The spawn, after transportation and re-bedding, develop into the firm, small, slightly coppery flavored Blue Point.

Why it is so the lay mind cannot tell. To him mud is mud and salt water is salt water. But the "eel-skin" fisherman who saw his livelihood departing made experiments and saved his oyster beds. Now when the men appointed by governments tell him to keep on renewing his beds, as he has been doing for ten years, he listens respectfully, but it may be with his tongue coiled up in his mouth.

Scientific visitors tell the oystermen that they should occasionally vary the position of the beds, in order to obtain the best results. In fact, without action on the oystermen's part the beds usually shift. The oyster isn't a great traveler, but he does move now and then. In some beds the spawn will not flourish. Some of the oystermen who have just had the advantage of contact with real scientists asked why this was so, but the question "stumped" the instructors.

On one occasion when scientific visi-



By Special royal permission

"King Oscar"
Brand
Norwegian Jardines

You are vitally interested in the fact that "King Oscar" Brand Sardines are BIG SELLERS. Their quality gives them first call with discriminating buyers.

These Sardines have established the reputation as the purest, sweetest and best packed on the market.

STOCK "KING OSCAR" SARDINES

J. W. BICKLE & GREENING
(J. A. HENDERSON)
Canadian Agents HAMILTON, ONT.



"Mephisto"
BRAND
Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and Pictou, N.S. Canada



They Have Stood the Test

¶ Any article that has been on the market fourteen years and has "made good" is a safe enough commodity for you to stock, Mr. Grocer.

Brunswick Brand Sea Foods

have by the methods employed in catching, cleaning and canning found their way to the forefront. They have a reputation of which we are proud.

You will find them profitable to handle. They build up trade. They stand for quality

THE BRUNSWICK BRAND IS A WINNER

CONNORS BROS., Limited, Black's Harbor, N.B.

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English Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

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Guaranteed Pure and all Packed in England

Agents for Quebec and Ontario---ROSE & LAFLAMME, Ltd., Montreal and Toronto.
Agents for Provinces Manitoba, Saskatchewan and Alberta--MASON & HICKEY, Winnipeg.

ters were discoursing learnedly on the habits of the oyster, the captain of a dredge boat pointed to an oyster shell which detached itself from the mass and was quietly moving away toward the briny deep.

"How do you 'count for that?" asked he.

"I—I don't know," stammered the scientist, "unless it has taken too much sea air."

When the oyster shell was opened carefully, a little crab was found inside—it was this creature which furnished the means of locomotion.

"I never saw anything like that," admitted the awe-struck scientist, "in the Aquariums."

Canadian Bivalves' Superiority.

The oyster peculiar to Canadian waters, and known far and wide as the Malpecque, has attained a unique reputation. Connoisseurs who have sampled the oysters of the world declare that nowhere else are oysters produced which will compare for a moment in delicacy of flavor with the Canadian product, not excepting even the famous "natives" produced in such large quantities at Colchester and Whitstable in England, or the "Blue Points" and other varieties produced in the warmer waters along the United States Atlantic coast line. The reason for this superiority of flavor is thought to be largely owing to the much greater coldness of the waters in which the Canadian oysters are bred.

Old Canadians can remember the time when every autumn the oyster boats used to come up from Prince Edward Island to Montreal laden almost to bursting point with barrels of these mollusks, which were retailed at a as low a figure even as a dollar a barrel. It used to be the custom in all the larger settlements along the river bank to look out for these oyster boats, and it not infrequently happened in later years that all the oysters were sold out before the boats reached Montreal. For some years past no oyster boats have come to Montreal at all, owing to most of the beds having been fished out, and also to the local demand having increased.

SHOW-WINDOW POINTERS.

Many attractive show windows are now being constructed with the base made of tiling. A window with this kind of a floor is not only very attractive in appearance, but can also be very easily kept in a clean, sanitary condition. Carpeting also makes an excellent covering for the base of a window. Several strips of carpet, made to fit the window, could be kept on hand at a small expense, and changed as often as is necessary to harmonize with the different displays which are to be made.

The grocer's boy was lumbering up the kitchen stairway with his arms full of packages. "Boy," said the mistress of the house, somewhat sharply, "are your feet clean?" "Yes'm," he answered, still climbing the stairs, "it's only me shoes that's dirty."

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

We ask your attention to the daily arrivals of PEACHES, PLUMS, MUSK MELONS and a full line of home grown Fruits and Vegetables. Direct from the growers every day.

THE DAWSON COMMISSION CO., TORONTO

Wholesome Appetizing

Delicious

These are three strong characteristics of Loggie's Lobsters, whose well known brands are

GOLDEN CROWN

and

GOLDEN KEY

You have to meet the wants of particular people. Our products will do it They retain the true natural flavor of the crustacean and the quality is above question.

We sell the jobbers and retailers and will gladly supply prices on application.

PACKED BY

W. S. Loggie Company, Ltd.

Chatham, New Brunswick

N.B.—We are still booking orders for Golden Diamond Blueberries, 1909 pack.

SALMON CAN BE AS SCARCE AS THEY LIKE

We will receive our usual supply of the good, old reliable brand of

Quaker Salmon

The quality will be just as choice and we will guarantee each individual tin, as before.

Order Early.

MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL



MAGI WATER

That we are advertising Magi Water very extensively you know. That we shall continue to advertise it goes without saying. The results we have obtained in persuading the public to drink Magi and the dealer to push Magi have convinced us that a meritorious article, well advertised, is the only proper combination in successful merchandising.

Put Magi Water in stock—display signs (we will furnish them) saying that you handle Magi Water and you will build up a family trade that will be satisfactory and highly profitable to you.



And remember that while Magi is recommended by physicians for Gout, Rheumatism and similar ailments arising from disordered kidneys it is further the most delicious water you can persuade your customers to put on their tables purely as a beverage. Try it yourself.

THE CALEDONIA SPRINGS CO., Limited
Caledonia Springs, Ont.

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:

Montreal; Kenneth H. Munro, Corlstine Building
Manitoba; Watson & Truesdale, Winnipeg, Man,
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

Part II:—

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation Order?
Bulk versus Package Teas.
How to Establish a Tea Trade.
Tea Blending.

275 Pages Price $2.00

Fully Illustrated

MacLean Publishing Co.
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BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

System is Everything

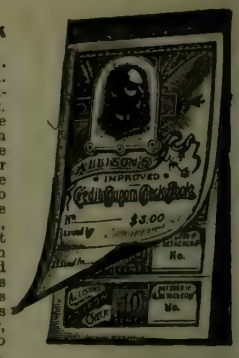
Modern business success is built upon System. The house that is ahead is the one that is best systematized in every detail—especially in the selling end.

THE **Allison** COUPON BOOK SYSTEM

is the most important phase of selling system so far as the grocer is concerned. You can get along without them, but not nearly as well as you can WITH them.

How They Work

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, Ind
Order them from your Jobber

THICK, SWOLLEN GLANDS

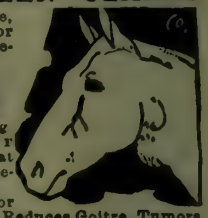
that make a horse Wheeze, Roar, have Thick Wind, or Choke-down, can be removed with

ABSORBINE

or any Bunch or Swelling. **No blister, no hair gone,** and horse kept at work. $2.00 per bottle, delivered. **Book 3 D free.**

ABSORBINE, JR., for mankind, $1.00, delivered. Reduces Goitre, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.



THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

Wolverine

Show Case



The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited



TIME MEANS MONEY

You save both when you have McGregor's Patent

BAG HOLDER

It holds all kinds from ¼ to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.

KILGOUR BROS.
19 Wellington St. West, - TORONTO



Exclusive

SPECIAL

Adjuster

Elgin National Coffee Mills

can be regulated to grind coarse or fine when running and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue,
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

BUY

Star Brand

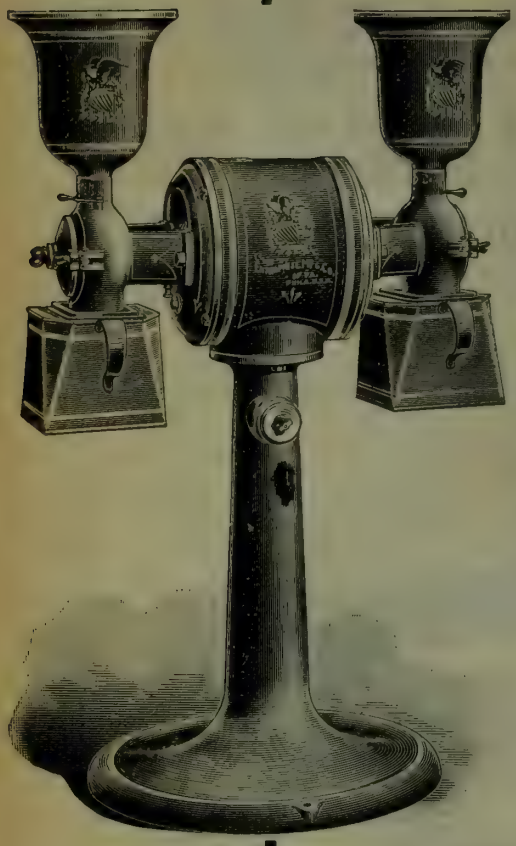
COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize ½ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.

21 Murray Street, New York — 438 Market Street, San Francisco

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Get a **STANDARD** Horizontal **BRADLEY STENCIL MACHINE** and you will have a Machine **BUILT FOR HARD USAGE,** Rapid and **EASY** to **OPERATE.**



HAMILTON STAMP & STENCIL WORKS, Ltd.

SOLE AGENTS FOR CANADA

HAMILTON, - ONTARIO

TRADE MARK KEYSTONE BRAND REGISTERED

ANY LINE OF THE

KEYSTONE BRAND BROOMS

may be depended upon to give satisfaction and in choosing the

KLONDIKE
JUBILEE
STERLING

you get the very best as well as sufficient range of price to meet all requirements.

Manufactured by

STEVENS-HEPNER CO.

LIMITED

PORT ELGIN, - ONTARIO, CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	3½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER



Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 6 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case).

	per doz.		per doz
Strawberries	3 25	Sweet cherries	2 40
Peaches	2 85	Red currants	2 40
White cherries	2 85	Black currants	2 40
Red raspberries	2 40	Green G. plums	2 40
Black raspberries	2 40	Lombard plums	2 40
Lawtonberries	2 40	Blue plums	2 40
Red cherries	2 40	Pears	2 40
Black cherries	2 40		

SIMCOE PURE PRESERVES

(Packed 2 doz. to the case.)

12 oz. Simcoe Pure Strawberry Preserves	1 35
16 " " " "	1 75

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

In Cartoons	per dozen
No. 1, 1-lb., 4 dozen	2 40
" " 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" " 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " 2 "	2 20
No. 12, 4-oz., 6 dozen	0 70
" " 3 "	0 75
In Tin Boxes	**per dozen**
No 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs	14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.



White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

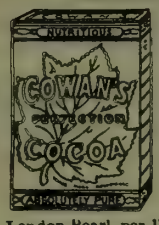
White Swan Wheat Kernels, per doz.	$1 40
White Swan Flaked Rice, per doz	1 00
White Swan Flaked Peas, per doz	1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED.



Cocoa—Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size " 5-lb. tins per lb	0 90
Soluble, bulk, No. 1, per lb	0 37
Soluble, bulk, No. 2, per lb	0 20
	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ¼'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼ & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5c, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

	15 lb. pails and 10, 25 and 50 lb boxes	Pails.	Tins.	Bbls.
White Moss, fine strip		0 19	0 21	0 17
Best Shredded		0 18	....	0 16
Special Shred		0 17	....	0 15
Ribbon		0 19	....	0 17
Macaroon		0 17	....	0 1
Desiccated		0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz	8 25
Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars, per doz	1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

CLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils, Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 80
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toront

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2
" " groats ½-lb. tins	1
" " " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.





Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for 2 80.

5 boxes.... 2 75

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

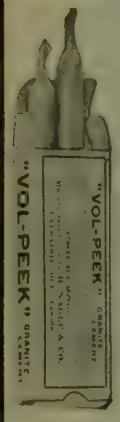
Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails	" 0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case	per lb. 0 07½
7 wood pails, 6 pails in crate, per lb.	0 07



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.



"VOL-PEEK"

GRANITE CEMENT

for Mending Holes in Pots and Pans.

IT NEVER FAILS WHEN USED FOR Iron, Copper, Aluminum, Tinware, Brass, Graniteware, etc.

Every housewife will want a package. Just show it to her.

ORDER THROUGH YOUR JOBBER OR DIRECT

H. NAGLE & COMPANY

LAPRAIRIE, QUE.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.



A Line of Cobras

will put new life into your shoe polish sales. They are famous for their excellent qualities, easily proven by a few days use. Blacks and Tans in several sizes, all attractively boxed.

Ask our agents to sample and quote you.

BLYTH & PLATT, LTD., Watford, London, Eng.

Canadian Agents: Chas. Parsons & Son, Front St. E. TORONTO

2-in-1

COMES QUICKLY GOES SLOWLY

Two in One is the best selling shoe polish on the market, because it is the best. Guaranteed free from all adulteration and admixture.

Order to-day.



The F. F. Dalley Co., Limited

Hamilton, Canada. Buffalo, N.Y.

GOODWILLIE'S "HOME INDUSTRY" BRAND FRUITS

(IN GLASS)

The particular care that is taken to preserve the natural flavor of the fruits is responsible for the ever uniform high quality of GOODWILLIE'S.

GOODWILLIE'S factory, for one thing, is right on the farm. That's a significant fact. No delays; the fruits are packed while they are fresh.

ROSE & LAFLAMME Limited

Sales Agents for Canada.

MONTREAL TORONTO

	Per
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

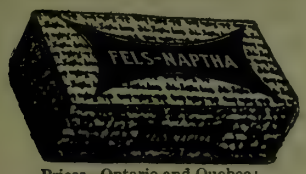


Assorted Case,	Contains 4 do ..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases, or more	4 95



List price

"Shirriff's" (all flavors), per doz. 0

Discounts on application

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 60 lbs.	0 11
20-lb. Pails.	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10½
Tubs	0 10½
20-lb. pails.	0 11
20-lb. tins.	0 10½
10-lb. "	0 11½
5-lb. "	0 11⅝
3-lb. "	0 11½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00

Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulo large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ....per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham ¼-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

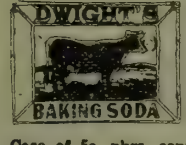
PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
" 60 ½-lb. "	

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Magpole soap, colors	per gross	$10 20
" " black	"	15 50
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw berry soap	"	13 00



3 doz. to box..... $3 60
6 doz. to box $7 20
30 days.



1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 6-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 07½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

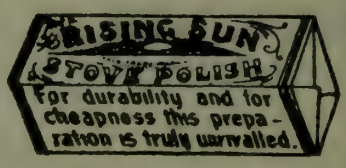
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
6-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per ca	3 00

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$6 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	3 60

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼ barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label— *Per case.*

2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ⅓'s	0 44	0 60
Red-Gold Label, ⅓'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c. ..... 1s, 20c.; ½s, 21c.
30c. ..... 1s and ½s, 23c.
40c. ..... 1s and ½s, 28c.
50c. ..... 1s and ½s, 35c.
75c. ..... 1s and ½s, Vulcan, 50c.
100 lb. lots freight paid.



Blue Label, ¼'s	21	0 26
Orange Label, 1's and ½'s	0 32	0 40
Gin Label, ½'s	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 50
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	35c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 50 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb. " "	0 21
Blue Label, retail at 30c	0 23
Green Label, " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	55

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon



	Wholesale.	Retail.
Capital Household, ½ and ¼'s	0 30	0 40
Old Country, ½'s and ¼'s	0 36	0 48
5 o'clock, ½'s and ¼'s	0 42	0 56
H.M.S., ½'s and ¼'s	0 54	0 75
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		1 80



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	rets
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	36
Bobs 5s and 10s	36
Bully 6s	44
Currency 5½s and 10s	36
Stag 5s	36
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s, plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s, and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-8	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario



It isn't only that

"COW BRAND" BAKING SODA

is stronger and purer than any other package or bulk soda but that it is always uniform and thoroughly reliable.

The housekeeper's guarantee lies in the reputation of the manufacturers.

Your guarantee for profit lies in "COW BRAND" Baking Soda's popularity with the housekeeper.

Ask your jobber for same

Church & Dwight

MANUFACTURERS

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

LET US COLLECT YOUR OVERDUE ACCOUNTS

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections; and we'll make your slow-paying customers hustle to pay-up.

Send Them in To-day!

The Beardwood Agency

313 New York Life Building - MONTREAL

SALT SALT

All Kinds

Service prompt and Satisfactory

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand

4
Free Phones.
Join the majority and use them freely.

M.P. TAPIOCA—A special offer.

A bargain in PRUNES—CHERRIES pitted or not pitted—2-lb. PEARS

Free sellers of SALMON.

EMPIRE TEA in bulk or packages, to retail at 25 cents. Glad to send you samples. Let us. A post card brings them.

Mail Orders and Phone Orders a special feature

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - ONTARIO

"Soroco" TEA

PRESERVES
MARMALADES
Chivers'
BOTTLED FRUITS
JELLIES
JAMS



Puddington - Wetmore - Morrison, Ltd.

St. John, N.B.

D. A. MORRISON

Amherst, N.S.

Wholesale Grocers

With a complete line of Staple and Fancy Groceries at both Amherst and St. John, we are in a position to serve you promptly.

If our travelers do not reach you give us a trial letter-order.

Our aim is to satisfy our customers.

D. A. Morrison,
AMHERST, N.S.

Puddington - Wetmore - Morrison, Ltd.,
ST. JOHN, N.B.

G. E. Barbour Company
Limited

WHOLESALE GROCERS

Saint John - - - New Brunswick
Office and Salesroom :- 11-12 North Wharf

Importers and Dealers

Sugar, Molasses, Fish, Flour, Provisions, Dried Fruits, Staple and Fancy Groceries.

Manufacturers

"Acorn" Pure Spices, Flavoring Extracts. Baking Powder, Coffees, Icings and Grocers' Specialties.

Wholesale Distributors

"Gold Bond" Canned Goods
"Hartley's" Jam and Marmalade
"Goodwillie's" Fruits in Glass
"Lea's" Home Made Pickles
"Pride of Canada" Maple Goods

¶ Grocers who build their trade on the sound foundation of QUALITY will reap the benefit in the confidence of satisfied customers.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 3, 1909 NO. 36.



If our talks on Laundry Blue week after week have convinced you to try

Keen's Oxford Blue

we will have done your customers a good service--They have had the world's best Laundry Blue.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, Montreal

AT THE EXHIBITION

GROCERS attending the Canadian National Exhibition are invited to visit our stand. Our display is designed to be informing and educational, and no one in the trade should miss seeing it.

EDWARDSBURG STARCH CO. LIMITED
ESTABLISHED 1858

53 Front St. E., TORONTO, Ont. Works: CARDINAL, Ont. St. James Street, MONTREAL, P.Q.



THE SURE SELLER.

WHY ?

"SURPRISE" Soap is sold before it ever goes into your store.

You never have to think about bad soap stock if it is "SURPRISE," because everybody knows that "SURPRISE" is the best laundry soap in the country.

To you it is as negotiable as government bonds or coin of the realm.

"SURPRISE" is a bigger seller this year than it was last year, and it will be still bigger as the country's population increases.

The St. Croix Soap Manufacturing Co.

Factory at St. Stephen, N.B.

Branches: Montreal, Toronto, Winnipeg, Vancouver, West Indies

PURE FOOD

You are quite safe and sure when you sell your customers pure, unadulterated goods, and every one of the following are the purest human skill can pack and money can buy.

CODOU'S
Macaroni
Vermicelli and Pastes
Always the Best

COX'S
Gelatine
Perfectly Pure

Griffin's
Seeded Raisins, Canned Fruits, White and Green Asparagus, Griffin's Prunes, Cured Fruits Griffin's Seedless Raisins

Taylor's
PEELS
Candied or Drained

"Thistle"
"Canned"
Haddies and Herring
The best packed

All first-class dealers sell these.

IT PAYS



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East
"Face-to-Face Basin ss" HAMILTON

Canadian Manufacturers, Importers and Exporters

If you want to get the best information re Irish trade, send for a sample copy of

THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL

PUBLISHED EVERY WEEK

This paper circulates throughout Ireland, and is the recognized organ of the grocery, fruit, produce, provision and food stuff trade.

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

If you want the real thing, buy MUNN'S genuine non-freezing Cod Liver Oil. Original Process. In 25-gallon, tin-lined barrels.
Highest Prizes and Gold Medals at European Exhibitions. Stock carried. Wholesale only.

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.

Manufacturers' Agent and Warehouseman.

Importing Commission or Buying Agent.

Warehouse: City Spur Track.
Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines

W. H. Millman & Sons

Grocery Brokers

TORONTO

Ask us for quotations on green apples, in car lots.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER WHOLESALE BROKER, and MANUFACTURERS' AGENT

Ceylon Teas, Coffees, Spices, Mustard, Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea—stood the test in Western Canada for over 12 years—sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.

Yours truly,
G. C. WARREN

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT
One Car Barbadoes Muscavado
One Car Bright Jamaica Crystal

PRICES SUBMITTED

LIND BROKERAGE CO.
23 Scott Street Toronto

Merchants, Manufacturers and Shippers

We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.

Good track storage.

Advances made on consignments.

J. D. Brack & Co.

Wholesale Brokers
WINNIPEG

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

H. B BORBRIDGE

Manufacturers' Agent and Broker

OTTAWA

Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

Try a business card in The Canadian Grocer.

We extend to you

a hearty invitation to make our Sample Room your headquarters during your visit to the

Canadian National Exhibition

Our travellers will be here to meet you and all our facilities are at your disposal.

Incidentally we have some lines to show you which are of such exceptional value we know will appeal to you.

COME IN AND SEE US.

EBY-BLAIN, LIMITED

Wholesale Grocers **TORONTO**

A PHENOMENAL SELLING LINE



40c.	Grade costs you	30c.	per lb. in	lead packages.
50c.	" " "	35c.	"	"
50c.	" " "	35c.	"	in 5lb and 3lb fancy tins.
50c.	" " "	36c.	"	1lb and ½lb " "
60c.	" " "	42c.	"	in lead packages
75c.	" " "	50c.	"	" "
1.00	" " "	70c.	in ½lb	fancy tins
1.00	" " "	72c.	" ¼lb	"

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St., MONTREAL

Essex Corn and Tomatoes

While many sections are complaining of the drought and its bad effect on the TOMATO CROP we have been specially favored with the finest QUALITIES grown in years and a superabundance of the better grades.

As a result we are doubling our sales of last year and are equal to still more business.

Our Cannery is located in the most favoured agricultural section in Canada where the finest Corn and Tomatoes reach the highest stages of perfection.

Send for Quotations. This is Headquarters for the best of everything in Canned Fruits as well as Vegetables

THE ESSEX CANNING AND PRESERVING CO.,

ESSEX - - ONTARIO LIMITED

A strong combination-

¶ An extensive garden of three thousand acres in the heart of Prince Edward County, Ontario; a canning factory without a peer in the completeness of its modern sanitary and mechanical equipment, and the cleanliness and skill of its employees; that is the combination which produces "Farmer Brand" Canned Fruits and Vegetables.

¶ Consequently every can of Farmer Brand is pure in quality and perfect in flavor. Farmer Brand brings and retains for you the quality customers —people who want the very best and are willing to pay a fair price to get it.

The Farmers' Canning Company

Bloomfield, - Ontario

The Big Crop Spells Prosperity for Western Canada

The Canadian Bank of Commerce estimates the farm value of the western crops at $160,000,000 this year—an increase of nearly 40 per cent over last year.

This means active business in the west for the coming year.

Have you something worth selling to the wholesale or retail trade? Are you properly represented here? We have the organization to sell your goods if they are right.

Correspondence Solicited

RICHARDS & BROWN

WHOLESALE COMMISSION MERCHANTS

314 Ross Avenue : : : Winnipeg, Man.

WE HAVE OUR OWN LARGE TRACK WAREHOUSE IN THE HEART OF THE WHOLESALE DISTRICT

PERMANENT PATRONS

are the kind you aim to get, and these may be converted from merely casual customers if, when they ask for canned fruits and vegetables, you sell them the reliable

RIVERDALE BRAND

The way in which the natural flavor of both fruits and vegetables is preserved in this brand of canned goods is remarkable. You are distinctly behind the times if they are not to be found on your shelves. Write for quotations to-day.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO

OLD . . . . . HOMESTEAD BRAND . . . .

CANNED FRUITS and VEGETABLES

Use a Little Gumption

The exercise of a little of this most valuable business quality is a necessity to you, Mr. Grocer, in the selection, from among the large number of lines now on the market, of your brands of Canned Fruit and Vegetables. And there are one or two points in favor of the Old Homestead Brand, which should make them first favorites in your selection. We handle nothing but the finest fresh fruit and vegetables ---everything else is rejected, and we put our goods up in a large, modern and sanitary factory. In our process of canning no preservatives or coloring matter are either needed or used by us.

We have a long standing reputation for purity and quality to maintain, and you may be sure that we shall not, in our own interests, allow this reputation to become tarnished by any carelessness or near-sightedness on our part.

Recommend the satisfaction-giving brand---"OLD HOMESTEAD."

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

PICTON, ONTARIO

This Is Worth Thinking About

IN these days of agitation for pure, clean, absolutely reliable goods of uniform quality it is refreshing to know that "SALADA" Tea has for SEVENTEEN YEARS steadfastly maintained its high standard of uniform excellence.

"SALADA"

is a standard article and advertised in a broad national way. "SALADA" sells quickly. Every pound sold is the result of a deliberate desire in the mind of the purchaser—a desire that he knows will be fulfilled. Every customer pays his money to you, not to the peddler, hawker or transient merchant. It yields a real profit. It acts as a magnet to draw into your store consumers of whom permanent customers in all lines may easily be made. "SALADA" therefore is an article of real importance possessing a value that extends far beyond the mere profit realized from its sale. "SALADA" is a business getter, a business holder and a business builder. A tea that does credit to your recommendation.

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

Ginger-Bread
BRAND
Molasses

Simply Out-Classes—That's All

Packed in tins, 2's, 3's, 5's and 10's.

Pails, 1's, 2's, 3's and 5's, and in bulk.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

O.K.

THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

As you do your work allotted,
Hands with dirt or paint get spotted,
'Tis a thing that to all mortals must befall;
But you really need'nt worry,
For to clean them in a hurry;
Of Soaps and Cleaners 'SNAP' is King of all.



Harmless Antiseptic

"SNAP" stands head and shoulders above all other preparations for removing dirt, grease, tar or paint from the hands and leaving them smooth and white. Recommend ***SNAP.*** It is a ready seller. Order from your jobber.

The SNAP Co., Ltd., MONTREAL, CANADA



McCormick's Maple Leaf Biscuits

The result of tasting one of McCormick's new, delicious, trade-creating Maple Leaf Biscuits, with its layer of soft, enticing Maple Cream, smothered with two palatable, wholesome Maple-flavored Biscuits of Maple design, is an unconquerable desire for more, more, MORE.

McCormick's Lemon Cream Biscuits

McCormick's Lemon Cream Biscuit, with its layer of delicious Lemon Cream, sandwiched between two lemon-flavored Biscuits, of most elegant design, is our most popular Biscuit.

When a customer sighs: "Oh, I really don't know what to get"—suggest McCormick's Maple Leaf or Lemon Cream and the satisfaction will be mutual.



McCORMICKS BISCUITS



FLAKED WHEAT

is manufactured in various ways and with different results.

Nothing will go wrong sooner and cause more trouble if not properly made.

IF YOU HANDLE

WHITE SWAN FLAKED WHEAT

YOU CAN COUNT UPON THE FINEST QUALITY IT IS POSSIBLE TO MAKE

because we use only the choicest cereal white wheat, from which we remove all foreign matter and even the broken and imperfect berries by a special process. Our system of kiln drying the wheat is unique, and insures the best keeping qualities.

ORDER FROM YOUR WHOLESALER. OR DIRECT FROM US.

WHITE SWAN SPICES AND CEREALS, LIMITED, - TORONTO, ONT.

Home, Sweet Home

is never so attractive as when clothes, dishes, walls, floors, etc., have been washed with

ASEPTO
SOAP POWDER

This Soap Powder is a sure seller. A 5c. packet makes 2 gallons of soft soap, or 4 gallons of liquid soap. Try a case. You will be astonished how soon it is gone.

Order from your Jobber.

Manufactured by the

ASEPTO MFG. CO.

ST. JOHN, - N. B.

Valencia Raisins

A. MAHIQUES PARIS
DENIA
For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

"It gives us great pleasure to say that "the A. Mahiques Paris Brand Fine "Selected Raisins purchased from you "this year have turned out exceedingly "fine in quality. We have compared "them with what we considered other "first-class brands, and in our opinion "they are superior to any Fine Selected "we have examined this year."

Thos. Bell, Sons & Co.

AGENTS

MONTREAL

REPUTATION COUNTS

If you once lose it—like health—it is difficult to regain. Make sure of regaining your good name as a purveyor of pure food products by handling only the



E. D. S. BRAND
JAMS and JELLIES

They are 100 per centum pure and this is no idle boast. Our reputation and guarantee of positive purity are at the back of every jar and tin and an expert analysis by government officials is on record to substantiate our claim.

Make sure of purity by selling the E. D. S. Products

E. D. Smith's Fruit Farms, Winona, Ontario

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton



WHY KEEP PICTURES OF YOUR ACCOUNTS?

It is better to have the original charge than the copy, is it not?

It is better to say to your customers if the need arises, "This is what you received" than "This is our record of what you received."

Accounts are not disputed where the McCASKEY SYSTEM is used.

WITH ONE WRITING

your customer gets the same record of his purchases that you preserve. There is no chance for error.

The McCASKEY **saves time, labor and money** in the handling of your credit accounts. Takes care of cash sales, too. Also produce and exchange and C. O. D. transactions.

Ask a McCASKEY user
or
Write for Catalog.

The McCaskey Register Co.

Cor. Hughson and Rebecca Streets - Hamilton, Canada

If you attend the Toronto Exposition don't fail to see our display in the Manufacturers' Annex.

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E.
London, England

ICE CASTLE BRAND
CORN AND TOMATOES

There's a whole lot in "knowing how."

There is all the difference between fine corn and tomatoes and the very poorest—in "knowing how."

We have the packing of these goods down to the fine point, we have had so much experience, and because we have such an up-to-date plant, entirely renovated, at St. Johns.

Why should you take chances when ordering? Poor canned goods will lose you trade. Let us supply you. We will guarantee every tin of ICE CASTLE BRAND Corn and Tomatoes.

GIVE US A TRIAL THIS YEAR. IF YOU DO YOU WILL BUY AGAIN NEXT SEASON

J. W. WINDSOR Packer of the largest variety of Canned Goods in Canada **MONTREAL**

Guggenhime & Co.
CALIFORNIA

Packers and shippers of the celebrated

"Pansy" and "Daphne"
BRANDS

Evaporated Fruits, Prunes, Seeded Raisins, etc., etc.

Selling these Brands means satisfaction all round.

We are represented in the Dominion by the following well-known brokers:

Rose & Laflamme, Limited	Montreal, Que.
E. D. Adams	Halifax, N.S.
W. S. Clawson & Co.	St. John, N.B.
H. D. Marshall	Ottawa, Ont.
C. L. Marshall	Toronto
Geo. H. Gillespie	London, Ont.
G. B. Thompson	Winnipeg, Man.
Shallcross-Macauley & Co.	Calgary, Alta.
Dominion Brokerage Co.	Edmonton, Alta.
H. Donkin & Co.	Victoria, B.C.
H. Donkin & Co.	Vancouver, B.C.

When Ordering

Valencia Raisins

Ask for these marks—

"M.D. & Co. Beaver"
Special Fancy Quality



"W. Abel"
Standard Quality

4 Cr. LAYERS SELECTED FINE OFF-STALK

They will please you

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:
ROSE & LAFLAMME, Limited, Montreal and Toronto

If we could show you



just how and where our vinegar is made, you'd understand why it has won such distinction on both British and Canadian markets.

The best can't be beaten and our

Pure Malt Vinegar

is par excellence the finest product offered. Submitted to any test, domestic, commercial or chemical, it still makes good and retains its high standard. Order now from nearest wholesaler or agent.

CANADIAN AGENTS:

Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.
Messrs. G. Stanway & Co., Toronto,
Mr. Kenneth H. Munro, Montreal.
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

White Cottell & Co.

Camberwell, S.E., LONDON, ENG.

The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

The Queen Quality Leads

WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is overlooked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get in them

PURITY, PERFECTION and SATISFACTION

Manufactured by

The BELLEVILLE CANNING COMPANY
BELLEVILLE ONTARIO

"Canada's Pride"

Canned Goods Still Leads

We would advise that we are now running heavy on Peas, packing a finer quality than we have ever turned out because of the excellent condition of the raw material, which with our careful handling, fine equipment and unequalled sanitary factory, enables us to far excel in quality any previous year.

These same conditions will apply to the full line of fruits and vegetables which we pack.

Don't be deceived by Brands and Trade Marks similar to ours which some packers are using, trying to place on the market inferior goods on our well-earned reputation.

Canada's Pride stands for Cleanliness and High-Grade Quality

One trial will make you a strong friend of "Canada's Pride."

To be had of the following wholesale representatives: Wm. Galbraith & Son Montreal, Que.; Fenwick, Hendry & Co., Kingston, Ont.; Medland Bros., Toronto, Ont.

PACKED ONLY BY

THE NAPANEE CANNING CO., Ltd.
W. A. Carson, Manager NAPANEE, ONTARIO

To the Trade:

THAT

CEYLON TEA

HAS THE CALL,—

A statement recently made by the Grocery House which has the greatest number of important Retail Establishments, and is consequently in touch with the greatest number of consumers, of any in the country,—

IS

Convincing Evidence

THAT

Ceylon Tea is the Best

AND THAT

Ceylon Tea is the Cheapest

H.P. SAUCE

A REAL LIVE SELLING LINE

The bright, live aggressive Canadian advertising, which we are doing, is sending the people to the stores for H.P. Sauce.

Stocks melt like snow. You try a bottle yourself on your own table and you will see why it's selling so freely.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.

MIDLAND VINEGAR CO., - **BIRMINGHAM, ENG.**



BROOMS

For use in Home, Factory, Warehouse, Mills, Elevators.
Buy the BEST.

Oval Apple Baskets

We have them in

Willo-Willo Cane and old timer Hickory, Woodenware, Paper, Twine, Grocers' Sundries.

Walter Woods & Co.

Hamilton and Winnipeg



BULK—25 lb. Pails and 60 lb. Tubs
ALL WHOLESALERS.
NICHOLSON & BROCK, - TORONTO



A Sure, Fast Seller

Anything that is the above will certainly interest you.

We have such a proposition in our

Holland Rusks

"The Food of Old Holland"

Delicious, nutritious, full of that "want more" quality which means repeat sales for you. Profits large.

SEND FOR SAMPLE

HOLLAND RUSK CO., HOLLAND, MICH.
Makers of the Original

If your jobber cannot supply you, please notify

McGreegor Specialty Co.
672 Yonge Street, Toronto



Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

FRUIT JARS

There is only one sealer that will give perfect results and complete satisfaction to users—

WHOLESALE AGENTS:

"THE SCHRAM"

THE DAVIDSON & HAY LIMITED

Wholesale Grocers - - Toronto

High-Class Marmalade

It pays to sell such—in the long run.
A cheap line may satisfy once or twice, or thrice, but it soon plays out.

JOHN GRAY & CO. Limited
GLASGOW - - - SCOTLAND

have been putting up only high-class marmalade for many years. We can supply you with this customer-getting, customer-holding marmalade.

SNOWDON & BORLAND, Agents
34 GUARDIAN BUILDING - - MONTREAL



McLEAN'S
WHITE MOSS BRAND
COCOANUT

would not be on the market to-day unless it had given continual satisfaction all the years we have been making it.

THIS IS A SIGNIFICANT FACT

The Canadian Cocoanut Company
Montreal

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The Canada Sugar Refining Company, Limited

MONTREAL, QUE.

Cold Spring Lemonade Powder

A Good Seller these Warm Days

This is the time to push this specialty, which makes a most delicious lemonade on the addition of cold water only.

In Attractive Tins of 8-oz. and 4-oz.

HAVE YOU A SUPPLY?

You Retail them at at 20c. and 10c.

S. H. EWING & SONS, Montreal and Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST

VINEGAR



LONDON, ENGLAND — MADE FROM THE FINEST MALT

COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co , South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

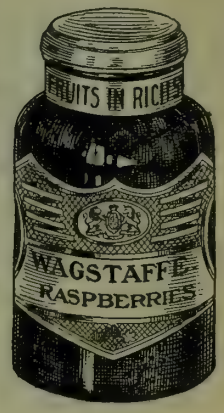
A Canadian-made pickle that stands some better than any other pickle —the pickle that makes customers.

Sterling
Brand
Pickles

Made in Canada's largest pickle factory. Sold to the trade through their jobber or direct.

The T. A. LYTLE CO., Ltd.
Manufacturers
Sterling Road, Toronto, Can.





NEW SEASON'S

Strawberry, Raspberry, Black Currant and Cherry Jam

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

JAPAN TEAS

Jobbers, please bear in mind that we have a desirable assortment of new crop at different points in Canada and in the United States.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Quality, Purity and Cleanliness



The Original.

Just how heavily these count is attested by the fact that the best merchants always give the preference to Borden's Brands, and by the further fact that the great majority of consumers will consider no others.



Leaders of Quality for Over 50 Years.

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Banner and Princess Brands Condensed Milk.

¶ Just you try them in your own home, and then you'll take a real pleasure in recommending them to your most particular customers.

WRITE FOR PARTICULARS.

John Malcolm & Son,

ST. GEORGE, - ONT.

I offer for prompt shipment a very fine parcel of last season's crop

SULTANA RAISINS

AT AN UNUSUALLY LOW PRICE

ANDREW WATSON, Importer

91 Youville Square, Montreal



IN THE MAKING OF

IMPERIAL EVAPORATED CREAM

NO EXPENSE IS SPARED

We possess a most modern factory, equipped with the latest machinery and employ only the most skilled help.

We buy the richest milk—and pay the price for it—so we always secure it.

Imperial Brand is a Cream you can be SURE about.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

Tartan BRAND

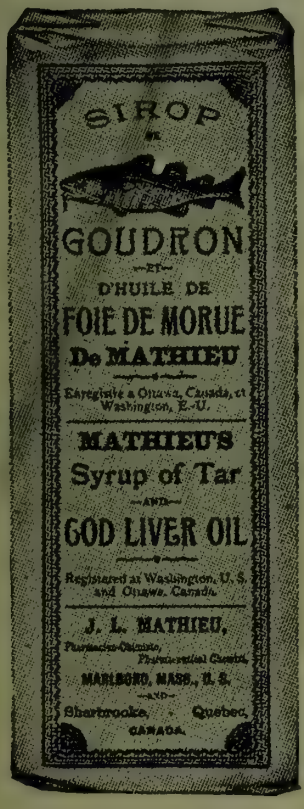
Phone 576—For hurry orders.

Spices Ask our travellers about a special deal that every grocer should take advantage of. Don't miss it.

Vinegar Imperial is the Brand you want. Don't take chances on poor vinegar.

Wagstaffe Pure Jams, Preserves and Marmalade, also Mincemeat, Plum Puddings, etc. Get your Fall order placed.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

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Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

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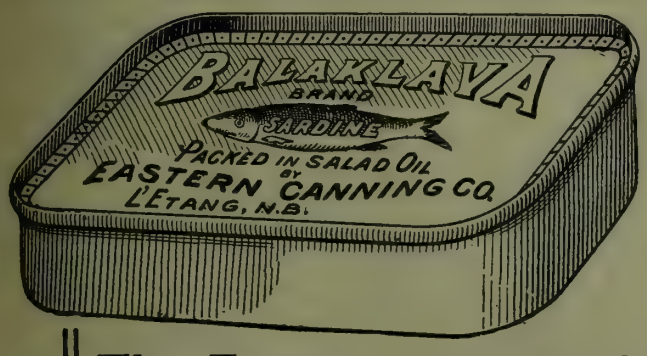
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INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 63
American Tobacco Co. 61
Asepto Mfg. Co. 10
Aylmer Condensed Milk Co. 15

B

Balfour, Smye & Co. 19
Bell, Thos., & Son. 10
Belleville Canning Co. 13
Benedict, F. L. 54
Blue Ribbon Tea Co. 3
Bor ridge, H. B. 2
Borden Condensed Milk Co. 18
Bostock, J. J. 47
Bowser, S. F. & Co. 66
Brack & Co. 2
Bristol, Geo. & Co. outside back cover

C

Canada Sugar Refining Co. 16
Canadian Biscuit Co. 55
Canadian Canners. 36, 37
Canadian Cocoanut Co. 16
Canadian Condensing Co. 18
Canadian Salt Co. 46
Canadian Shredded Wheat Co. 65
Capstan Manufacturing Co. 70
Cargill, H. 52
Carveth & Co. 21
Ceylon Tea Ass'n. 14
Champion & Slee. 17
Chase & Sanborn. 22
Christie, Brown & Co. 55
Clare & Little. 2
Clark, W. 53
Clawson & Co. 2
Common Sense Mfg. Co. 21
Connors Bros. 65
Constant, H. 54
Cooper Cooper & Co. 11
Cote, Joseph. 82
Cowan Co. 56
Cox, J. & G. 57

D

Dalley, The F. F., Co., Limited. 70
Davidson & Hay. 16
Davis Milling Co. 25
Dignard, Ltd. 55
Domenech, Mahiques. 12
Dominion Molasses Co. 8
Dominion Sugar Co. 12
Dominion Warehousing Co. 2
Downey, W. P. 21

E

Eastern Canning Co. 23
Eby-Blain Limited. 3
Edmonds & Baker. 47
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 46
Epps, Jas. & Co. 54
Escott, W. H. 52
Essex Canning Co. 4
Estabrooks, T. H.
Evans, F. G., & Co. 47
Ewing, S. H., & Sons. 16

F

Farmers' Canning Co. 4
Fearman, F. W., Co. 50
Fisher, A. D., & Co. 67

G

Gibb, W. A. Co. 64
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 53
Goodwillie & Co. 71
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 23
Grant, W. J. 60
Gray, Young & Sparling. 54
Guggenhime. 12
Gunns Ltd. 50

H

Harnet-Ridout. 70
Hill, Wm. A. 20
Hillock, John & Co. 67
Holbrooks, Ltd. 47
Holland, Rusk Co. 15
H. P. Sauce. 15

I

Imperial Extract Co. 19
Imperial Tobacco Co. 60
Irish Grocer. 2
Island Lead Mills Co. 67

J

Jameson Coffee Co. 47

K

Kilgour Bros. 67

Lake of the Woods Milling Co. 59
Lakeside Canning Co. 5
Lambe, G. W. A. 2
Laporte, Martin & Co. 2
Lind Brokerage Co. 2
Lucerna Anglo-Swiss Milk Choc. Co. 55
Lytle, T. A. Co. 17

Mc

MacKay, John, Ltd. 54
MacNab, T. A., & Co. 2
McCabe, J. J. 62
McCaskey Register Co. 11
McCormick Mfg. Co. 9
McDonald, Gordon & Co. 20
McDougall, D., & Co. 60
McIntosh, F. R., & Co. 47
McLaren, W. D. 21
McLeod & Clarkson. 47
McWilliam & Everist. 62

M

Magor, Frank. outside front cover
Mahiques, Domenech. 12
Malcolm, Jno, & Son. 18
Marshall, Alex. 47
Marshall, E. A. 47
Mason, Geo. & Co. 63
Mathewson's Sons. 53
Mathieu, J. L., Co. 19
Midland Vinegar Co. 15
Millman, W. H., & Son. 2
Montreal Biscuit Co. 58
Mooney Biscuit and Candy Co. 57
Morse Bros. 70
Mott, John P. & Co. 56

N

Nagle, H. 70
Napanee Canning Co. 13
National Licorice Co. 56
Nelson, Dale & Co. 56
Nicholson & Bain. 49
Nicholson & Brock. 15
Nishimura, S. T. & Co. 17

O

Oakville Basket Co. 21
Oakey, John & Sons. inside back cover
O. K. Sauce. 8
Old Homestead Canning Co. 6
Oldfield, T. E., & Co. 21

P

Paradis, C. A. 54
Pickford & Black. inside back cover
Poulton & Noel. 22

R

Richards & Brown. 5
Richards Pure Soap. 52
Robertson, R., & Co. 47
Rose & Laflamme, Ltd. 12, 71
Royal Polishes, Ltd. 70
Ryan, Wm. Co. 50

S

St. Croix Soap Co. inside front cover
St. Lawrence Sugar Refining Co. 19
"Salada" Tea Co. 7
Sanitary Can Co. inside back cover
Scott, David, & Co. 20
Segalerva, Jose. 71
Sherbrooke Cigar Co. 61
Smith, E. D. 11
Smith & Schipper. 54
Snap Co., Ltd. 8
Snowdon & Borland. 16
Sprague Canning Machinery Co. 52
Spratts Limited. inside back cover
Stamper, D. 2
Stevens & Solomon. 63
Stewart, I. C. 66
Stringer, W. B. 63

T

Thurston & Braidich. 49
Tippet, Arthur P., & Co. 1
Toronto Salt Works. 52
Truro Condensed Milk Co., Ltd. 50
Tuckett, Geo. E., & Son Co. 61

V

Verret, Stewart Co. outside back cover
Vincentelli, P. & F. 21

W

Wagstaffe, Limited. 17
Walker Bin and Store Fixture Co. 66
Walker, Hugh, & Son. 63
Warren, G. C. 2
Watson, Andrew. 18
Watson & Truesdale. 2
Weese, G. Wallace. 2
Wethey, J. H. outside back cover
White, Cottell & Co. 13
White & Co. 63
White Swan Spice & Cereals, Ltd. 10, 58, 80
Wilson, Archdale. 58
Wilson, W. Harry. 47
Windsor, J. W. 12
Winn & Holland. inside back cover
Wiseman, R. B. & Co. 49
Wood, Thomas & Co., Ltd. 72
Woodruff & Edwards. 67
Woods, Walter, & Co. 15

Young, W. F. 66

Value of Memory as an Asset in the Retail Business

What the Cultivation of the Habit of Retentiveness of Names and Addresses Often Means in Pleasing and Keeping Customers—Employees who are able to Greet Callers Politely by Name Appeal to their Vanity—Establish a Personal Connection that the Forgetful Assistant or Indifferent Head of a Department Can Never Hope to Attain —How Small Things Count in Influencing Trade.

By G. B. VanBlaricom.

Presupposing that you pay cash for what you buy, there are many little things—small wants—which you procure week in and week out just where you please. You go to this shop or to that—to no regular one in particular. Why do you pass one place and travel a few steps further to another? Is there any particular reason? There is a certain indefinable something that influences you. It may be the promptness of delivery of what you order; an effective store front; agreeable service; a little better value; a wider selection; the personality of the proprietor; a better street crossing; an attractive window display or personal vanity. You will, perhaps, not admit the latter element. Any self-respecting man has a little esteem for himself. That is, if he wants to get on in this world he must take himself more or less seriously. Life is not a funeral procession says an optimist, but, on the other hand, it is well to remember that it is not a joke or a farce.

You pick up a daily newspaper and there find some reference to what you have done or said. If your name is incorrectly spelled or your initials are wrong you are disgusted. If you spell your cognomen "Reid" and your initials are "J. W.," there is nothing more annoying than to find that the local journal has made reference to you as "S. P. Read." If your letters are not addressed correctly you often treat them with indifference. The head of a large business firm, who has a rather difficult name to spell but who, in the course of a year, engages many persons, told me that he received numerous applications for positions but that he never paid any attention to communications which did not have his firm name right, or had his own initials or surname wrongly spelled. He said there was no excuse for such errors especially as his house and he were so well known in the business world and the name was at the head of all their letter paper and also in the newspapers in connection with their advertising campaign. I asked him why he adopted this attitude and he told me that a clerk who would not take the trouble to get or spell correctly the name of the establishment or proprietor to whom he was looking for employment, would in nine cases out of ten be inaccurate or indolent in his work, his bookkeeping, his checking methods or his correspondence, and he could not afford to have that kind of young man or young women about the place.

The reason that most persons are displeased when they see their names erroneously spelled is that it can be said without flattery, every man feels that he is or should be well enough known by those with whom he does business for the parties interested to have at least an acquaintance with his name. It is the same way with customers—regular ones at any store. A lady, who is in the habit of trading at a grocery month in and month out, does not like to tell a clerk her name and address every time that she enters.

There is a grocer in an Ontario town, who, although a customer who had been long patronizing him and would give orders two or three times a week, would always ask her street and number. It seemed impossible for him to remember. He would blandly excuse himself on the ground that he had so many customers and was so busy that he really had not time to memorize or rather call to mind the street on which his customers resided. She finally got tired of this excuse and left him for no other reason than that she grew weary of the eternal query.

How often one hears a business man exclaim that he can remember faces but not names. He should cultivate the latter habit, as it is often a strong factor in business success. The clerk, who can tell who people are the moment they enter the store and greet them by name is a much more valuable assistant than the one who never tries to remember at all. Of course, a good memory is a gift but it can be cultivated the same as the quality of politeness, foresight, promptness and a ready anticipation of the wants of the customer.

The Price of Forgetfulness.

In the Old Country if you are an articled law clerk and your employer gives you something to do and you fail to do it, offering as an excuse that you forgot, you will probably be asked to send in your resignation. Forgetfulness is looked upon in an English attorney's office as a grievous shortcoming, an unpardonable fault. It means that if you forgot you really did not intend to perform the task assigned or else did not deem it of sufficient importance to keep in mind. Where system and method play so important a part in present day business progress there is no room for the man who forgets, or is mentally indifferent. True, many memories are treacherous. One way to overcome this handicap is to jot down what you feel that you are likely to forget.

How often one hears the remark "I would like to call on him but his street and number have escaped my memory although he told me his address." You probably thought that you would remember it all right but in a few minutes you find the information has vanished. Far better to take a second or two and write down figures and proper names. Then slips are guarded against.

Cultivation of the Memory.

"Do you see that clerk over there, asked a friend the other day." He knows every one who comes in and is invaluable in many respects. He greets callers politely by name, and that pleases the great majority who like to have him wait on them, and then he knows their particular tastes and desires because he studies the wants, the inclination and the ideas of those who come in. He does not have to waste valuable time on busy days asking questions of where people live, their names, etc. He knows it beforehand. I asked him how he was able to remember so many addresses and he said that he had a poor memory at first but that he learned the addresses of his customers by spending a few hours of his leisure time on the subject and he soon mastered the list."

The traveler who makes acquaintances that he is able to respectfully call by name, or the clerk in the retail store, who learns to remember names as well as faces, strengthens his hold on the public and builds up a wider connection, as people say "I always like that young man to wait on me. He takes a personal interest in serving and knows pretty nearly what I want, I find his suggestions and advice, which are given in a kindly, polite spirit, very helpful."

The personal element to-day plays a larger part in business supremacy than perhaps the ordinary man thinks it does. A thorough acquaintance with those whom you meet in a business way from day to day, like the current of a mighty river, grows stronger as it flows, and enhances your prestige as a salesman. As the years glide by the tie becomes so intimate that it is not lightly severed, and this is one of the reasons that many a young man, going into business for himself, carries with him the well wishes, the confidence and the esteem—and often the patronage—of those whom he served in the days of his apprenticeship. A good memory, like courtesy, is a great factor in enlarging one's influence and business connection.

Price Tickets in the Windows are Money Getters

Crysdale and Son, Oshawa, Ont., Make Liberal Use of Them With Profit—A Display of Fruit and Vegetables With Selling Qualities—How Clerks Can Command Better Salaries.

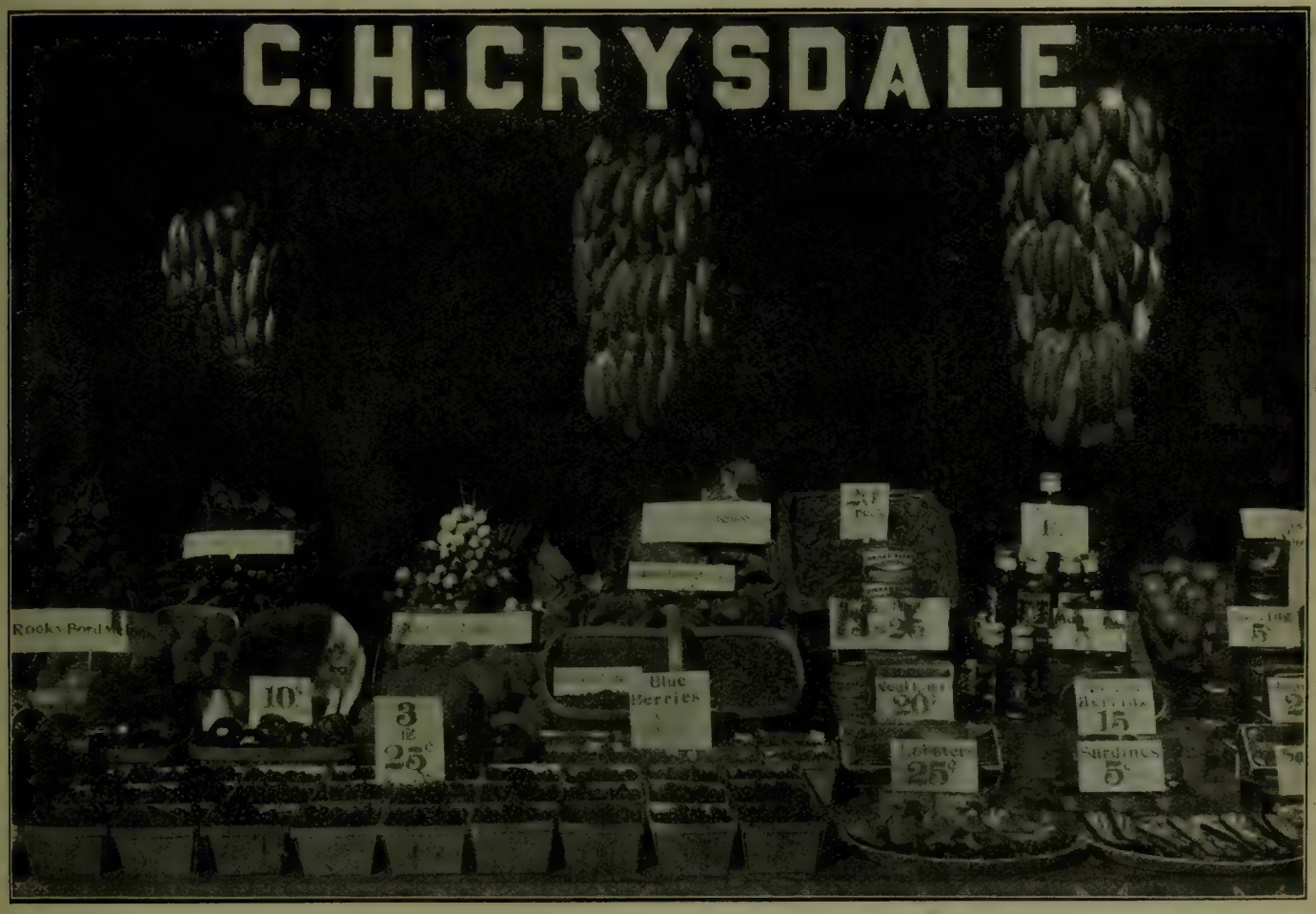
Oshawa, Sept. 1.—There are some grocers who place little dependency upon price tickets. But C. H. Crysdale and Son, Oshawa, Ont., are not among these as may be easily observed from the reproduction on this page of a recent window display of fruits and vegetables. The display was arranged by Frank Crysdale, son of the original proprietor. Mr. Crysdale, Jr., practically attends to the entire business in the store, his father doing the major portion of the buying.

The display attracted a great deal of attention and chiefly because the price cards were used so profusely. Even if passers-by do not buy at the time, it makes them stop. They run their eyes over the list and compare the prices with those they paid at another store. They, of course, take into consideration the quality, and the chances are the next time they pass, they do some purchasing. Price cards, Crysdale and Son believe, are money getters particularly in a fruit display.

Another item to be taken into consideration when using these tickets, is their attractiveness. Carelessly written and covered with dust and dirt, they become repulsive and rather than be a help, they become a hindrance to sales.

The art of lettering cards can be learned by anyone who puts his mind to the work. Any clerk who has the ambition to advance might apply himself to this work with profit. What the merchants of to-day are after is wide-awake counter salesmen who can extend the business. Show-card and price-ticket writing has already become a hobby with many and it's always the accomplished who can command the best salaries.

So far as selling properties and attractiveness are concerned the Crysdale window is a splendid one. Originality is another of the important features and wherever possible it is better to work it in—but not at the expense of the other two.



Window Dressed and Ticketed by Frank Crysdale, of C. H. Crysdale & Son, Oshawa, Ont.

TEA AND SUGAR WINDOW.

J. J. McDonald, who has opened a new grocery store in Goderich, Ont., has been showing a unique tea and sugar window. At the sides of the window are drapings of the Bagdad stripe, and the rich colors in the Chinese lanterns give a pretty effect for the display, in the back of the window, the foreground being taken up with a pretty little table set with a Japanese tea-set.

A YOUNG WINDOW DRESSER.

Youth of Fifteen Years Making Some Attractive and Selling Displays in Montreal.

Montreal, Sept. 1.—The Co-operative Grocery Company's store is situated at the corner of St. Antoine and Guy Sts, Montreal, which is a peculiarly windy one. On this account great inconvenience has been experienced owing to dust accumulating on the articles displayed in the windows. A. Girard was bothered about how to best overcome this difficulty during the hot, dusty, summer months. Working for Mr. Girard is young Jack Patterson, who is 15 years old. He said he would stop the trouble, and was told to go ahead.

He chose as his first display a particular brand of soap. He adopted the device of building up against the window pane an edifice of these soap boxes to resemble a church window with an attention-attracting card in the centre setting forth the price. The result is a clean display free from dust and flies.

The trouble is not only solved, but the

idea proved a good one and the soap has gone well since the display was made. When a representative of The Canadian Grocer called, young Patterson was busily engaged making up another window, displaying wines. The labels of the bottles were being generously used to create a border and a heavy arch over the goods, being of course, stuck to the window glass. Jack, who attends to all the window dressing of the store, works on his own initiative and is given carte blanche to work out his own original ideas.

Some Advice on the Handling of Crockery, Etc.

A. L. Campbell, a Lindsay Grocer, Makes it a Profitable Line —Has Separate Store and Windows for Display—Care Exercised in Unpacking Adds to the Profit—Proprietor Has Special Saleslady to Look After the Department.

Lindsay, Sept. 1.—Ancient methods of doing business are no longer adhered to by any progressive business man. Grocers who neglect to carefully look after any single department in the store are spoiling their profit opportunities on the general business done. If it is possible to increase the annual profits by one, two or three thousand dollars, why not do so? What is required is a good selling line and energy and push to make it go right.



Interior of the Crockery Department of A. L. Campbell's Grocery Store, Lindsay, Ont.

In Lindsay there is a grocer who pays particular attention to chinaware, glassware, crockery, etc. He is A. L. Campbell and he finds it a profitable department.

Mr. Campbell has a large grocery store with a flour and feed department at the rear and a crockery store separate from the store proper. Taking the grocery and crockery departments together, they form an "L" shaped store around a corner and open on two streets. The accompanying cut shows the handsome interior of the latter with a door opening to the rear of the grocery store.

Mr. Campbell carries high-class goods. His assortment is one that pleases all purchasers and by representing the goods to be exactly what they are he finds no trouble following his guarantee. He has a saleslady to especially look after the china and crockeryware and has always two windows to be devoted solely to the display of these goods.

The shelving is attractive and shows the contents to the best advantage. Tables are also used as may be observed from the photograph here reproduced.

Breakages in Unpacking.

The reason why Mr. Campbell finds crockery and chinaware profitable is because he gives the department due attention. No merchant is doing his best who is too indifferent or careless to educate himself on the best methods for selling goods and the merits of the things he sells.

Another important detail in handling crockery, etc., is the unpacking of it. A great deal is broken by carelessness. Too often the cheapest help about the store is assigned to open the crate and fragile goods left to be handled by men or boys who would be more sympathetically employed handling potatoes. If proper care is taken in these details of unpacking, the retail merchant who handles crockery and glassware will find it one of the most delightful and profitable lines of merchandise.

BEAN CROP FIGURES.

Better Yield Than Last Year Expected—Effects of the Rain.

Chatham, Sept. 1.—The official statistics of the Ontario Bureau of Industries place the Ontario bean crop within 50,000 bushels of the 900,000 bushel estimate by N. H. Stevens some months ago.

The official estimate shows an acreage of 45,029, which is expected to yield 857,663 bushels. This is at the rate of 19 bushels to the acre. Last year there were 46,477 acres with a yield of 783,757 bushels, or 16.9 bushels per acre.

Varying reports have been received. John Lee, of Highgate, says:—

"There is going to be a big bean crop out along the Lake Shore this year. I never saw the beans looking better."

From Rodney come the following report: "The bean crop is almost ready to harvest, and the growers are hoping for fine weather next week. The early beans are rather light in yield, but those that were sown late are an extra good crop."

The effect of Saturday night's heavy rain storm upon the bean crop is uncertain. While it will undoubtedly benefit potatoes, corn and sugar beets, reports from Blenheim are to the effect that the beans already pulled were fairly soaked with mud and water. As the harvest started a couple of weeks ago, a fair proportion of the beans will by this time be pulled. A single rain storm would, however, do little real damage, the beans being largely affected only by protracted wet weather. The rain will probably help those late beans which have not yet ripened.

TAKE THE HINT.

When grit and industry make an alliance something must come of it.

The man who knows his own business is generally a man who "minds" it.

One of the biggest mistakes in salesmanship is that we annoy our patrons with argument instead of pacifying them with persuasion.

Almost any man can do business fairly well. A few men can do business superbly well. But the man who not only does his work superbly well, but adds to it a touch of personality through great enthusiasism, honesty of purpose, zeal, patience and persistence, making it peculiar, individual and distinct, is an artist in the broad sense of that term.

Moose Grocery Co., wholesale grocers, have located in Moose Jaw. The principal stock, it is understood, is held by F. P. and W. K. Nash, Grand Rapids, N. D

Merchants in Costume Lead Picnic with Parade

Their Representations are Irresistible and Crowds Follow Them to Picnic Beach—Chatham Streets Deserted For an Afternoon—Baseball and Broomball Among the Sports Witnessed—Funny Happenings Not Seen Every Day.

Special correspondence

Chatham, Ont., Aug. 31.—The Second Annual Chatham Merchants' Picnic, to give it all the capitals to which it is entitled, will go vamoosing down the draughty corridors of time as a hummer from Humville.

In fact, it was several hummers from the locality in question. There was hum enough about it to have kept things buzzing along the Erie shore through an entire summer, and crowds to equip half a dozen ordinary picnics and leave a good tentful to spare.

Erie Beach was the scene. Thursday, August 26, 1909, was the date. The C. W. & L. E. electric line supplied the transportation facilities. Chatham and surrounding country—including Blenheim, and adjacent district, supplied the crowd. The merchants of Chatham, under the inspiring guidance of President A. D. Westman, Picnic Chairman "Bill" Potter, and "High-Muck-a-Muck" Eddie Dore, G.O.C., supplied an enthusiasm that was contagious.

Last year the first annual merchants' picnic made a hit, the noise of which spread far and wide. This year the second annual merchants' picnic proved many times better than the first.

So much for the preliminaries of an event whose triumph must lead to any little bits of pessimism that were lurking about being taken out and planted for all time to come.

Though it was 12 o'clock ere the merchants got into action on the eventful day, big crowds had already heeded the warning of the picnic committee, "Go early and avoid the rush," and had hied them to the Beach. All morning the electric cars were well filled. Nevertheless, hosts of people waited for the big parade at noon, with the result that the morning cars weren't a patch on the afternoon cars in point of crowdedness.

In all, some 2,500 people holidayed in company with the "backbone" of Chatham. The official score has not yet been announced; but the foregoing is the estimate of an estimator who frankly avows his allegiance to conservative traditions.

Parade Starts Things Going.

The Big Parade—two miles long and funnier than Barnum's circus—started things humming in earnest. The stores closed at twelve. The parade was scheduled to leave Hotel Sanita, opposite Tecumseh Park, at 12.30.

It didn't. It was an hour late. But that was the only fault that anyone could find with the parade. When it came, it proved eminently worth sweltering under 92 degrees of radiance for.

Picnic Chairman "Bill" Potter led off. He was announced to appear on horseback, and a great sigh of disappointment went up when it was discovered that he was several yards behind the horse, comfortably and safely ensconced in a handsome rig in company with a gentleman to whom the picnic owes much, but who at this juncture shall be nameless.

Then came the 24th Regiment band in scarlet uniforms, pouring forth sweet harmony. And then—

But really, the parade is indescribable. There were all sorts of floats, rough riders, Navajoes, Pottawattomies, Mexicans, clowns, imps, rustics, and local take-offs. Chief of Police John Holmes was there in caricature. So was the fire department. Here was a patrol wagon with one wheel which refused to grow as big as the other. There was a glorious take-off on the circus tiger in his cage. The Hadley Lumber Co. put on a series of floats; the McGeachy milk wagons, a long line, shone resplendent; the real Chatham fire department was there in all its glory.

The parade wound its gaudy way from Hotel Sanita down King Street to the C.W. & L.E. power house. And there embarkation took place. Cars, trailers, flat cars with improvised seats—everything, in fact, that could be impressed into service was required to take the crowd to Erie Beach.

Despite rumors of more or less open hostility on the part of a number of merchants, the fraternity closed in fine style. Even some of the dry goods merchants, notably the Northway Co., closed store for the afternoon. The consensus of opinion is that the few—a very few—who stayed open gained nothing thereby. Chatham looked, felt, sounded and transacted business as though it was Sunday. There was nothing doing on King Street after the parade went by. All the doings were at the beach.

The closing honors certainly go to the grocery and hardware trades, both of which were practically unanimous. But other lines did splendidly.

Doings at the Beach.

The afternoon at Erie Beach was a glorious one. From the parade at noon till the last strains of "Home Sweet Home" died away in the precincts of the park pavilion at midnight, everything ran as smoothly as though it had been greased.

In the city the heat was intense. The mercury soared to 92. But by the shores of Lake Erie the breezes were blowing gloriously, and the air was cool and refreshing. The day was ideal for an outing.

During the day many took advantage of the fine bathing. 'Tis said that people bathed at this year's merchants' picnic who never bathed before, and that they intend henceforth to make it an annual event. Boating was also popular, but no one was drowned, nor had any of the gallant clerks who hovered about in momentary expectancy the opportunity to win Carnegie hero medals by rescuing people—particularly maidens—as they were going down the third and last time.

During the afternoon the 24th Regiment band dished out the music in generous fashion, while in the evening Phelps' orchestra put up an excellent brand of harmony for the benefit of the patrons of the Erie Beach dancing pavilion—and these were many.

The list of sports was a long one. In fact, it was a bit too long; and a few of the concluding events had to be lopped off for lack of time. But even at that there was plenty and to spare, and a goodly amount of amusement was de-



Mounted Merchants in the Big Parade on Chatham Streets.

rived alike by spectators and participants.

A burst of excitement marked the termination of the fat man's race. The heavyweights, once started, were unable to put on the brakes. They kept going, going, going, till they plunged full tilt into the net at the end of the course.

A crowd of people, gathered behind the net, went sprawling in all directions, amid much hilarity from spectators at a distance. No one was hurt.

Broomball and Baseball.

The ball game between the grocery clerks and bankers on the one hand, and a number of assorted clerks on the other, was the big feature of the day.

Or, rather, it was the second biggest feature. The way the clerks pitched in, worked, enthused, hustled and in dozens of other ways, helped to make the merchants' picnic a triumphant success was, really, the one commanding feature of the whole affair.

The clerks went into the ball game with the same variety of hustle. The prize was 100 cigars, which means a pretty good lot of smokes; but that was the least incentive.

The game started at 5.30 and lasted seven innings. The two nines were pretty evenly matched. What they lacked in science they made up in ginger. The grocers and bankers took their runs in a bunch, scoring six in the first round and the seventh came in the fifth. For the clerks, Johns was the slab artist. It was his day off. Gemmill and Dennis hurled for the opposing team, Gemmill having five innings and Dennis two.

In the ultimate result, victory perched on the grocer-banker banners, the score being 7 to 5. Here is the line-up:

Grocery and bank clerks—Matthews, c.; Gemmill, p.; Johnson, 1b.; Burnie, 2b.; Dennis, ss. and p.; Dyer, 3b.; Gillies, lf.; Rogers, cf.; Jos. Taylor, rf.

Other clerks—P. Taylor, c.; Johns, p.; Kimmerly, 1b.; Glassford, 2b.; Dagneau, ss.; Montgomery, 3b.; Walker, lf.; Cunningham, cf.; Reid, rf.

The broomball game made a hit. It was interesting from start to finish. A picked team from other merchants defeated the grocers by the score of 4—0. The following was the line-up:

Picked team—H. G. Hodges, capt.; Side and A. D. Westman; forwards, C. Masonville, Ed. Wanless, W. Mounteer, A. Welsh and E. Brisco.

Grocers' team—Wm. Anderson, captain; G. Garen, goal; defence, H. S. Northwood and Harry A. Andrew; forwards, A. Patterson, H. Gerber, Wm. Murdock, W. E. Parrott and Cecil Moore.

Here's the prize list of the various races and other sports, as it is officially recorded:

Ladies' race, 75 yards—1, Edith Cottle; 2, A. Longley; 3, Mrs. Geo. Bowden.

Ladies' walking race, 200 yards—1, E. Cottle; 2, Mrs. Wood; 3, Mrs. Bason.

Three mile race, clerks only—1, Chas. Holmes; 2, Ed. Taylor; 3, Lloyd Johnson.

Barbers' race, special prizes—1, T. Higley; 2. Jos. Ronson; 3, B. Wiygent.

Special Red Rose Tea race for married ladies—1, Mrs. Cottle; 2, Mrs. Wood; 3, Mrs. Payne.

Baby show—1, Mrs. E. Jinks; 2, Mrs. Brooks; 3, Mrs. Stokes.

Merchants' race—1, Earnest Brisco; 2, H. S. Northwood; 3, H. G. Hodges.

Bandsmen's race—1, W. Peck; 2, Potter.

Postmen's race—1, Brennan; 2, Jacques; 3, Brisco.

Shoe race—2, Roy Glassford; 3, Jack Gillies.

Special 75 yards matched race,—1, McDonald; 2, Dore.

100 yards race—1, S. Ruthven; 2, W. Egan; 3, McDonald.

Boys' race, under 12—1, Crombie; 2, Martin; 3, McDonald.

Fat man's race—1, Jack Neeley; 2, Jas. O'Neil; 3, Fred Brisco.

Clerks' race, 100 yards—1, W. Egan; 2, S. R. Ruthven; 3, Chas. Holmes.

Girls' race, under 12—1, Edith Arnold; 2, Susie Pickard; 3, Clarice French.

A committee of four, the three first-named being grocers, officiated as judges in glorious style. They were—John McCorvie, Wm. Anderson, Cecil Moore and J. Glassford. Eddie Dore acted as starter.

Pointers for the Novice in Writing Show Cards

Arrangements a Beginner in the Art Should Make — Brushes and Paint That Give Good Results—Use Uniform Cards and Uniform Lettering in Planning Window Displays.

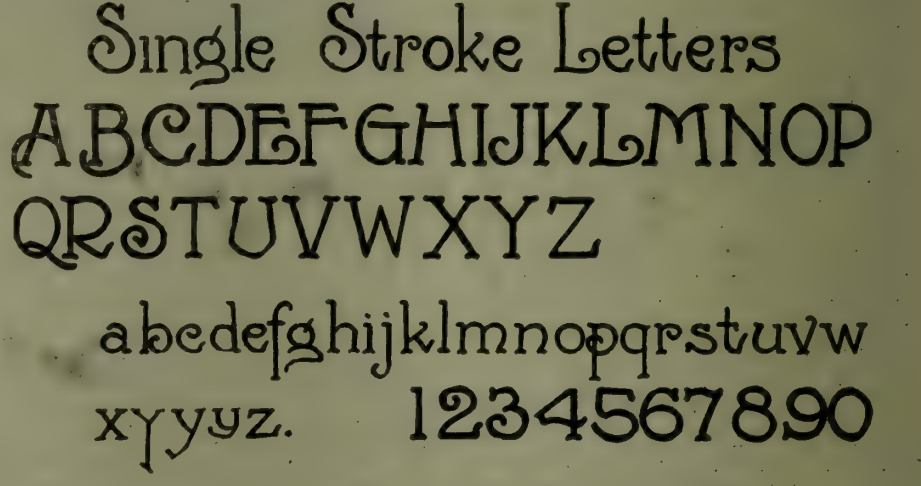
By J. L. Wyckoff, manager of T. A. Rowat & Co.'s Branch Store, London, Ont.

The beginner, in choosing his outfit for learning show-card writing, should buy only what is absolutely necessary, but of the very best quality. There is no economy in buying poor tools. A good sable brush will outlast three of the cheaper kind, besides doing sharper and cleaner work. Buy three red sable brushes (called riggers), Nos. 7, 9 and 12. These brushes have handles from eight to ten inches long, but it is better to cut them off to about six inches in length. The brushes can be brought to a fine point or can be manipulated to do all kinds of flat lettering. One flat sable brush about half an inch in width will be found very useful for writing large letters or figures.

Watch Brushes Carefully.

The paint should never be allowed to harden on the brushes; rinse them out thoroughly in clean water after each time they have been used and lay them flat on the table or stand them up in a tumbler with the brush end up.

If at all possible have a separate room to work in—no matter how small the room, you will find it very convenient to be able to drop your work at a moment's notice and find it just as you left it when you return. Have your work-table of sufficient size so that you will not need to cramp yourself—you



An Alphabet Made Easily by Single Strokes of the Brush.

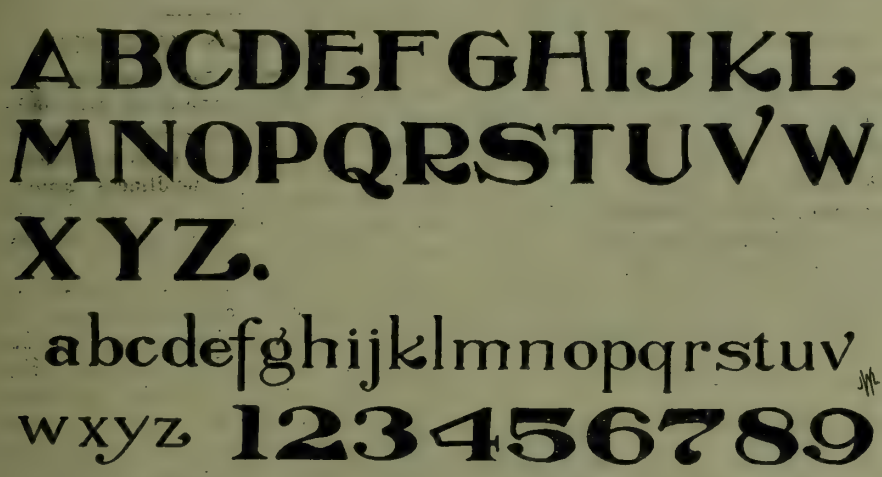
The writer prefers a paint with a dull surface. This is very easily mixed by taking a small quantity of dry color on a piece of glass; moisten with alcohol and grind with a palate knife and then add mucilage until it forms a thick paste. When this is thoroughly mixed, put it into a saucer and thin with water until it is about as thin as table cream.

The writer uses an adjustable drawing table with an extra large drawing board and a small table to hold the brushes, paint, etc. A good plan is to take an ordinary kitchen table, cut off about three inches off the front legs and cannot do good work in a cramped position.

you will then have a table with a sufficient slant and plenty of space to work on.

The First Lesson.

Select an alphabet with a plain type of letter and one which can be made with single strokes of the brush. This style of letter can be made very rapidly. The alphabet illustrated with this article is a good one and was made by the writer on a half-sheet of cardboard with a No. 9 sable brush, in fifteen minutes. If the alphabet is examined closely a good many imperfections will appear, but when a card is written and if



Another Alphabet That Can be Made by the Beginner With Little Trouble.

properly spaced, these faults will not be noticed. It is not necessary that the letters be accurately drawn, as this would take up too much time, but it is necessary to have the card properly arranged and the letters and words spaced correctly.

Use ten-ply white cardboard, and for convenience have it cut into half-sheets, quarter-sheets, eighth and sixteenth-sheets; these are standard sizes and when the cardboard is cut into these sizes there is no waste.

In planning a window display, have the cards all the same size and shape; also use the same style and color of letter throughout the series. The display will look more uniform than if the cards were of all shapes and sizes.

C. H. Colson, of C. E. Colson & Son, Montreal, Canadian agents for Crosse & Blackwell, is in Toronto. Mr. Colson is on his way home from his semi-annual trip to the Pacific Coast and west.

John Sloan, of John Sloan & Co., wholesale grocers, Toronto, has returned from an eight weeks' trip to the Old Country, where he visited the scenes of his childhood.

Jas. A. McGuane, New York branch manager for Salada Tea, has been in Toronto during the past week on a business trip.

The Hamilton Retail Grocers' Association held their third annual "Hump" on Wednesday afternoon to Oakland. This is always one of the funny events of the season and next week's Grocer will contain an account of the 'doings.'

The Grocer's Encyclopedia From Week to Week

The Growth of the Ginger Plant and the Various Kinds Used in the Trade—Where Chief Portion of the Canadian Supply Comes From—The Uses of Ginger.

GINGER.—One of the chief condiments sold from the counters of the retail grocery stores is ginger. This familiar spice is obtained from the knotty, fibrous roots of the ginger plant, a native of India, but now cultivated more or less extensively in all tropical countries.

Ginger is known in commerce under two large divisions, coated and uncoated or scraped. The latter is deprived of its coat when in the green state and sold as white ginger.

The sort most generally met with in Canada is that from Jamaica. Gingers are purchased in various conditions—whole, ground, washed, unwashed, spent, scraped and cut.

In Jamaica ginger is planted in March or April and soon the ground is covered with long green leaves. In Septmeber, little flowers slightly tinged with green appear when the stems are from three to four feet high.

When the flowers wither and go to seed, the roots are dug up. This is about the end of January. Should the roots be left too long in the ground, stems grow from them. If taken up earlier, they are only about five to six inches in length, succulent and suitable for preserving. The real roots of the plant are the thin fibres given off from the knotty tubers. The yield per acre is placed at 4,000 lbs.

After the ginger reaches the first markets, they are sometimes bleached or coated. This is done by burning sulphur or chlorinated lime and covering with the sulphate or carbonate of calcium as a protection against insect pests.

Manufacture of Gingers.

In Law's Grocers' Manual the various sorts of gingers are described separately.

Black or stone-brown whole ginger of commerce usually consists of the older tough roots and have been simply discolored by scalding. They are of inferior strength and flavor.

Whole white ginger is usually of a superior quality, prepared by scraping off the outer dark-colored part and then carefully drying without scalding.

Whole ginger is largely employed in making ginger beer, ginger essences, etc.

Washed ginger is ginger cleansed in acidulated water to protect it from worms.

Green ginger is usually imported in casks and in this state is used by wine makers and for preserves.

Leaf ginger is that which has been sliced up into thin flakes.

Spent ginger, often sold to grocers as "washed," consists of whole ginger which has been boiled or steamed or otherwise exhausted in making ginger beer or other cordials.

The common adulterants to be expected in ground ginger are tumeric, wheat flour, husk of mustard seed, arrowroot, sago, etc.

Besides being used as a condiment, ginger is also used as an aromatic and stomachic medicine. Externally applied, it has been known to remove headache and toothache.

The root-stocks collected in a young green state, washed, scraped and preserved in syrup form a delicious preserve.

TWO LONDON DIAMOND ADMIRERS.

The charm of the Canadian National Exhibition was instrumental in attracting at least two London retail grocers to Toronto this week. To be more explicit, "Ed." Ryan and "Tom" Shaw are the individuals in question. They drifted in from the Forest City on Tuesday and "took in" things on the grounds with pleasure that would rival even that of the proverbial school-boy. Diamonds have also charms for the president and ex-president from "Thamesville." To be more explicit again, baseball diamonds are here referred to. Followers of the Maple Leafs easily recognised the addition to the fans on Wednesday afternoon, as both are expert rooters, as well as expert grocery salesmen. To question their knowledge of "fouls" and "wings" and "plates" and things would only be a display of ignorance on the part of the dubious. Both learned the a b c of the ball game at London Grocers' picnic, years ago, for London is a city where they have a picnic every little while. At any rate, their spirit of pleasure-seeking is commendable. They believe in the old proverb: "Have a good time while you're alive, for you'll be a long time dead"—and there will be no harm done if many more follow their example.

The Canadian Grocer

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DRY SEASON FOR HONEY.

Honey prices are high this year on account of the scarcity of the production and the increased demand from the Canadian Northwest. Up to the present time, little or no honey has been produced out west, and as honey is a valuable food to the farmers, the prairie provinces are taking larger quantities year by year from Ontario.

The cause of the comparitively small production of clover honey in Ontario was due to the surplus of dry weather during the producing season which this year only lasted about ten days. Ordinarily two to three weeks is the length of the season.

The dry weather hardens the nectar and makes the work of the bee more difficult. On the other hand wet weather is just as bad, as the bee has then to carry considerable water to the hive where time is taken up in evaporating it. A happy medium is required which was not exactly the case this year. The shortage, however, is not very great.

WEEKLY MARKET FEATURES.

The canned goods market has again developed some interesting features, and it is difficult for jobbers to predict what is to happen.

Correspondence from Western Canada shows that the sockeye salmon run was not up to anticipations and prices are stiffening up. In Montreal and Toronto the situation is about the same. Prices are almost sure to be higher and jobbers and retailers who bought their requirements at first figures have evidently been fortunate.

Canned peas' prices have been withdrawn from the market in Montreal by some dealers, while others are quoting them at ten cents per dozen higher than last week.

The Canadian bacon market also shows a firmer tone. Prices in England have advanced on account of small supplies.

Although no change in the prices of granulated sugar has occurred, lump sugars this week have declined. This, however, is no indication of what will happen to the rest as lump sugars are remotely connected, so far as purpose is concerned, from the ordinary preserving granulated variety.

The market all over Canada shows a scarcity of fresh eggs and prices are on the upward incline. In Vancouver they are selling retail at 50 cents.

The flour and cereal markets are easier, due to the expectant arrival of the new grains. Oatmeal has dropped 40 cents per barrel in St. John, N.B., during the last week and on the Winnipeg market, rolled oats are not so firm.

SATURDAY NIGHT DELIVERY.

Bracebridge, Ont., grocers are wrestling with the Saturday night delivery problem. They want to do away with it.

Their proposal is certainly a drastic one. Message boys and delivery wagons in cities, towns and villages all over the country are wending their way far into the night through streets and byways delivering merchandise to customers.

Customers as well as grocers recognize that it is an evil, but it has become a custom and a deep-seated one. To overcome it is no easy task.

When you once get into a habit it is one of the most difficult things to get out of it. The grocers have formed the habit and the question is how can they get out of it? If, however, they make up their minds—to do so they can, for will-power is more powerful than habit when once it gets going. The hardest thing is to get it going.

The large department stores don't deliver into the midnight hour on Saturday. They made up their minds not to let it become a habit. They smothered it before it was born.

Keeping stores and delivery staffs going till the midnight hour is a habit that ought to be broken. It is unreasonable and saps the energy of all concerned.

Talk about "Blue Monday," but it is "Blue Sunday" with most people engaged in the grocery business. Beelzebub probably set the late delivery habit going, for it is certainly more helpful to his business than to that of the retail grocer.

Success to the grocers of Bracebridge and to those of any other town who have the courage to take the matter up and solve it! Six or eight o'clock is late enough to deliver goods on Saturday night and it should not be an impossible task to educate customers to see it in that way too.

THE EXCURSION CONTAGION.

During the past two months The Grocer has had occasion to give publicity to many retail grocers' picnics. This has been a pleasure for the reason that it indicates a friendliness among the members of the trade which has only been much in evidence during recent years.

These outings are to be commended. They are bound to promote harmony and a better feeling among the trade, and to raise it to a higher standard than it heretofore has been.

Since the beginning of summer The Grocer has recorded among others the picnics or excursions of the London, Toronto, Brantford, Hamilton, Montreal, Kingston, Victoria and Sarnia Retail Grocers' Associations. In addition to these there have appeared the outings of Galt, Chatham, Toronto, and other Merchants' Associations.

To a Rip Van Winkle who has just awakened after a sleep of twenty or more years, these excursions of competitors would be surprising. But with the advance that has been made in recent years in business methods and better relations towards one another, former bitter feelings have vanished and men are now anxious to meet their trade competitors on a fairer basis and on a higher plane.

There were never so many of these friendly outings as during this summer and we venture to predict that next year will witness even a larger number. Grocers are uniting together wherever possible to form unions and they are enjoying their businesses as a result. Two splendid illustrations are the London and Hamilton Retail Grocers' Associations. The former is credited with no less than three large outings during the summer. The members of the Hamilton association are this week enjoying the annual "Grocers' Hump."

All these serve to bring the men of the grocery trade on more friendly terms and when the time comes to settle down to work and discuss trade questions, they do so energetically and without fear of offending their fellow-members. So let us hope that the picnic contagion will spread in future years. It means a greater enjoyment of the work, better business relations and a step towards Utopia in the grocery trade.

BRITISH PREJUDICE AGAINST CHINESE PIGS

Celestial pork is at the present time causing considerable comment in Great Britain. A recent issue of The Grocer told of the circumstances of Chinese hogs being brought into London—some 8,500 carcases in two shipments—and touched upon the probability of China becoming another strong competitor to Canada in that market.

The question of importing these Oriental hogs has been introduced into the British Parliament and several of the London newspapers have been publishing letters from correspondents who scorn the idea of Britishers consuming pork raised in the densely populated country in the far east. One letter, characteristic of them all, reads :

> The idea of Chinese pork makes me sick. If the British consumer only saw porkers in China, trained as they are to forage for cheap food, acting as scavengers, he would quickly forego that sort of breakfast bacon.

Other letters written by men who have been in the east tell of unsanitary conditions under which hog raising is conducted as well as other slipshod methods of the people in that country. Hogs, according to these, live in a semi-wild state, eating from the dirty streets and of the rotten sea-weed and even the bodies of animals which are frequently to be seen floating down the rivers. One writer said the same about human beings. He claims that the poorer Chinese throw their dead into the rivers, both to save expense and as a quick means of eluding the devil, who they believe cannot walk on the water.

At any rate there has recently been worked up many antagonistic feelings towards the importation of the celestial hog into Britain, on account of the alleged impurities of the products. Only one writer in eight championed Chinese bacon in this respect. He, however, was surprised that Great Britain should be dependent upon China for her bacon and advised Englishmen to raise their own pigs. Then, he argues, providing tariff revision could be arranged in this particular trade, Great Britain could supply her own demands and bring down the price of bacon.

While the shipments of hogs already made from the east to London have been admittedly of good quality, nevertheless there seems to be a prejudice against them which will tend to damage trade prospects of the promoters. Those that have arrived were raised under particularly good sanitary conditions but, as one of the English writers points out, this is not any indication of what will subsequently happen.

The fact that there is a prejudice against the Chinese hog, should be an incentive to boom the industry in Canada. The probability is that if Canadian farmers had kept up their reputation on the British market by continuing to raise quantities of hogs, we would not have had all this discussion over the merits and demerits of the new eastern competitive article. Farmers in this country can raise quality hogs and our pork-packers have the reputation of manufacturing quality products, so that our bacon so far as quality is concerned is unquestioned on the British market. The whole trouble lies in the quantity produced.

As has been previously pointed out by The Canadian Grocer, Canada is by nature an agricultural and a hog-producing country and the high standing of our trade with the Old Country should never have been allowed to deteriorate. As it is, so few hogs have been raised during the past few years, the remaining producers have put prices up so abnormally high, that product-prices on the British market are getting beyond reach of all but the wealthy classes.

The key to the solution of the difficulty seems to lie with Canada. If our farmers again begin the raising of hogs and if packers continue to manufacture the kind of products they are now doing, we should in a few years' time regain our former envious position in the eyes of the Old World bacon consumers.

> Let your customer know that a personal interest attaches to him—a real personal interest that is not measured wholly by his orders and his dollar—and you will win in return that close, personal association and active support that builds up business.—George H. Barbour.

VALUE OF THE RETAILER.

The Retailer's Journal.

It has cost some manufacturers many thousands of dollars to discover that the retailer stands mighty close to the public.

Trade does not "belong" to anybody.

The man who gets it, owns it until some one else takes it away from him.

The man who doesn't get it at any time hasn't been robbed of anything which at any time rightfully was his.

If people could be bought and sold their trade might be a part of the deal, but things aren't arranged that way in this country.

Mr. Retail Grocer gets closer to the consuming trade than Mr. Manufacturer.

Mr. Retail Grocer trusts his customers and they trust him.

He knows that to get trade and hold it he must play the game fair.

His trade meets him face to face and he is the receiver general for all kicks.

His opinion about the relative merits of different goods have weight and he can neutralize the effect of the efforts of the manufacturers' thousand-dollar-a-minute advertising writer with perfect ease—if he is so minded.

These statements are facts—let manufacturers theorize as they will.

Substitution is fraud—if a retailer tries to make a customer believe that a "just as good" article is the genuine.

But retail grocers don't practice this kind of "substitution."

And when he makes no pretense that the article offered is the genuine, but advises his customers to buy the substitute because it is better, or as good, at the same or a lower price, he is exercising his judgment and prerogative as a dealer.

He deals in goods which, on the whole pay him the biggest profit and do him the most good. Being honest, he will not misrepresent. But his honesty is not a bar against pushing goods on which he secures the most profit, or goods which experience has taught him give the greatest satisfaction.

As a rule the retail grocer will not substitute for a small difference in profit.

It's up to the manufacturer to teach him, and do it right, that he can turn over advertised goods more readily and reduce the chance of having his shelves filled with dead stock, if in doing so he also secures him a fair profit.

The consuming public are willing to pay something additional for security—to be sure that an article is right in quality.

It is this fact which makes the real value of any particular brand of goods.

It's the manufacturer's business to explain these points to the retailer.

No theoretical argument can overcome the fact that in reality the manufacturer and retailer are partners.

One needs the other—neither can profitably exist without the other. Pulling against each other they both lose—working they both win.

Some manufacturers have learned this and their business success is evidence in favor of the value of knowing the retailer—of recognizing the part he plays in the general plan of distribution.

Those manufacturers who have not yet the good will of the retailer can go far in securing it by paying a little more attention to him—and a little less, if necessary, to the consumer.

Notes from the Maritime Provinces and Quebec

Large Crop of Nova Scotia Apples for Shipment This Year—Cranberries on the St. John Market—Maritime Grocers' Guild Meeting—Large Supply of New Brunswick Potatoes.

ST. JOHN.

Aug. 24.—The St. John market conditions on the whole are satisfactory. The produce and fish markets are well supplied. There are some interesting changes in prices in grocery lines and the flour and meal situation shows continued unsettled conditions. Grain and root crops are reported from up river districts as most promising and farmers are looking for an unusually large yield. The hay crop is poor, as the result of the very dry weather in the early part of the season, but this will be more than offset by the satisfactory grain crop.

Lamb is higher than last year, being quoted at 11 and 12 cents a pound. Beef is selling from 7 to 9 cents a pound and veal, at 7 to 8 cents a pound. Pork is unchanged at 10 cents. Chicken are selling from 55 cents to $1.15 and fowl at 50 to 90 cents a pair. Bacon is selling for 14 to 14½ cents a pound.

The supply of new potatoes is abundant, being sold at 50 cents a bushel. New turnips are quoted at 40 to 50 cents a bushel, beets are selling at 60 cents a bushel, cabbages at 45 to 50 cents a dozen; cauliflower, 75 to $1 a dozen; beans, 75 cents and peas 60 cents a bushel; squash, 1 to 1½ cents a pound; cucumbers, $1.25 a barrel; native tomatoes, $1 to $1.25 per box of 25 pounds; celery, 80 cents a bunch; parsnips, 50 cents a dozen bunches and carrots, 35 cents a dozen bunches. New corn is bringing 10 to 12 cents a dozen.

Rock cranberries are now in and sell at $8 to $10 per barrel; blueberries are plentiful at 4 or 5 cents a box or 50 cents a water pail and blackberries are bringing 10 to 12 cents a box.

Butter and eggs are scarce, eggs especially. The latter sell at from 23 to 24 cents a dozen. Dairy butter is quoted at from 20 to 22 cents a pound, creamery, 24 cents.

Fresh fish is rather scarce. The salmon season is over and haddock is selling from 2½ to 3 cents a pound and cod, the same. Dried cod, large, are worth $3.90 to $4 per hundred, medium, 3.75 to $3.85 and small $2.75 to $3. Pickled herring are selling at $4.75 a barrel and $2.50 a half-barrel and smoked herring, 10 to 12 cents a box. Finnan haddies are 5 to 6 cents a pound, kippers are 60 cents a box, pollock $1.75 a hundred pounds and halibut, 10 to 15 cents a pound.

The price of flour is unchanged. Oatmeal dropped 40 cents a barrel last week and is now selling at $5.60 and corn meal is quoted at $1.75 in bags and $3.70 in barrels.

The retail grocers report that with the re-opening of the public schools last week, families are moving in from suburban cottages and business has shown some improvement. This will doubtless be reflected in the wholesale houses before long for farmers will be down after getting in their crops, to commence laying in their supplies.

The annual meeting of the Maritime Grocers' Guild was held here on Wednesday, August 25. Members present from outside the city included: D. A. Morrison, Amherst; W. H. Aitken, Charlottetown; A. W. Eakins, Yarmouth; H. G. Bauld, A. C. Pyke and L. M. Smith, Halifax. Only routine business was transacted, and nothing of special interest transpired. The following officers were elected: L. M. Smith, Halifax, N.S., president; Geo. E. Barbour, St. John, vice-president for New Brunswick and W. H. Aitken, Charlottetown, vice-president for Prince Edward Island. In the evening a pleasant informal dinner was tendered the visitors at the Union Club, covers being laid for twenty. S. A. Jones, president, after an excellent menu had been discussed, proposed the toast to the King which was honored in the usual way. The next toast was the visitors and responses were made made by Messrs. Bauld, Aitken, Eakins, Pyke, Smith and Morrison. Clarence W. de Forest entertained the gathering in his inimitable fashion and the singing of Auld Lang Syne brought a pleasant function to a close.

Miss Janet Mullin, who has carried on a successful fruit and confectionery business at Hartland has disposed of her stock in-trade to Reed Chase, Mrs. T. G. Simms and Estey & Curtis, all doing business in Hartland.

John McCarroll, a retail grocer of Milltown, took a novel way of entertaining his patrons one day last week. He invited his customers to go with him to the blueberry plains and spend the day picking blueberries. A large number responded and were given transportation in several hayracks. All reported a pleasant time and lots of berries. Mr. McCarrol is now planning another surprise party for his customers.

Edward Kiersteod, who has solicited business among the Milltown and St. Stephen trade for Ganong Bros. for the past few years, has accepted a position with T. H. Estabrooks and will assist in selling Red Rose Tea.

HALIFAX.

Aug. 31.—Business continues to improve in most lines of the grocery trade, and the outlook is favorable. Collections on the whole are favorable and the jobbers are satisfied with the conditions except in the colliery districts where strikes are on. Prices are pretty steady at present and no marked changes are anticipated. The receipts of butter are falling off some but this is attributed to the farmers being busy with their crops. The supply is ample for the local trade, but very little butter is being placed in storage at present. Creamery is quoted at 25c and dairy from 20 to 22 cents.

There has been an advance of three cents in the price of fresh laid eggs. The demand is quiet, both for fresh laid stock and for case eggs.

The market is practically bare of hams and bacon, both of which are in good demand. Very few hogs are arriving at present as the weather is too warm for killing, and until cooler conditions prevail there will not likely be any improvement. There is also a marked scarcity of barrelled pork. All the dealers are complaining of the shortage and the high prices. The season is near at hand when large quantities will be required for shipment to the outports.

The commission men report business very brisk at present and a large quantity of stock is being turned over. The sales of tomatoes and corn are heavy. California Bartlett pears are scarce and the price has taken a big jump. Pears that sold last week for 30 cents per dozen are now selling at fifty cents retail.

H. G. Bauld, A. C. Pyke, and L. M. Smith were the Halifax grocers who attended the meeting of the Maritime Grocers' Guild, which met in St. John this week. They all made speeches in response to the toast "to the visitors."

It is expected that the first shipment of Nova Scotia apples to the British market will be made from Halifax on Sept 8th. Last year 510,088 barrels were shipped from this port chiefly to London, Liverpool and Glasgow. This year it is expected that the shipments will reach six hundred thousand barrels. The Furness line steamers carry the most of the fruit and this year the company will put on a weekly service.

Large quantities of the early varieties of Nova Scotia fruit are now coming on the market, and the quality is excellent. The crop of peaches is large, but the demand so far is light. They are selling at 60 cents per six quart basket.

Frederick W. Hodgson, who has had several years' experience in the business, has opened an up-to-date grocery store at the corner of Windsor and North Streets. The building which has just been completed, is arranged most conveniently for this class of business. One at 60 cents per six-quart basket.

WHO WILL ANSWER THIS?

W. J. McCart, general merchant, of Avonmore, Ont., writes The Canadian Grocer, as follows:

> "I would be pleased to hear from anyone, through your trade paper, who is running a general store in departments—by this I mean where goods are charged to each department and where each clerk stays in his own department."

The Grocer will be pleased to receive for publication articles on this question.

Current Business Happenings in Western Canada

Vancouver Grocers' Picnic Postponed on Account of Rain—Lucky Calgary Jobbers Buy Salmon Early—An Upward Tendency in Canned Goods—Regina Wants Better Shipping Facilities.

VANCOUVER.

Aug. 29.—Eggs are a feature in the market here. Good fresh locals are hard to get, and at times it is impossible to secure them. They retail at 50 cents a dozen. There are many egg and chicken raisers on the outskirts of Vancouver, and these have found that by distributing their own eggs they can get much better prices and have a steady market. They have their line of customers who pay the standard retail price, and in some cases, five cents a dozen more, since they are assured of getting eggs that are at the most but a day or two old, instead of having been in the commission house for a time and then in the grocer's store. If a good high-class selected stock could be placed in Vancouver, the trade would welcome it. If it gave satisfaction, and the price was not so far up as what it will be here for fresh eggs, the demand would be good. But they would have to be good, not in a condition that they would be returned by the buyer, for that is the one thing the retail dealer does not want. Eggs will not be below 50c a dozen retail until early next summer, and will climb to the usual price of 65c and 70c and even 75c during the coming winter.

The grocers of Vancouver were to have held their annual picnic on the 25th, but it rained all day. Postponement was made until Labor Day, when it will be pulled off at Central Park.

Arthur Jaynes, who is with his father in the grocery business in Greenwood, B.C., was married to Miss Annie Prout.

Both building and stock of Struthers' grocery store, Fernie, were destroyed by fire. Loss is fairly well covered by insurance.

William Robinson, of Chicago, seeing the possibilities of the market for squabs in Vancouver and surrounding places, has purchased 400 acres on Lulu Island, where he will raise pigeons. He now has a business of that kind at San Jose, Cal., where he keeps 10,000 birds.

VANCOUVER MARKETS

Sugar, standard granulated		5 50	Tapioca, per lb.		0 03½
Val. raisins, lb.		0 05½	Evaporated apples		0 08½
Cal. " "		0 06½	Butter, per lb.	0 25	0 26½
Prunes	0 05½	0 07½	Cheese, per lb.		0 15
Currants	0 06½	0 07½			
Dried apricots	0 11	0 13	Canned Goods—		
Flour, Royal Household, bbl		7 50	Peas		1 05
Cornmeal, p. 100 lbs		2 60	Tomatoes		1 32½
Beans, per lb.	0 03½	0 04½	Corn		1 10
Rice, per ton	68 00	76 00	Apples		3 42½
			Strawberries		2 15
			Raspberries		1 65

REGINA.

August 31—The C.P.R. is being generally criticized for the lack of accommodation they have provided here to handle business. The matter has reached such an acute stage that a general meeting of all the shippers was held recently here to meet Mr. Taylor, the superintendent of this division and the members of the city council, to see if some agreement could not be reached between these parties, so that an improved accommodation by the railway company could be provided. The meeting was largely attended by all interested or affected, but the net result seemed to be that Mr. Taylor, on the part of the Canadian Pacific Railway Company, laid the blame on the city for not allowing them to build their sheds where they wished and the city council in turn blamed the railway company, claiming they had not tried to provide accommodation and had not shown a disposition to arrange matters between the city and the railway company. This apparently was the outcome of the meeting, but this by no means satisfied the shippers and a later meeting was held at the Board of Trade office, at which a committee was appointed to investigate matters at the freight sheds and take up all cases of delay. Although the city has doubled itself several times within the past five years and the amount of shipping done from here has enormously increased, the C.P.R. have not increased their shipping accommodation in any way and they are at present unable to handle the business without a very great deal of delay in unloading the teams.

George Pepper, who has been conducting a fruit and grocery business under the style of the Regina Fruit & Produce Co. made an assignment this week to Mr. Wessel, the official assignee. It is understood his affairs are in bad shape and that his creditors will lose heavily. Probably the heaviest loser will be T. A. Hatfield, who is connected with Cloy & Simmons. Neil McKelvie was here several days this week in connection with this matter, representing Cloy & Simmons, of Calgary.

A. Pym who was lately connected with the Regina Fruit & Produce Co., has opened a fruit and grocery store on South Railway Street.

L. Addington, of the staff of Cameron & Heap, spent a week's holidays at Long Lake, the coming summer resort of Regina. J. T. Andrews, also of this firm has just returned from a business trip down the Soo Line.

The Regina Trading Co. have made quite an improvement in their store, having shifted the hardware department to the position lately occupied by the groceries, the grocery department having been moved to the rear of the store.

CALGARY.

Aug 31.—Late advices from the Pacific Coast confirm the reports that have ben published that the pack of sockeye salmon on the Fraser river is a decided disappointment to the canners and dealers alike. Preparations had been made for a large pack, which is usual every four years. However, the salmon did not run, and instead of there being 800,000 cases of sockeye packed on the Fraser, there are only 420,000 cases. Jobbers who placed orders early are fortunate, as the opening prices were low. Those who had neglected to place advance orders will have to pay higher prices, as it is stated the canners instead of making money this season stand to lose heavily on account of the extensive preparations made early in the season.

Grocery markets are firm with an upward tendency on canned goods of all kinds. California dried fruits are moving slowly, but new crop fruits are firm, as growers are marketing the fresh fruit at better figures than can be obtained from the packers. Calgary wholesale grocery prices are unchanged.

CALGARY MARKETS.

Sugars—			Canned Goods—		
B. C. granulated		5 54	B. C. salmon, clover leaf sockeye, 1 lb. tall, 4 doz.		7 00
Raymond, beet		5 34	" " cohoes, 1 lb. tall, 4 dozen		5 25
Icing sugar, in boxes		7 00	" " pinks, 1 lb. tall, 4 dozen		4 00
Powdered sugar, in boxes		7 00	Peas, in case, 2 dozen		2 35
Lump sugar, in boxes		7 00	Tomatoes, in case, 2 dozen		2 90
Raisins—			Corn, in case, 2 dozen		2 40
Valencia, layers, 28 lb. box		2 40	Apples, per case ½ doz., gallon		2 00
California, 3-crown muscatels, per lb		0 06½	Strawberries, per case 2 doz. gallon		4 50
" 12 oz. choice seeded, per pkg.		0 06	Raspberries, per case 2 doz.		4 50
" 16 " " "		0 07			
" S.C. prunes, 90-100, per lb. (½c. rise on a size).		0 05½			
" S.C. prunes, 80-40, per lb.		0 10			
Currants, fine Filiatras, per lb.		0 08			
Cal. evap. peaches, choice, in 25 lb. bxs.		0 07½			
Cal. evap. apricots " "		0 13			
Cal. evap. date, bulk, Hallowee, per lb.		0 07½			
Pure maple sugar, per box 40 ½-lb. cakes		4 00			
Rolled oats, B. & K. brand, 80's		3 00			
Flour, Hungarian, per 98 lb. sack		3 40			
" Economy		3 15			
" S. Bakers		2 65			
Cornmeal, yellow, per 98 lb. sack		2 40			
" " " 10-10's		2 65			
Beans, Canadian, hand picked, per bush.		3 00			
" California, limas, per lb.		0 06½			
" " pinks, per lb.		0 06			
" " Bayos, per lb.		0 06½			
Rice, Japan		0 04			
Tapioca		0 05			
Evap. apples		0 10			
Butter, Alberta creamery		0 24			
" " dairy, No. 1		0 20			
Cheese, Alberta		0 14½			
" Ontario, large		0 15½			
" " twins		0 15½			
Eggs, fresh gathered, per case of 30 dozen		7 50			
Pork, prime Alberta s.c., per brl.		22 50			
" " " per ½ brl.		12 00			

MANITOBA MARKETS

Corrected by Telegraph.

Winnipeg, Sept. 2, 1909.

Wholesalers report the trade quite heavy considering that present shipments are for immediate consumption. Merchants throughout the west find it difficult to provide goods to the multitude of hungry harvesters and as a consequence only a hand-to-mouth business is being done. In the course of a few weeks merchants will be beginning to stock goods and it is for this that the wholesalers are prepared and waiting. There is a weak tendency in the cereal market and also the syrup—owing to the new crops in these lines. Canned fruits are moving well as expected at this season when handy commodities are in order, and when fresh fruits are not available. The decline in brooms of 25 cents is the first break in price for some months. The market has been high and few merchants have been buying.

Word comes to the city that B. C. canners have withdrawn their prices on sockeye and cohoe salmon. Every four years they expect a good harvest of fish and this was the season upon which they were building their hopes. The American canners however, somehow got the crop and the stock of the B. C. Association is already depleted. The independent

packer in B. C. has raised his price 50c per case.

SUGAR—There have been no advances made yet on the local market but the prices remains steady.

Montreal and B.C. granulated, in bbls	5 15
" " " in sacks	5 10
" yellow, in bbls	4 75
" " in sacks	4 70
Icing sugar, in bbls	5 75
" " in boxes	5 95
" " in small quantities	6 00
Powdered sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 25
Lump, hard, in bbls	5 95
" " in ½-bbls	6 05
" " in 100-lb. cases	6 05

SYRUP AND MOLASSES—Syrup is duller on the western market than usual It is no doubt due to the growing corn crop from which supplies will be made soon. The molasses market varies little.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 30
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	2 30
" 5 " 1 "	2 75
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33

MAPLE PRODUCTS—As stated last week these goods are moving slowly. Wholesalers have it stocked in small quantities in readiness for occasional orders.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per doz	2 60
" " 1 doz. to case, "	5 35
" " 2 doz. to case, "	2 85

HONEY—There is some Manitoba honey on the market but the supply is somewhat less than usual. At any rate the province cannot supply one-third of the market and the Ontario product is largely used. We quote advanced prices on the new product.

Honey, 2 lb. tins, per tin	0 33
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12

NUTS—Almonds are still going up. They are about 3c per lb. higher this week.

Shelled Walnuts, in boxes, per lb	0 23
" " small lots, per lb	0 24
" Almonds, in boxes, per lb	0 33
" " small lots, per lb	0 34
Peanuts, Virginia, per lb	0 10 0 13

RICE AND TAPIOCA—Rice has a good market as a rule but it is slightly weaker at present.

Japan rice, per 100 lbs	3 90
Pearl tapioca, per lb	0 04 0 04½

BEANS—

3-lb. picker, per bushel	2 55
Hand picked, per bushel	2 65

ROLLED OATS—The new crop has the tendency to weaken the market. The following prices prevail. It is possible that they will be reduced soon.

Rolled oats, 80 lb. sacks, per 80 lbs	2 50
" 40 " " 80	2 55
" 20 " " 80	2 65
" " " 80	2 85

BARLEY—This market is also weaker but we cannot record any decline.

Pot barley, per sack	2 60
Pearl barley, per sack	2 65
" per ½ sack	1 90

CORNMEAL—These prices are high at this period of the year. The market is unusually strong and it is expected that the new crop will not greatly weaken it.

Cornmeal, per sack	2 15
" per ½ sack	1 08
" per bale (10, 10's)	2 4

BROOMS—Brooms have declined 25 cents per dozen. The cheapest broom on the market runs from $3.00 to $3.25 per dozen.

EVAPORATED APPLES — These maintain a firm price this week at 8½ cents per pound. This is weaker than last week, no doubt due to new stocks.

QUAKER OATS—

Family size	5 00
Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs	2 00
Pettijohn breakfast food, 18 pkgs	2 25
Puffed rice in bbls., per lb	0 22

CANNED FRUITS—As previously reported canned goods enjoy an open market and there are no standard prices. We quote a list of prices which are more or less general this week. They are strictly nominal. It is reported that raspberries and strawberries are firmer just now.

Apples, 3s	1 20
Blueberries, 2s	1 10
Peaches, 2s	1 85
Pears, 2s	1 75
Plums, Lombard, 2s	1 10
Raspberries, red, 2s	1 80
" black, 2s	1 80
Rhubarb, 2s	1 80
Strawberries, 2s	1 55

FRESH FRUITS AND VEGETABLES—There is little change since last week. The vegetable trade is good. There will be local grown tomatoes very soon.

New potatoes, per bushel	0 65
Native cauliflower, per doz	0 75
Native cabbage, per lb	0 01
Native green beans, per lb	0 04
Native celery, per doz	0 40
Native beets, per bushel	0 75
Native lettuce, per doz	0 20
Native onions, per doz	0 20
Native radishes, per doz	0 20
Native cucumbers, per doz	0 20
Ontario tomatoes, per basket	0 65
Bananas, per lb	0 05
Oranges	3 75 4 00
Lemons	5 50 6 00
Plums, Cal	2 25 2 50
Peaches	1 50
Melons	4 50 5 00
Apples, Ontario, per basket	0 65 0 75

MEATS—

Clark's 1 lb., porkand beans, plain, per case	2 70
" 2 " " " " "	2 30
" 3 " " " " "	2 95
" 1 " tomato sauce, per case	2 70
" 2 " " "	2 30
" 3 " " "	2 95
" 1 " Chili " "	2 70
" 2 " " " "	2 30
" 3 " " " "	2 95
Soups, per doz	1 20
Corned beef " 2's per doz	2 70
" " 1's per doz	1 50
Roast beef, 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 50
Sliced smoked beef, ½-lb. tins, per doz	2 05
" " 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" " 2's, "	3 25
Geneva sausage, 1's, per dozen	3 50
" " 2's, "	3 65
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's, "	6 60

Review of Ontario Grocery Trade Happenings

A Guelph Merchant's Method for Boosting Autumn Trade—Oats Sold in Bracebridge for Cream of Tartar—Price-cutting in Hamilton Due to Inexperience—Perth Has Produced Largest Known Cheese—Retail Grocers of London Hold Another Picnic—Brantford Grocers and Butchers on Annual Outing.

BRACEBRIDGE.

September 1.—A good joke comes from one of our large stores. In the spring of the year nearly every available empty can is brought into use to show samples of seed grain, etc., and among the lot in this particular store were used some ½-pound tins of cream of tartar for fancy oats. For some unaccountable reasons, one can was placed on the shelf with other goods and later sold for cream of tartar. On Friday last the farmer who bought the goods returned the can with this remark: "That's the darndest cream of tartar we ever had in our house."

Trade last week just about held its own, there being no big rush on. People are preparing for the annual rush to Toronto Exhibition, and, consequently, hanging on to the money.

On Saturday some pretty windows were shown and all seemed to please the many people on the streets. Kirk Bros. had an attractive window of fruit; Hutchison Bros, a tasty window of spices and vinegar, suggesting the arrival of the pickling season. Joe G. Meyers, of the Wm. Ross Co., and Lacey, had up-to-date grocery windows, while Armstrong & Gillespie's windows were filled to overflowing with fruits and vegetables.

R. A. Lawson this week is unloading a 1,200-bushel car of oats.

Peter Hutchison, of Hutchison Bros., Andrew Gillespie, of Armstrong & Gillespie, and Wm. Kirk, of Kirk Bros., attended the wedding of W. S. Ferguson at Parry Sound last Wednesday.

W. J. Reed, of Hutchison Bros., spent several days in Midland last week at the bedside of his brother, who was badly mangled on the Saturday previous in the Midland freight yards.

The new Sibbett block is about completed and is certainly a credit to our town. By degrees the ruins of our late fire will soon pass from view and in its place good, substantial stores will have been erected.

PERTH.

September 1.—In a recent issue of The Grocer was a note to the effect that a cheese weighing almost a ton, and which was claimed by the manufacturer to be the largest ever made, had been shipped from a New York State town to Chicago. Canadians surpassed this record years ago, so it may not be out of place to correct the claim. In 1893 a cheese weighing over 22,000 lbs. (more than eleven times the weight of the New York State cheese) was manufactured in Perth and sent to the World's Fair at Chi-

cago, where it was one of the most interesting exhibits. A special wagon was manufactured on which to place it, and the cheese and wagon were given a flat car to carry them to the fair. The cheese was afterwards shipped to England, where most of it was consumed.

Fred Free, one of Perth's young men, has entered the grocery circle. He purchased the business of Mrs. J. M. Ready (now Mrs. Geo. Hogg), taking possession last Monday morning.

Potatoes have dropped another 10c. Farmers are now receiving 40c per bus. What the fall price will be is uncertain. Some people think potatoes will drop to 25c per bus.

A number of early apples are being marketed. In too many cases these are brought in in bags and so bruised that much of their value is lost. Prices vary from 40c to 60c a bus.

Plums hold first place in basket fruits this week. Lombards are bringing about 55c per basket, and fancy plums 70c.

Fire recently visited at two eastern Ontario business places. That of E. M. Sexsmith, Tweed, was one. This fire started in the cellar, but worked up into his store. The stock was damaged with smoke and water. The large general store of H. F. Judson & Son, Frankville, was recently destroyed by fire. The fire started from a stove in which papers had been burned, and spread with great rapidity. The loss was about $4,000, with insurance $2,000.

Eggs have again advanced. On Saturday they reached "paying 20c." Retailing 22c. Butter is somewhat scarce and farmers have little difficulty in getting 22c from grocers.

H. M. Shaw has one of the neatest grocery departments in town. He carries a number of high-grade special lines and enjoys a large trade. His grocery manager, "Mel" Kennedy, is a hustler for business.

South Lanark fair is being held in Perth Wednesday, Thursday and Friday of this week. This means a busy week for grocery clerks, as a crowd is sure to attend "Perth's big fair."

All the interesting picnic reports in The Grocer make one wonder why we could not have one. If Perth and Smith's Falls grocers would work together next year, perhaps a splendid one could be arranged for, say up the Rideau. It's worth thinking about anyway.

GUELPH.

Sept. 1.—Tomatoes sold in Guelph on Saturday in fairly large quantities at 30 cents a basket, though some of the merchants lost money in selling them at that price. The reason of this was that the local supply was unsatisfactory and slow. Early in the morning tomatoes sold by the wagon load at 25 cents a basket, but in the course of an hour the wholesale price had shot up to 30 cents, so that merchants who were not among the first to buy either sold them at 35 cents or lost money on them at 30 cents.

Black raspberries are unsatisfactory as far as Guelph merchants are concerned this year. They are small in size and inferior in quality.

W. C. Benson, of Benson Brothers, is back from Ottawa.

Robert Millar, of the grocery department of George Williams' store is delighted this week with the supply of melons he is getting in. They are the Bow Park brand and he claims that their flavor is exceptionally good and that they come neatly packed with excelsior, in large willow baskets. "We have no kicks on these," he said.

Ald. J. A. McCrea and Mrs. McCrea have returned from a pleasant vacation in Muskoka.

Many Guelph merchants, particularly grocers who display their wares on the



CHRIS J. DELANEY,
Manager of Mrs. McHenry's Grocery, Brockville, Ont., Who Basis the Business on Quality.

streets in front of their stores, feel grateful to the police and civic authorities for their vigilance in stamping out the dog nuisance in Guelph. A great deal has been done in this respect since the new dog by-law came into force. The merchants are not troubled nearly so much now with stray dogs. They sincerely hope the authorities will continue in the good work.

A line of wine vinegar made from straight grape juice has been advertised during the past week by the grocery department of George Williams' store. Your correspondent upon making enquiries learned that the new article was taking hold well and gives promise of becoming popular. "How is it?" the writer asked of the manager. "What do they seem to like about it?" "Smell it," was the reply, and then the writer understood. The new vinegar has a smell very much like—strong sherry.

Archie Benallick, of Peter Anderson's grocery store, left yesterday morning for Shelburne and Orangeville where he will spend two weeks holidays with friends.

Miss Gertie Hicks, of the staff of Hicks' Paisley Street grocery, is back again from her vacation.

Early apples are scarce in Guelph as yet, and the quality is none too good, although apple dealers in this district have told their Guelph customers that the season promises to be a good one for the later fruit.

There is not a grocer in Guelph who has been able this season to get a supply of huckleberries equal to the demand. Every day for the past week or two they have been repeatedly asked by their customers for huckleberries and could have sold them at a good price had they been able to get any for sale. A. J. Groom, an Upper Wyndham street grocer, in speaking to your correspondent on the scarcity of this line of fruit, said it has been the poorest season for them for years. "We simply can't get them at any price," he said. "Hugh Walker & Son got a small shipment in a short time ago and divided them up amongst us giving us two baskets each, and that is about all we have been able to get.

Ernie Tovell, of the staff of A. J. Groom's grocery has returned from his holidays.

Your correspondent on making his rounds this week asked a number of local grocers what lines of advertising they were intending to take up to boost their fall trade. Several were of the opinion that they would merely use the newspapers, but some others said they believed strongly in the effectiveness of the circular letters. A typewritten personal letter,—a circular, and yet not a printed one—was, they thought, one of the most effective means of getting the attention of the public. One of the merchants just recently sent out to every woman in Guelph a typewritten letter with her name and address at the head of the letter as well as on the envelope. He showed your correspondent one of the letters and he was surprised to see that though they were turned out on a machine a thousand at a time they looked exactly like first copies of letters written specially to the person addressed. The merchant in question stated that while he had not the time to do this work himself, he thought it was about the most effective line of advertising he could get and did not in the least begrudge the expense entailed in having it properly executed at a typewriting establishment where he was also given the use of carefully revised lists of first-class customers in Guelph and vicinity.

Local fish dealers, and grocers who deal in fresh fish, are having trouble just at present in getting a satisfactory

"AYLMER" Jams, Jellies Preserves, Etc.

Every Glass Jar or other package of "AYLMER" Jams or Jellies is guaranteed absolutely pure, put up from FRESH FRUIT when in

GRANULATED SUGAR.

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp. **No Preservatives. No Coloring.**

At every process cleanliness is reduced to a science.

Fresh Fruit, Finest Granulated Sugar, Cleanliness, Up-to-date Methods.

Order to-day. Stocks are limited.

CANADIAN CANNERS

LIMITED

Hamilton - - - - - - - Ontario

supply. One of them stated that last week he had to go to Toronto and buy 50 lbs. of fish at an exceptionally high price in order to be in a position to accommodate his regular customers. The scarcity of the supply, it was explained, is due to the great demand that there is for fish in Toronto at present on account of the many Exhibition visitors.

One Guelph grocer at least, interested in a news item in The Canadian Grocer, to the effect that Tilbury merchants had made an agreement among themselves to ask their customers to leave orders for groceries before 9.30 at night on Saturdays and to deliver no orders that were taken after that hour. "You might suggest in your letter that we make a similar move here, for there are many of us, I am sure, who are none too anxious to keep our delivery men at work all Saturday night and part of Sunday morning."

BRANTFORD.

September 1.—The first annual picnic of the Grocers' and Butchers' Association was held at Burt's grove, near Paris, on Wednesday afternoon, when nearly 150, representing the association members and their clerks, boarded the Grand Valley cars and were conveyed to the beautiful picnic grounds. The features of the afternoon were a number of baseball games, the most important of which was between the grocers and butchers. Although there were many errors, the game was enlivened by terrific slugging. In the end the grocers won out by 25—24. After this match the winners went up against Pettit's lightweights, whom they defeated by 23—22. In the evening the dough-punchers trimmed the sugar-sifters 24—14. The grocers were in fine form, also carrying off the tug-of-war contest. At the close of the sports a dainty lunch was served. All voted the event a great success, and it is likely it will be made an annual feature in the future. The sports in detail were: Ball game—Grocers (25) Art Harp, B. Burns, N. Walsh, W. Greenside, George McCann, E. Felton, G. Fowler, P. Greenside. Butchers (24) J. Cammel, Pilfer H. Burns, Kew, Cradock, Needham, Wilton, Thornton, Welsh. Sack race—C. Thornton, E. Martin; three-legged race—Pfilton and Culver; Greensides and Thornton; boys' race—McKinnon and Howarth; 50 yards race—M. Knowles. Culver, W. Adams; boys' 50 yards race—T. McKinnon, G. Howarth, W. Mulcap.

The local merchants are making a fall display of fruit jars. The sales have been good as fruit has been plentiful here, and the featuring of the jars has served as a reminder to customers. The local market affords excellent opportunity of purchasing all lines of fruits at the lowest rates.

The merchants along Colborne Street, including several grocers, have approached Mayor Wood to use his influence in having the work of paving the street rushed with all possible speed. The street has now been torn up for a couple of months, with the result that it is not open to traffic. In consequence the merchants are losing trade. The mayor promised to do his best to have additional gangs put on the work so that it may be completed at the earliest possible date.

Brantford is soon to vote on a big question, which is of particular interest and importance to the grocers of the city. It is whether or not the location of the present market shall be changed. The Dominion Government has intimated that it will spend $150,000 on a new building for the local postal, customs and inland revenue services, if the city deeds a part of the present market square as a site, in exchange for which the Government is willing to give the city the present post office building. No doubt the business men, including the grocers, will be heard from on the question, as opinion is pretty evenly divided on the issue. In Brantford trade has centred around the market square and its removal must mean serious damage to vested interests. The Grocers' and Butchers' Association will probably take a stand on the issue.

TOMATOES AND CORN DAMAGED.

Toronto, Sept. 2.—The William Davies Co. received telephone messages this morning from St. Catharines and St. Thomas, saying that heavy frosts the previous night had damaged corn and tomatoes.

TORONTO.

Sept. 1.—H. Ashcroft, 1592 Queen St. West, is rapidly increasing his business through his two hustling clerks, R. D. Patchett and G. W. Warren, who are bound to get their full share of the business. They are after the best methods and appreciate the value in this respect of The Canadian Grocer.

Dunlop & Kitchen, 1254 Bloor St. West, recently came to the city, full of life and ambition and are in the keen race to get a good hold in that part of the growing city.

Grocers are getting so numerous on Bloor St., west, that one of them suggests the idea that the street should be called "Grocery Ave."

W. J. Jones, 1204 Bloor St., West, is getting a strong hold in this busy part of the city and is doing a good business. He builds on the solid foundation of cleanliness and courteous service.

B. L. Dunn, 992 Bloor St. West, is well satisfied with his summer's business. Fruit trade was good. He gets many pointers he says from The Canadian Grocer. If a grocer does not take his trade paper there is something wrong with him.

Lewis & Stevenson, 935 Bloor St. West, are bright and up-to-date grocers. Their stock is well kept and is in good conditions. They wear that happy "something" about them which is sure to bring people back as permanent customers.

C. E. Hubbs has bought out D. McEachren, 934 Bloor St., West, and has taken possession. Mr. Hubbs comes from Brule Lake Station, where he has been conducting business for a strong lumbering concern, and therefore comes with a valuable experience. The next best thing, after securing this favorable spot, was to subscribe for The Canadian Grocer, which is certainly an evidence of good business tact and judgment.

M. Hollingshead, 896 Bloor St. West, is one of the old trade journal readers and is therefore up-to-date in every respect. His wonderful experience all over the world is very valuable in conducting his business. It is remarkable how much valuable information is hidden among grocers, which would be intensely interesting and valuable to others, if they would occasionally write a letter to their trade paper. A subscriber to a paper is valuable, but one who takes enough interest in it to criticize the editor's work, or occasionally write a letter, is worth a great deal more.

B. L. Hill, 668 Bloor St. West, enjoyed a good regular business all summer. He is strongly supporting the idea of biscuit manufacturers invoicing their goods at retail prices, with a fair discount off.

I. B. Hagan, 638 Bloor St., West, never had a better summer's business and he attributes a good deal of it to the stand the wholesale men took in demanding prompt payment in full each week. He claims that prevented careless buyers from buying larger quantities than they could handle, and then either slaughter them or throw them out. While he claims that this step on the part of the wholesale men did good in some respects, he is, however, decidedly opposed to this manner of treating good paying grocers in the way they do.

R. S. Moore has bought out Clancy & Co., 628 Bloor St., West. He is a young man full of ambition and determination to win. With the help of his wife he should soon have a busy place in that hustling part of the city.

W. J. Sawyer, Yonge St., has an attractive display of a breakfast food cartons. The arrangement is new and is certainly an attention-drawer.

A. J. McPherson, 1078 Queen Street West, has a good front in his store, which he is going to turn to good advantage. Along with his groceries he has a neat ice cream parlor, as well as a soda fountain. With the new improvement and extra efforts, he expects to have the best store in that part of Queen Street.

LONDON.

Sept. 1.—Trade in both wholesale and retail circles is fair. Brokers report prices of all staples firm. Price shows an advance, and samples coming are darker in color than usual. Prices of California seeded raisins and prunes are at present in buyers' favor, but an advance is looked for. The damage to currants is not so great as feared, and grocers, who advanced prices 3c per cwt., have got them down to the old figure again. Buyers are holding off for lower prices for Valencia raisins. The crop of both currants and raisins is expected to be good. Brokers are daily looking for quotations for sockeye salmon.

Last week saw the last of the Wednesday half-holidays for the summer, and grocers and other business men, who have taken advantage of it, regret it at all over. Almost all are satisfied with the way the arrangement works, and no one believes any loss is suffered from closing up shop half a day each week.

The Retail Grocers' Association celebrated the last of the half-holidays on Wednesday last with a big picnic at Springbank. Fully 5,000 people were on the ground, and there was an abundance of fun. The programme of sport contained many amusing features, chief among which was the three-legged race for mixed couples. Fancy slim, symmetrical President E. J. Ryan, tied at the ankle to a buxom lady of 210 lbs. avoirdupois, and you have an idea of what the race was like. Yet the same couple managed to run at dead heat for first place with a pair of pretty smart sprinters. There was a bun-eating contest, boxing in barrels, a pillow fight, etc., all of which served to amuse the great crowd. Not the least interesting item on the program was the baseball match—North v. South—for the Lea Pickling Co.'s trophy. The following are some of the prize winners in the various events:—

150 yards dash, open—1, O. Falconer; 2, W. Hamilton; 3, R. Hill.

100 yards, members of the Retail Grocers' Association—1, T. Vincent; 2, A. Young; 3, T. Janes.

Grocers' wives, fifty yards—1, Mrs. W. Richards; 2, Mrs. Cahoon; 3, Mrs. Traver.

Lady grocery clerks, fifty yards—1, M. Johnston; 2, O. Falconer; 3, A. Kidner.

Grocery clerks, 100 yards—1, O. Falconer; 2, R. Hill; 3, B. Wood.

Grocer drivers, 100 yards—1, W. Hamilton; 2, W. Davis; 3, E. Worwald.

Sack race, open—1, J. Goodran; 2, B. Wood; 3, G. Mitchell.

Red Rose tea race, married ladies—1, Mrs. Brown 2, Mrs. Webb; 3, Mrs. Steinhoff; 4, Mrs. Tallant.

Travelers calling on grocery trade, 100 yards—1, H. Wilkie; 2, F. Brown; 3, H. Langford.

Human wheelbarrow race, 50 yards—1, Simpson and Summers; 2, Mitchell and Wood; 3, Gibson and Bodine.

Bun-eating contest — G. Bindner, C. Roulston, H. O'Rourke.

Pillow fight, open—1, D. Carter; 2, B. Wood; 3, C. Sumner.

Three-legged race, lady and gent, lady must weigh 200 pounds or over—1, E. Ryan and Mrs. Sadlier 2, Ed. McCormick and Mrs. Richards.

Committee race, open to officers of Retail Grocers' Association—1, C. Hayes; 2, Ed. Reid; 3, H. Ranahan.

Presidents, ex-president, vice-presidents and ex-vice-president of R. G. A.—1, H. Ranahan; 2, W. Mullins; 3, E. Ryan. Special prize, N. McLeod.

Grocers' wives' race—Mrs. Richards, Mrs. Spaan, Mrs. Travor, Mrs. Fonger.

There was also a contest for the prettiest girl on the grounds. The judges did their work while the sports were going on, and as a result, Miss Marjorie Dodd, of 477 Queen's Avenue, was awarded the prize, a platinum photo. There was a ken contest for the most popular lady on the grounds, four being nominated: Miss Falconer, Mrs. W. Smith, Mrs. Thomas Shaw and Mrs. Ed. McCormick. The voting was keen, but Miss Falconer won. She was awarded the prize, a ticket to Toronto and 6 admissions to the Industrial Exposition.

HAMILTON.

September 1.—Bumper markets are a common sight just now, all kinds of fruits and vegetables coming in profusion and selling at reasonable prices. For one or two days there was a glut of tomatoes and they sold at 10c. for 12 qt. baskets. Prospects are good for a heavy crop, and the local canneries will be able to get all their requirements. Peaches of the clingstone variety have been a drug on the market. Last week they came in by the thousand with prices all the way from 15c. to 40c. each for small baskets. The only thing to do is to stew them for pies. It is a question with a great many farmers whether it would not be better to cut them out altogether and grow only the better grade of peaches.

The grocers think that if blueberries were shipped down here to some commission man who was not too greedy that a good deal more business might be done with them.

Butter, eggs and poultry are high. When it comes to spring chicken or duck it is only the man with the big roll that can get away with them. Hamilton market at this season is a whole show and is well worth a visit.

The travelers are all looking fine after their rest and report excellent business. Wholesale grocers here are pressed to fill orders and are working their staffs up to the limit.

Factories are all running full time and prospects look bright for a good season's business. Here as in a great many other places the retail grocery trade is overdone but as long as jobbers will take a few dollars from inexperienced men and give them a stock of goods, we will have cutting and failing and all their disagreeable attributes to put up with.

CHATHAM.

Sept. 1.—Following several rather quiet weeks in the grocery business, things are commencing to liven up. The fall preserving season is commencing, peaches, plums and pears coming in freely. This is expected to stimulate business in sugar, jars and preserving accessories. The picking season will also open shortly, with a consequent demand for spices.

Herbert Malcolmson, of the H. Malcolmson grocery, has arrived home from a business and pleasure trip to various points in Quebec.

Harry Andrew is spending a couple of days this week fishing at St. Luke's Club on Lake St. Clair.

Varying reports have been received regarding the tomato crop. In some sections of Essex it is reported excellent. In Kent and Elgin, however, indications are for a short crop, which will affect the canning industry.

Miss Winnie Savage, of the Craig Co., Limited, staff, Ridgetown, has been taking her summer holidays.

A unique complaint comes from Kingsville, in the heart of the Essex melon belt. It is to the effect that growers unload upon the local merchants and through them on local customers the culls of their stock, which retail at the same price as first class melons. Incidentally, this looks like a good melon year.

Chatham was on Aug. 24 and 25 the scene of an important gathering, the I.O.F. High Court, of Western Ontario. Nearly 500 Foresters and companions were in attendance. Quite a few merchants decorated for the occasion.

BUSINESS IN WESTPORT.

Merchants are Finding Trade in the Grocery Line Better Than a Year Ago.

Westport, Ont., Sept. 1.—Westport has as pretty a situation as any Ontario village. It is situated right on the shore of Rideau lake, has a good farming district around it, and so enjoys a good farm and campers' business. The tourist business should greatly increase, as the lake fills up with cottages and campers. Almost all the stores are general stores, only one or two being straight groceries.

J. R. Breckenridge has one of the neatest stores in town. He gives most of his attention to groceries and this summer has enjoyed the best business which ever came his way.

McDonald & Erwin do quite a business and have found this year's trade ahead of last year's.

M. E. Mulville has groceries well to the front of his large general store, opposite the Wardrobe House. He carries a large stock and business is brisk.

J. H. Arnold, in his general store, gives a front position to his well-selected stock of groceries. His stock is neatly kept and "Arnold's" on Main St. is well thought of by the buying public.

Potatoes are bringing 50c per bushel here. Grocers are paying 20c for eggs. They find dairy butter scarce and are stocking creamery.

Retailer Charges Wholesalers With Unfair Methods

Claims That Some Distributers Sell Direct to Consumers Whenever They Find it Convenient—Large Trade of This Nature Done During the Summer With Muskoka Tourist Houses—"Lover of Fair Play" Makes Strong Plea for a Provincial Retail Grocers' Association—Gives Some Facts About Orders Taken.

Editor Canadian Grocer,—The writer has been wondering of late where some of the wholesalers are going to land.

The Wholesale Grocers' Guild says that the manufacturer who sells direct to the retailer, must discontinue to do so, or that body will refuse to handle their goods. The above was shown clearly to be the case during the late enquiry made in Toronto.

Years ago, in the Muskoka Lakes district where I do business, the retailers did a large business in the way of supplying tourist summer resorts, and with the settlers generally on the Muskoka Lakes. A few years ago some wholesalers, looking to extend their business, decided to do a retail trade by way of supplying these resort keepers and settlers, and before the lakes are clear of ice each year, travelers representing different wholesale grocers are to be found soliciting orders for groceries, meats, biscuits, confectionary, and, in fact, almost every thing that a retail grocer would stock.

I have in my possession a copy of an order taken by a traveler representing a wholesale grocer, doing business on Front Street, Toronto, from a tourist house, which I would imagine from the size of the house, would accomodate from fifteen to eighteen guests. It reads as follows: 6 boxes Royal Yeast; 6 pkgs. corn starch; 6 tins sardines; 6 pkgs Pearline, 3 pkgs Sapolio, 12 lbs. pot barley, 6 lbs. split peas and several other items of this character.

Several of these resort keepers' orders would amount to several hundred dollars each, during the season. Practically the only business that the retailer here gets from this district is orders for hay, oats, flour, and perishable fruits, which the wholesalers do not supply. The wholesalers get the grocery orders, to which I think the retailer here is entitled.

Some time ago I saw, on a wharf on one of the Muskoka Lakes, a consignment of groceries from a wholesale house on Front Street, Toronto, amounting, I would suppose to about $125. This was addressed to a gentleman, who is not even a summer resort keeper, but a settler. On the following day I met a brother retailer, who showed me a letter, from the same settler to whom the grocery order was addressed, asking to be supplied with seed, grain, etc., on credit —his money having all gone to pay the wholesaler who supplied the groceries. I have it from good authority that one of the wholesale houses in Toronto does a retail business in this section of about $10,000.

Why should the Wholesale Grocers' Guild allow this wholesale house to do a retail trade, and yet prevent a retailer from buying direct from the manufacturer? After taking the cream of the business during the summer months from the retailer here, who should have it, the wholesaler will expect the retailer to patronize him during the remaining months of the year.

One of the owners of a large summer resort told me that he had, for some years, been buying his goods from a wholesale house in Toronto, because the wholesaler's family always stayed with him during the summer months, and, I suppose, traded the bill out.

The time is ripe for all retail grocers in Ontario to stand firm and have a Provincial Association to deal with matters of this kind. The Retail Merchants' Association has done a good work in the past in bringing about good legislation, but there are many things, pertaining expressly to the retail grocery trade, regarding which some understanding should be arrived at.

I would like to hear the expressions of the views of other retailers who may be suffering from this same cause.

"LOVER OF FAIR PLAY."

PRODUCES BAD EFFECT.

Cussing Clerks is not Conducive to Building up a Business.

We know a merchant who swears at his clerks.

This man not only swears at his men clerks, but he does it in the presence of the women clerks and he has even been known to swear at the women clerks.

One would suppose that it would be hard for such a man to get clerks to work for him. But clerks will sometimes put up with a good deal to hold their jobs. And possibly the clerks take into consideration the fact that it is just a bad habit the man has, and that he does not really mean anything. In other ways the merchant is a very nice sort of a chap, and is good to his assistants.

But the cussing habit doesn't help any. It makes some of the clerks mad, to be sure, and now and then one of them will quit in a huff and go somewhere else. And these clerks who quit generally take pains to inform all their friends about their reason for quitting.

That is what really hurts the merchant. Most people—and women especially—will be prejudiced against a merchant who uses violent language in calling down his clerks. "I don't like to trade at Mr. So-and-So's," they say, "because they say he swears at his clerks just awfully." The stories about the way the man swears are probably not allowed to grow any less pictureque than they really are by being told around, you know.

This swearing business is going out of fashion. Men who are naturally inclined to swear are finding out that it is better policy not to do it. It generally hurts the man who swears a good deal worse than anyone else. It is, as a matter of fact, against the law to swear, and further than that, it is contrary to good sense and good breeding. — Merchants' Journal.

HIS TEN COMMANDMENTS.

A Chicago man who has a large number of employes under him, has posted up in various departments of his establishment cards which bear the above caption and the following terse rules. These make it very plain what he expects, and what he does not expect, of those who draw salaries from him:

Rule I.—Don't lie—it wastes my time and yours. I'm sure to catch you in the end and that's the wrong end.

Rule II.—Watch your work, not the clock. A long day's work makes a long day short and a day's short work makes my face long.

Rule III.—Give me more than I expect and I'll pay you more than you expect. I can afford to increase your pay if you increase my profits.

Rule IV.—You owe so much to yourself that you can't afford to owe anybody else. Keep out of debt or keep out of my shops.

Rule V.—Dishonesty is never an accident. Good men, like good women, can't see temptation when they meet it.

Rule VI.—Mind your own business and in time you'll have a business of your own to mind.

Rule VII.—Don't do anything here which hurts your self-respect. The employe who is willing to steal for me is capable of stealing from me.

Rule VIII.—It's none of my business what you do at night, but if dissipation affects what you do next day, and you do half as much as I demand, you'll last half as long as you hoped.

Rule IX.—Don't tell me what I'd like to hear, but what I ought to hear. I don't want a valet to my vanity, but I need one for my dollars.

Rule X.—Don't kick if I kick—if you're worth while correcting, you're worth while keeping. I don't waste time cutting specks out of rotten apples.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Canned Peas—Prices withdrawn.
Lump Sugar—Lower.
Canned Salmon—Advanced.
Molasses—Good demand.

Montreal, Sept. 2, 1909.

Interest this week centres in the canned goods situation, as it has for weeks past. Peas and salmon are higher, with the former no longer offering, by the large packers, and the latter about as scarce as it has been for a decade. Talk of pro rata deliveries of tomatoes is heard in some quarters, owing to the cool weather we are at present having, and which prevents the tomatoes on the vines ripening. Lump sugar is lower. Syrups are beginning to sell freely. Peas are high, as they have been for the last few months. Californian dried fruits are firm, with an advancing tendency noticeable in apricots and peaches. New crop beans and peas are being quoted in some quarters. Spot stock prices, for beans, are lower as a result.

Business, on the whole, is showing some slight improvement, orders being received for shipment prior to the close of navigation.

SUGAR—Lump sugar, with the exception of cartons, is lower this week. Demand for all varieties refined sugar is still very good, though the fact that the preserving season is drawing to a close is resulting in a noticeable falling-off in the size and frequency of orders.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 35
" Beaver	4 35
Paris lump, boxes, 100 lbs	5 40
" " " 50 lbs	5 50
" " " 25 lbs	5 70
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 30
" " 100 lb. boxes	5 40
" " 50 lb. "	5 50
" " 25 lb. "	5 70
" " 5 lb. cartons, each	0 37½
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 " bags	4 20

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—Syrups are beginning to move out freely, the beginning of the usual heavy fall demand making itself felt already. Molasses is still a strong seller. Advices from the Islands report almost clean boards there.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 22	0 35½
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03¾
" 38½-lb. pails		1 75
" 25-lb. pails		1 25
Cases, 2-lb. tins, 2 doz. per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—Wholesalers report small sales, owing to the high prices ruling for mostly all teas in which large trading is done. Japans and Ceylons continue quite firm. Cable advices from Japan state that there is no sign of weakness in the market. Local tea merchants report satisfactory business.

	Choicest	0 49	0 50
	Choice	0 35	0 37
Japans	Fine	0 30	0 35
	Medium	0 25	0 28
	Good common	0 22	0 25
	Common	0 20	0 22
Ceylon	Broken Orange Pekoe	0 21	0 40
	Pekoes	0 20	0 22
	Pekoe Souchongs	0 20	0 22
India	Pekoe Souchongs	0 19	0 20
Ceylon greens	Young Hysons	0 20	0 25
	Hyson	0 20	0 22
	Gunpowders	0 19	0 22
China greens	Pingsuey gunpowder, low grade	0 14	0 18
	" pea leaf	0 20	0 30
	" pinhead	0 30	0 50

COFFEE—Fair business is being done at old prices.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—A slight easing-off in Valencia prices has not brought figures down to as interesting a basis, from the buyers' standpoint, as could be desired. No further advices of especial interest have come to hand from Spain. Californian dried fruits are firm. Apricots and peaches have advanced ¼c on the coast. Prunes are steady, being firmly held. Wholesalers are not keen buyers, even at the low prices quoted. The outlook for prunes has not changed much during the past few weeks. It still appears as if the smaller sizes, 80-90's, would be quite scarce. Raisins are unchanged. There is more or less fluctuation in prices of all lines of dried fruits, but, as buyers will understand, these variations are due to the quality and the quantity of the goods put into packages, rather than to market conditions, or the state of the crops. The old, reliable, standard brands are steady, prices being well maintained by the old established houses who are putting up their goods in the same old way.

Currants, fine filiatras, per lb	0 06	0 07
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb		0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
California, choice seeded, 1-lb. pkgs	0 06½	0 07½
" fancy seeded, 1-lb. pkgs	0 07½	0 08
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 08
Valencia, fine off stalk, per lb	0 04½	0 05
" select, per lb	0 05	0 5½
" 4-crown layers, per lb	0 05½	0 06

SPICES—A fair business is being done in seasonable lines. Prices are unchanged.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS—Both beans and peas, new, to arrive, are being quoted daily, and prices are considerably under those asked for spot stock. Quotations for spot goods, however, are much easier, in the case of beans, as the result of the new crop offers having been made. It will be some time yet until either beans or peas are obtainable—the new crop—so that present prices will be maintained, with a weakening tendency noticeable, for several days yet. On beans new prices will be in the neighborhood of the $2 mark, while peas will hover around $1.35 and $1.50.

Ontario prime pea beans, bushel		2 35
Peas, boiling, bushel	1 50	1 60

EVAPORATED APPLES—Some old evaporated apples are being offered at 6c, but the quality is most undesirable, and there is little trading. Good stock, scarce, is worth 8c.

Evaporated apples, prime	0 03

MAPLE PRODUCTS—The situation is unchanged this week.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 63	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL.—With peas withdrawn by the larger packers, tomatoes strong and corn firming up, to say nothing of the salmon situation, the condition of the canned goods market is interesting. Peas are worth 10c dozen more than they were last week. Their extreme scarcity and the large demand for the line are responsible for the higher figures being asked,—92½c to $1.57½. Salmon is up 15c dozen for Clover Leaf, Horseshoe and Sockeye. Recent cool weather has been most discouraging to packers of tomatoes, and there is talk of pro rata deliveries unless we have immediate warm weather. These cool days, coming inopportunely, when the tomatoes on the vines should be ripening, make it certain that the crop will be short of requirements. Orders booked already are very large, and any scarcity would be most unwelcome, yet a pronounced falling off in the yield cannot be helped unless there is a change in the weather at once. One large order for gallon tomatoes was turned down by one packer, who was booked beyond his capacity already. It is hardly necessary to say anything further about the situation in salmon beyond the fact that the pack is proving disappointing. The run is much smaller than anticipated, everywhere, as evidenced by the strong market and advancing prices. Corn is none too plentiful, and, in some quarters doubt is expressed as to whether there will be sufficient to take care of requirements. No prices have yet been made on gallon fruits.

Peas, standard, doz	$ .92½	$ .97½
Peas, early June, doz	.97½	1.02½
Peas, sweet wrinkled, doz	1.07½	1.12½
Peas, extra sifted, doz	1.52½	1.57½
Peas, gallons	3.87½	3.92½
Beans, doz	.72½	.80
Corn, doz	.75	.80

Tomatoes, doz. (Ontario and Quebec)	.75	.82½
Strawberries, doz.	1.37½	1.42½

Clover Leaf and Horseshoe brands salmon:

1 lb. talls, per doz.		1.87½
½ lb. flats, per doz.		1.30
1 lb. flats, per doz.		2.02½
Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz.	1.50	1.55
Red Sockeye, doz.	1.75	2.00

TORONTO.

TORONTO.—The canned goods market is very excited. Dealers scarcely know how to move. Even fruit canners are buying goods on speculation from wholesale men, if they can get hold of them at a price on which they feel they can make another profit. Sales are made, and afterwards the seller will take them back again at a small advance. The general feling is that tomatoes, corn and peas will materially advance before settled figures will be reached. Canned salmon are also in an unsettled condition, but it is safe in stating that salmon are up at least 15c a dozen. The catch this year was disappointing and only about one-half of what was expected.

Beans	$ .75	.80
Corn ½	.75	.80
Peas	.85	1.40
Tomatoes, 3's	.80	.82½
Strawberries, 2's	1.32½	1.37½
Raspberries, 2's	1.60	1.65
Peaches		1.55
Lawtonberries		1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.35	2.40
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90

Clover Leaf and Horseshoe brands

1 lb. talls per doz.	1.72½
½ lb. flats per doz.	1.15
1 lb. flats per doz.	1.87½

Other salmon prices are:

Humpbacks, per doz.	.95	1.00
Cohoes, per doz.	1.35	1.40
Red Spring, per doz.	1.50	1.55
Red Sockeye, per doz.	1.55	1.65

ONTARIO MARKETS

POINTERS—

Lump Sugar—Decline of 10 cents.

Canned Goods—Higher prices expected.

Molasses—Market firm.

Toronto, Sept. 2, 1909.

The wholesale trade is brisk. Orders are satisfactory, and with the "Exhibition" in full swing a good many of the country merchants are expected to show up at the different houses, if for no other purpose than a friendly chat. But incidentally orders will receive prompt and careful attention. The unsettled condition of the market in so many lines at present, causes an anxiety and restlessness among wholesale men which is common to this time of the year. The disappointment in the salmon supply is causing some changes in the calculations of meeting the demand.

SUGAR—All that can be said of the sugar market is that it is very firm, but no advance. Lump sugar has dropped 10c per 100 lbs. This, however, has nothing to do with the price of the regular brands. It no more comes in competition with granulated sugar, than tea does with coffee. It is used entirely for different purposes and prices are governed by its own supply and demand. The demand for all kinds of preserving sugar continues active.

St. Lawrence "Crystal Diamonds," barrels	5 40
" " " ½ barrels	5 50
" " " 100 lb. boxes	5 60
" " " 50 lb. boxes	5 70
" " " 25 lb. boxes	5 90
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 50-lb. boxes	5 70
" in 100-lb. "	5 60
" in 25-lb. "	5 90
Red Seal	7 15
St. Lawrence granulated, barrels	4 75
Beaver granulated, bags only	4 45
Redpath extra granulated	4 75
Imperial granulated	4 45
Acadia granulated (bags and barrels)	4 65
Wallaceburg	4 65
St. Lawrence golden, bbls.	4 35
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 "	4 35

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—There is a strong feeling in molasses but no advance is reported.

Syrups—		
Medium, corn	0 30	0 35
Bright, corn	0 40	0 45
		Per case.
2 lb. tins, 2 doz. in case		2 50
5 " " "		2 85
10 " ½ " "		2 75
20 " ¼ " "		2 70
Barrels		0 03½
Half barrels		0 03½
Quarter "		0 03½
Pails, 38½ lbs. each		1 80
" 25 " "		1 30
Maple Syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 00
Molasses—		
New Orleans, medium	0 31	0 33
" bbls.	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 62

TEA—The tea market is firm with a decided upward tendency. The qualities of the new crops are on a high level.

COFFEE—The coffee market remains quiet with nothing of interest to report.

Rio, roasted	0 12	0 13
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 08	0 09

DRIED FRUITS—From the information at present available, it is the general opinion that raisins, currants and, in fact, all dried fruits will be cheaper than they were last year.

Prunes—				Per lb.
30 to 40, in 25-lb. boxes				0 10½
40 to 50 " "				0 09
50 to 60 " "				0 08
60 to 70 " "				0 07½
70 to 80 " "				0 07
80 to 90 " "				0 06½
90 to 100 " "				0 06
Same fruit in 50-lb. boxes ½ cent less.				
Apricots—				
Standard				0 13½
Choice, 25 lb boxes				0 14½
Fancy, " "				0 15
Candied and Drained Peels—				
Lemon	0 10	0 11	Citron	0 17 0 20
Orange	0 10½	0 12		
Figs—				
Elemes, per lb				0 08 0 10
Tapneta, "				0 03½ 0 04
Bag figs				0 03½ 0 04
Dried peaches				0 08 0 08½
Dried apples				0 07½
Currants—				
Fine Filiatras	0 06½	0 07	Vostizzas	0 08½ 0 09
Patras	0 08	0 08½		

Uncleaned ¼c less.

Raisins—				
Sultana				0 07½ 0 09
" fancy				0 11 0 12½
" extra fancy				0 14 0 15
Valencias				0 05½ 0 05½
Seeded, 1 lb packets, fancy				0 08
" 16 oz. packets, choice				0 08
" 12 oz. " "				0 07
Dates—				
Hallowees	0 05½		Fards choicest	0 08
Sairs	0 05		" choice,	0 07½

SPICES—The only change in the line of spices is a slight drop in carroway seed. Other lines are firm, and on account of the approach of the pickling season, business is picking up.

Peppers, black, pure	0 14	0 20
" white, pure	20	0 25
" whole, black		0 16
" whole, white		0 23
Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25

RICE AND TAPIOCA.—There is no change in these lines, but the rice market is firm and the demand is increasing.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½

NUTS—Nuts receive little attention. Brazil nuts may be quoted a little lower and walnuts about as much higher. But on the whole there is little doing.

Almonds, Formigetta		0 12½
" Tarragona		0 13
" shelled	0 28	0 30
Walnuts, Grenoble		0 14
" Bordeaux		0 11
" Marbots		0 12
" shelled	0 23	0 26
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils		0 15
Peanuts	0 10	0 12

BEANS.—With the new crop, which is very fair, in sight, beans change hands only in small quantities at the present high prices.

Beans, per bushel	2 50

SMALL STORE SERVICE.

The extent to which small suburban retail stores will go to vie with their larger down town competitors is sometimes quite marked. There seems to be a greater desire than ever to please the casual buyer, who cannot find time to go downtown.

The woman proprietor of a little notion shop in the suburb of a large city furnishes a good example of this kind of enterprise. Her stock is rather limited so that her customers are sometimes unable to get what they desire. In a case of this kind the proprietor lends her personal services to the shopper by leaving the store in charge of a clerk and going downtown in person after the desired goods. This service she gives free of charge, adding to the price of the article only the actual carfare spent for the trip.

Where a shopper is unable to go down town on account of children or lack of time, this kind of service is of great value. The woman proprietor has in this way built up a permanent trade among a large portion of the women in the suburb and her sales are constantly increasing. J. S. B. in System.

We Borrow 5c. from Your Customers at the Exhibition

To insure more definite results from our demonstration at the Toronto Exhibition, and thereby to increase its value both to you and to us, we have adopted the somewhat novel plan of borrowing five cents from everyone to whom we serve a cup of Red Rose Tea.

We pay the money back by giving a ticket worth five cents to your customer when she buys a package of Red Rose Tea.

Will you kindly honor these tickets at their face value, when presented within 60 days from the date they bear, in part payment for a package of Red Rose Tea.

Then send them to us within three months and we will refund you the amount.

A little extra window or counter display just now, or personal recommendation of Red Rose Tea, will be much appreciated, and will help make the plan more effective, besides increasing your sales.

If you come to the Toronto Exhibition this year, there is no place you will be more welcome than at the Red Rose Tea room in the Manufacturers' Building or at the downtown warehouse at 3 Wellington Street East.

If you go first to the Exhibition tea-room kindly make yourself known to whoever is in charge. If you don't tell him who you are he may borrow five cents from you.

GEO. H. CAMPBELL,
Manager Toronto Branch

T. H. ESTABROOKS,
ST. JOHN, N.B.

"I's in Town, Honey" I brings yo' money !



Aunt Jemima's Pancake Flour Is Going to Sell Better Than Ever



Our everywhere advertising will take care of that. We will keep up the advertising so that you can keep up the selling.

Aunt Jemima's Pancake Flour

is the best known brand on the market. We intend to keep telling housewives about its fine qualities and about our unique coupon plan which increases your sales without increasing your work.

You can sell more of Aunt Jemima's Pancake Flour and make more money with less work than by handling any other brand on the market.

Aunt Jemima's Rag Doll Family

Aunt Jemima and her rag doll family are the most popular premiums ever given away. Every child wants them and they are given for the coupons on the packages. This plan never fails to work and soon spreads throughout the neighborhood.

YOU SELL THE FLOUR — WE SEND THE DOLLS.

Don't forget that Aunt Jemima's is the popular and reliable brand for a good profitable business. Order your stock from your jobber.

THE DAVIS MILLING COMPANY - ST. JOSEPH, MO.

Manufacturers of the celebrated Aunt Jemima's Special Cake and Pastry Flour.



We Want to Give Your Little One
A FULL SET OF 4 DOLLS
FREE

Just send us a request on your letter head (this is necessary) and we will send you FREE the entire Aunt Jemima family, all ready to sew and stuff.

W. G. PATRICK & CO.

extend a special invitation to Friends and Customers to inspect their handsome display of

H.P. SAUCE

on exhibition in their Sample Rooms.

We are making a special offer to all who call during the next two weeks, that will more than pay your expenses to the Fair. Make this your headquarters. Leave your parcels. Write your letters. Make yourself at home.

ADDRESS:

29-31 Melinda Street, - TORONTO

A Winnipeg Grocer's Seven Year Climb to Success

R. L. Waugh Started in as a Clerk in England — Made the Best of Every Opportunity—A Cash Business, Attractive Interior and Window Displays as Means to Larger Custom—A Careful Buyer of Choice Goods—Makes Friends With Competitors.

Staff Correspondence.

Winnipeg, Aug. 31.—We hear much in these days about taking advantage of opportuities. It may be sometimes overemphasized, since the general tendency of the business world verifies that the doctrine is practised as well as taught. There are few live business men who would not take opportunities if they clearly saw the accompanying advantage. It is certainly a part of a man's business ability to be able to see future advantages in present opportunities. And he who turns away from such opportunities leaves behind him rich fields unharvested, of luxuriant fruit unplucked. and treasure mines unexplored. The wings of time are burdened with treasures as it flies by, and he who fails to grasp at opportunities thus afforded is doing himself, and the commercial life of the world, an injustice.

We all naturally like to see men "getting on." It not only reflects credit upon the individuals, but also aids general business conditions of that part of the world with which they have to do. Things in general are in a healthy condition when individuals are showing evidences of prosperity, and the pessimist who looks upon the whole commercial system as something detrimental to some more true order which he may fancy, would do well to stop at concrete cases to feel the strong pulse of the throbbing world of commerce which is woven all about us.

A Clerk in England.

A concrete case worthy of mention is that of the short business career of a Winnipeg grocer. It is possibly more worthy because it is short. Seven years ago R. L. Waugh came to this country from England, where he had served his apprenticeship as a grocery clerk in the store of John Devereux, of Lowestoft. Mr. Waugh clerked for one year after



R. L. WAUGH,
Winnipeg, Grocer, Whose Methods have Won Him Rapid Success.

his arrival in Canada in the Hudson Bay store, Winnipeg. At the end of that time, gathering together what little money he saved, he opened a store in the northwest part of the city. That section of the city was growing rapidly at the time, and he was not compelled, as many are when opening in a new quarter, to wait for business. Two years later, he was compelled to move to another part of the city, on account of a net-work of railways that was then planned, and since constructed, near his store site. Mr. Waugh next opened in a splendid residential section, in a small store previously used as a dwelling house. He was not long in this location before he began to concern himself with several important phases of the grocery business to which he had heretofore not given great thought. His business had grown so rapidly that he was justified in assuring himself that there were larger things before him. And he must only reach out. Those features of the business of which he now began to take thought were chiefly, first, a cash trade; second, more spacious and attractive store interior; third, facilities for window display; fourth, a larger custom.

New Store on English Plan.

It was not long before he had designs on the future, when once he caught a vision of a business which was characterized by these features. To carry out his plan he moved one block east and built a frame store 60x40 feet, fronting on Sherbrooke Street, where the street traffic is greater than in his former quarter, and where a street car stops every four minutes in the day. The new store is only one storey in height, and the owner of the property expects to erect a five-storey apartment block over the present building in the near future.

The store was fashioned after the old store in Lowestoft, England, where the boy Waugh was a clerk, and of which place he retains pleasant memories. The windows of the new store are wide and present ample room for a good array of goods, which is always taken advantage of. The interior of the store is conspicuously spacious and beautifully furnished with modern bin fixtures. A marble-topped refrigerator meat counter stands in the centre of the floor, and



Cut Showing the Right Side of the R. L. Waugh Grocery Store, Winnipeg, Which Includes the Confectionery Department.

around a supporting pillar are placed in pyramid form the delicious fruits in season.

As may be seen from the accompanying picture, the left side of the store is exclusively groceries, and the right side is reserved for confectioneries. The rear of the building is used as a stock room and office, the stock room being 40x20 feet in dimensions.

Mr. Waugh believes in buying carefully, shelving choice goods, giving clerks a holiday,' beautiful window displays, making friends with competitors, organizing a grocers' association, and reading The Canadian Grocer.

Home Grown Vegetables Profitable to Grocers

Horticultural Exhibit in Winnipeg Beneficial to Merchants in the West—Producers Encouraged to Give More Space to Fruit and Vegetable Growing—Possible Results if Advance Goes on.

Staff Correspondence.

Winnipeg, Aug 31.—The retail vegetable trade this season in Winnipeg has far excelled the trade of previous years. Just why it has multiplied in one year is difficult to ascertain. It is known, however, that last year was the first in the history of the city when the Horticultural Society of Manitoba held a show for the special display of fruits and vegetables. That exhibition was such a success that much comment was made upon it, not only in local circles, but a large party of Scottish farmers and United States editors, who were in the city at the time, carried the news to all parts of the world, that Manitoba possessed wonderful posibilities for fruit and vegetable production.

As a result producers within the province were encouraged, and began to look to other places of cultivation besides that of wheat growing. Not only were producers interested, but merchants, for the cities and towns of the province began to recognize the value of patronizing home industry.

That this is true is certainly verified by the wonderful display of the Horticultural Society this year in the spacious amphitheatre of the Horse Show Association. Producers from every corner of the province responded to the call of the association to make a display of vegetables, fruit and flowers on August 25, 26 and 27. As a matter of fact, no better vegetables are grown in the world than on the rich Manitoba loam. Manitoba potatoes are unequalled. Beans, peas, carrots, beets and every vegetable which can be grown in Ontario, can be grown with equal success in the west. Even corn, which just now may be seen in the grocers' windows, can be raised in Manitoba, and hardy varieties are being developed, which will give this province and Winnipeg as fine corn as can be imported.

Vegetables Shipped in.

Despite the ability of the soil of Manitoba to raise the best vegetables in the world, carloads are being shipped in yearly, particularly from Wisconsin. Although it is true that Manitoba cannot produce vegetables as early in the season as some of the States to the south, owing to climatic conditions, and consumers are compelled to import, yet it is also true that merchants continue to import even after the desired goods are available from the local grower. This is unfortunate for both the producer and the merchants. The producer is endeavoring to raise the vegetables which are in demand, and by so doing developing a phase of agriculture which is beneficial to the mercantile life of the country. And if the retailers ignore his goods by going across the boundry for the same lines, vegetable production becomes unprofitable and agricultural and horticultural production is curtailed.

After such an exhibition as the one held this year, it must be expected that there will be an increased supply of lo-

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

Their attractive appearance sells them. Their delicious taste brings the customers back for more.

TRY THEM. That's all we want.

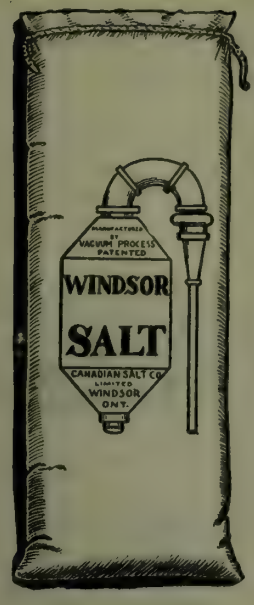
We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.
Limited

VANCOUVER, B. C.



Isn't it a rather significant fact that over 95% of the salt sold in Canada for table and butter and cheese making is

Windsor Salt

Are the others low-selling brands worth the room they take up in your store?

The Canadian Salt Co.,
Limited
Windsor - - - Ontario

Manufacturers' Agents
And Brokers Directory

BRITISH COLUMBIA

JOHN J. BOSTOCK
Wholesale Broker
SALMON Canned and Salted
HERRINGS HALIBUT
LOO BUILDING. VANCOUVER, B.C

W. A. JAMESON COFFEE CO.
MANUFACTURERS
Coffees, Teas, Spices, Etc.
"Feather-light" Baking Powder
Cor. Langley and Broughton Sts.
VICTORIA, B.C.

F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents
Correspondence Solicited.

THE CANADIAN GROCER
British Columbia Office at Room 15, Hartney Chambers, Cor. Pender and Homer Sts., Vancouver.
H. HODGSON Manager

ALEXANDER MARSHALL
Wholesale Merchandise Broker
VANCOUVER
Representing—Lever Bros., Ltd.; Postum Cereal Co., Ltd.; Charlottetown Condensed Milk Co.

We have Competent Salesmen
Best facilities for Distributing and Storing
W. HARRY WILSON & CO.
330-332 Cordova St. W. VANCOUVER, B.C.

R. ROBERTSON J. Y. GRIFFIN
R. Robertson & Co.
25 Alexander St.
VANCOUVER, B.C.
Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters
Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—ABC, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

EDMONDS & BAKER
MANUFACTURERS' AGENTS
AND GROCERY BROKERS
100 Loo Bldg., VANCOUVER, B.C.
Open for a few more good agencies. We get results.
CORRESPONDENCE SOLICITED.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

Wholesale Manufacturers' Agents
Correspondence Solicited.
F. R. McINTOSH & CO.
Vancouver, B.C.

W. C. FINDLAY W. CARTER
E. A. MARSHALL & CO.
Manufacturers' Agents
SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C
We have an established connection and can handle a few more good agencies to advantage.
Highest References,

TRY A
Condensed Ad.
IN
The Grocer



HOLBROOK'S
Worcestershire SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

cal grown vegetables on the market. And as years go on the season for home grown vegetables will be lengthened, owing to the fast advancing science of developing hardy varieties. As this comes about the merchants will year by year be obliged to reduce the quantity of vegetable importations.

As a Fruit Producer.

That which is true of vegetables is not true of fruit in Manitoba. The grocer has not the option of handling Manitoba or imported fruit. Fruit, however, can be grown in the province, as was illustrated at the horticultural exhibition. It is, however, largely a matter of experiment, as perhaps there were not more than fifty barrels of apples grown in Manitoba, put upon the market last year. The fruit market in the city at present is being discussed widely in other circles, on account of the high price at which it retails, and the consensus of opinion seems



British Columbia Fruit Exhibited At Winnipeg Horticultural Show.

to be that the middleman or importer is making the undue profit. It must be admitted, however, that all fruit will be high at all seasons, owing to freight rates and the shrinkage that always takes place. At the exhibition, both the Okanagan fruit district in B. C., and the Niagara fruit district were represented, and won the admiration of the many visitors. A. P. Stephenson, of Morden, Man., and D. W. Buchanan, of St. Charles, Man., are to be commended for the display of the luscious fruit produced in Manitoba.

In looking over the Manitoba fruit in company with a local grocer, the merchant remarked that it no doubt would be some years before Manitoba could support the retail fruit trade, but the merchants should do all they can in encouraging the local fruit growers by buying their products whenever they are available. If Manitoba could adequately supply the fruit market, the agitation for cheaper fruit would be dispensed with.

MEASURED BY CAMEL LOADS.

Smyrna Fig Crop Estimated to be About Same as Last Year—Quality as Good.

Ernest L. Harris writes, under date of July 26, as follows, regarding the fig crop of the Smyrna district of Asiatic Turkey:—The crop of figs for 1909 is estimated at 110,000 camel loads, weighing about 4½ cwt. each. Producers first complained of a disease on the tree, which made the new fruit fall, but at present indications are good, and the quality is expected to be at least the same as that of last year. The yield in camel loads for previous years was as follows: 112,700 in 1908; 117,950 in 1907; 114,775 in 1906; 101,025 in 1905, and 82,730 in 1904.

The fig-packing industry of Asia Minor has hitherto been carried on in the City of Smyrna, despite the fact that the long haul from the producing district, by camel and train, often lasts ten days, during which time the half-dried fruit always blackens and deteriorates to a certain extent. In order to obviate the necessity of using fruit of this kind, and also to avoid the middleman's profits, a United States company has just established a large packing house at Nazli, the chief producing centre of Asia Minor, about 120 miles from Smyrna. The sea water necesary to moisten the fruit in packing is to be sent in barrels by train daily from Smyrna.

When the train stopped at the little southern station the northern tourist sauntered out on the platform. Under a scrub oak stood a lean animal with scraggy bristles. The tourist was interested.

"What do you call that?" he queried of a lanky native.

"Razorback hawg."

"Well, what is he doing rubbing against that tree?"

"He's stropping himself, mister, jest stropping himself."

TRADE NOTES.

Struthers' grocery store, Fernie, B.C., was damaged by fire recently.

B. I. Gibson, grocer, Hastings, Ont., has sold to Charles and Joseph Lynch.

Chas Rishor, wholesale grocer, Peterboro, Ont., was in Toronto last week on business.

L. S. Peppard, Moncton, representative of Sugars & Canners, Ltd., was in Montreal this week.

J. E. Janelle, baker and confectioner, Richmond, Que., will soon begin the bottling of mineral water.

R. Sinclair, of the American Dressing Company, has returned to Montreal, after a five weeks' trip to Europe.

Emil Emery, advertising manager, Lake of the Woods Milling Company, has returned to Montreal from a trip to the west, as far as Winnipeg.

C. W. Fox, grocer, Owen sound, Ont., has changed his placed of business from Division St. to Poulett St. The new store is more commodious and will allow the proprietor to keep a larger stock.

Jno. P. Atkinson, manager of the N. K. Fairbank Co., Montreal, was in Toronto on Tuesday and Wednesday and in company with Wm. Ashworth, the Toronto representative, called upon the trade.

Charles Chaput, of L. Chaput, Fils & Cie., Montreal, has returned from Old Orchard, where he spent a few weeks' holidays. Emil Chaput has returned from his country home, at St. Hilaire, also.

A. H. Dence, managing director of Brand & Co., London, Eng., makers of A1 Sauce, was in Montreal recently. While in the city he made his headquarters with H. Hubbard, general Canadian agent for the firm.

PERSONAL NOTES.

T. J. Ruggle, of A. Ruggle & Sons, general merchants, Floradale, Ont., left last Monday on a month's trip through the silver fields of Northern Ontario.

W. F. Haygarth, grocer and drygoods merchant, Cayuga, Ont., was one of those who went with the Retail Hardware Association excursion to Montreal last week.

F. Robson, of Robson & Son, grocers and boot and shoe merchants, Fenelon Falls, Ont., was in Toronto on Wednesday and Thursday on a business trip and was among the callers at the Toronto office of The Canadian Grocer.

D. Greig, representing D. McDougall & Co., Glasgow, is on his semi-annual trip to Canada and was in Toronto this week.

WHITE SWAN
100%
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

Buffalo Brand Rolled Oats

We are open to quote to Eastern dealers for shipment last half September, all October and November.

YOUR ENQUIRIES WILL HAVE OUR PROMPT ATTENTION

NICHOLSON & BAIN

Winnipeg

Agents for The Dow Cereal & Milling Co., Pilot Mound, Man.

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East — WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER

WE ARE QUOTING A

A SPECIAL PRICE

ON

BREAKFAST BACON

FOR NEXT WEEK

Not Ordinary Quality, but

GUNNS QUALITY

"CURED FOR EPICURES"

Write For Quotations

Made in Canada's Finest Packing Plant, Under Government Inspection

GUNNS LIMITED Pork and Beef Packers TORONTO

LONG, CLEAR, BACON

We have in stock a few cars of good, bright, fat sides.

Light, Medium and Heavy

They will not last long. Send in your orders while they are here.

F. W. Fearman Co.

LIMITED

HAMILTON, ONT.



Reindeer Milk

and

Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs
Made under Government inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

Bacon Market in Firmer Condition—Less Butter Being Exported to England Than Last Year—Eggs Improving Somewhat in Quality—Much Higher Than Last Year.

Although very little of Canadian bacon goes to England now, the advance of 1s. there in bacon last week adds firmness to the market here. The packers of Canada are anxiously waiting to hear from the Government commission whether they will bring home some plan by which they can expect to get sufficient supplies to keep their packing houses in operation. Hogs are scarce and deliveries are unusually light, and prices firm at $8.00 for live hogs at country points. The advent of Chinese pork product in the English market is causing comment from various sources. Perhaps if another commission of farmers were delegated to go to China at an expense of $10,000, we might learn from the Chinaman, how to raise hogs without feeding them expensive grain, and yet get $8.00 live weight for them.

There is no apparent change in the butter market. Quiet feeling prevails all over, with various opinions as to the turn the market might take. There is, however, nothing in sight that might cause any stir in the market. The exports of butter are far below last year. This would indicate that a large surplus of butter must be on our hands.

Cheese also is quiet with scarcely a change in price from week to week, although the feeling in England leans towards better prices.

MONTREAL.

PROVISIONS.—Pork is much firmer this week, and prices have advanced, as will be seen from quotations. Present high fiugres curtail the demand to a certain extent, but there appears to be some business, even at the abnormal prices ruling. Bacon is higher, too.

Pure Lard—	
Boxes, 50 lbs., per lb	0 14½
Cases, tins, each 10 lbs., per lb	0 15½
" " " 5 " "	0 15½
" " " 3 " "	0 15½
Pails, wood, 20 lbs. net, per lb	0 15½
Pails, tin, 20 lbs. gross, per lb	0 14½
Tubs, 50 lbs. net, per lb	0 15
Tierces, 375 lbs., per lb	0 14½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 09½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 10½
" 5 " " " "	0 10½
" 3 " " " "	0 10½
Pails, wood, 20 lbs. net, per lb	0 10½
Pails, tin, 20 lbs. gross, per lb	0 09½
Tubs, 50 lbs. net, per lb	0 10
Tierces, 375 lbs., per lb	0 09½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 00
Canada short cut back pork, bbl. 45-55 pieces	27 00
Heavy clear pork, bbls. 20-35 pieces	28 0
Heavy clear fat backs, bbl. 40-50 pieces	29 00
Heavy flank pork, bbl	26 00
Pickled rolls, bbl	26 00
Plate beef, 100 lb bbls	7 25
" 200 "	14 00
" 300 "	20 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 13½
Long clear bacon, heavy, lb	0 14
Long clear bacon, light, lb	0 14½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14
Large sizes, 18 to 25 lbs., per lb	0 15
Medium sizes, 13 to 18 lbs., per lb	0 15½
Extra small sizes, 10 to 13 lbs., per lb	0 15½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 16
" " " small, 9 to 12 lbs., per lb	0 16½
Breakfast bacon, English, boneless, per lb	0 17
" " " " "	0 16½
Windsor bacon, skinned, backs, per lb	0 17
Spiced roll bacon, boneless, short, per lb	0 15
Picnic hams, per lb	0 10
Hogs, live, per cwt	8 60 8 94
" dressed, per cwt	12 50

BUTTER.—There is a noticeable, in the country, an easier feeling in creamery butter, but locally prices are firmly held. Demand is fair. Receipts last week amounted to 13,986 packages, against 15,681 packages same week a year ago. Total receipts for the season amount to 253,043 packages, against 280,222 packages same period 1908.

Creamery, solids, lb	0 23½
Creamery prints	0 24
Dairy, tubs, lb	0 18 0 19

CHEESE—Lower figures rule on the country boards, but locally there has been no change in quotations. Sales are fair. Receipts last week were 81,204 boxes, against 71,454 boxes same week 1908. Total receipts amount to 1,212,453 boxes, against 1,161,793 boxes same period last year.

Cheese, large	0 12½ 0 12¾
" twins	0 12¾ 0 13
" small, 20 lbs	0 12½
Old cheese, large	0 15 0 16

EGGS.—The quality of eggs now arriving is showing improvement, owing to the cooler weather being experienced. In the country prices are a little higher. Receipts last week amounted to 6,676 cases, against 5,720 cases same week last year. Total receipts for the season amount to 142,139 cases, against 145,252 cases same period 1908.

Selects, dozen	0 26
No. 1, dozen	0 22 0 23
No. 2, dozen	0 17 0 18

HONEY.—No change in the situation has occurred since last week.

White clover comb honey (nominal prices)	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 10½

TORONTO.

PROVISIONS—The short supply of hogs continues, and prices rule high. Cured meats are in good demand, with a very firm feeling. Stocks are diminishing, especially in long, clear bacon.

Long clear bacon, per lb	0 13¾ 0 14
Smoked breakfast bacon, per lb	0 16 0 16½
Roll bacon, per lb	0 13½ 0 13¾
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13½ 0 14
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 17 0 17½
" pea meal	0 18 0 18½
Heavy mess pork, per bbl	23 00 23 50
Short cut, per bbl	26 00 26 50
Lard, tierces, per lb	0 14½
" tubs "	0 14½
" pails "	0 14¾
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	7 60
Dressed hogs	11 25 11 50

BUTTER—Butter is plentiful and a good deal of it arrives in bad condition, owing to the hot weather and careless packing. Merchants are again drifting into habits of "it will do," instead of "it must be the best." Large quantities of butter come in, packed in all sorts of old boxes, without ice. Prices are weak, but no changes.

	Per lb.
Fresh creamery print	0 23 0 24
Fresh creamery solids	0 21½ 0 23
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
Tub butter	0 17 0 19
Baking butter	0 15 0 16

CHEESE—The cheese situation all summer has been somewhat dull and stubborn. Prices have ruled too high for safe buying, and every effort to make a break has resulted in disappointment. Buyers are anxious to get business, and sometimes even bid beyond the safe point, but invariably it drops back again to the old level.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

EGGS—Eggs are firm and some are asking 1c a dozen more. This brings them to 24c and 25c a dozen. This is unusually high for the first of September and is 4c a dozen higher than last year at the same date. The shrinkage on account of bad eggs is growing less, but there is still altogether too much, especially at these high figures. When will the farmers who are careful and honest raise their voices to defend their good names from the blame that rests on them on account of the bad eggs put on the market by those who are careless and dishonest?

Fresh eggs	0 24 0 25

POULTRY—This week shows a decided increase in the receipts of poultry, and business is taking an active turn. Spring chickens are now of good sizes, and weigh from 3 to 4 lbs. each, and are, as a rule, in good condition. Spring ducks are also full-grown, well fed and attractive to the buyer.

Early spring chicken, alive, per lb	0 14
Spring chicken, dressed	0 11 0 15
Hens, per lb. dressed	0 12
Turkeys, per lb., large	0 16
Spring ducks, alive	0 10
" dressed	0 12 0 14
Old ducks	0 08

HONEY—The quality of honey this year is excellent and prices are likely to rule high. The best market for honey is the Northwest, where a large part of it is shipped. With so much fruit on our hands, honey will not be used to any large extent for some time.

Honey, 5-lb. pails	0 60
" 10-lb. pails	1 15
" 60-lb. cans, per lb	0 10½ 0 11

A. J. Williams, of Harrisons & Crosfield, Ltd., Montreal, is on a fishing trip to the Laurentians, with a party of friends.

E. J. Ryan, president of the London R.G.A., Thos. Shaw, past president and Harry Ranahan, treasurer, all grocers in the Forest City, were visitors at the Canadian National Exhibition on Tuesday. Messrs. Ryan and Shaw called at the office of The Canadian Grocer while in Toronto.

The funeral took place in Montreal, last Thursday morning, of the late Alfred Masson, until 1906 head of the firm of D. Masson & Co. Mr. Masson was favorably known in the grocery trade. He was born at Beauharnois, and, when 15 years of age, entered the employ of D. Masson & Co. He subsequently became manager, retiring in 1906, when he was succeeded by his son. Louis, the present head of the firm. Mr. Masson was 78 years of age when he died.

Canadian Trade Changes of Recent Occurrence

Damages by Fire and Assignments Made—Many Retail Businesses Change Ownership—Others Offered for Sale.

Ontario.

L. R. Radcliffe, grocer, Toronto, died recently.

H. G. Gordon, grocer, Ottawa, has sold to E. Brown.

W. Wing & Co., general merchants, Shipka, Ont., has sold to Jno. Ratz.

A. Willis, general merchant, Malvern, Ont., advertises his business for sale.

R. A. Thompson & Co., general merchants, Ethel, Ont., were burnt out recently.

The Seville Cheese and Butter Co., Malahide Tp., Ont, have obtained a charter.

W. H. Smith, grocer, flour and feed merchant, Toronto, has sold to Maude M. Jeffs.

G. W. Hughes, general merchant, Black Hawk, Ont., has sold to McCutcheon & Co.

J. A. Anderson & Son, general merchants, Blyth, Ont., advertise their business for sale.

Cochrane & Co, grocers and butchers, Ottawa, are selling their business to R. M. Cochrane.

The Simpson Co., wholesale grocers, Guelph, Ont., have dissolved, J. Howard Simpson continuing.

Quebec.

A. Desilets, grocer, Montreal, has sold his assets.

G. Hurteau Freres, grocers, Montreal, have assigned.

J. B. Nadeau, general merchant, Farnham, Que., is dead.

M. De Repentigny, Jr., grocer, Montreal, has assigned.

Assets of J. O. Chartier, grocer, St. Paul, Que., are sold.

L. Ouellet, general merchant, Albanel, Que., has assigned.

O. Allard, general merchant, Valleyfield, Que., has assigned.

D. O. Davis, grocer, St. Lambert, Chambly Co., Que., is dead.

P. H. Moreault, general merchant, Little Metis, Que., has assigned.

R. M. Moore, general merchant, Magog, Que., held a meeting of creditors on Aug. 27th.

Western Canada.

E. S. Jackson, grocer, Vancouver, has assigned to J. E. Chambers.

E. S. Rose, general merchant, Kinley, Sask., has sold to E. E. Miller.

Jalland Bros, grocers, Victoria, B.C., have been succeeded by Alex Pool.

G. Herriges, general merchant, Engelfield, Sask., succeeds Herriges Bros.

Mr. Burdett, of Burdett & Taylor, general merchants, Llodyminster, Sask., is dead.

Benson, Haigh & Co., grocers, Nelson, B.C., have been succeeded by Christie & Benson.

H. J. Boyd, wholesale crockery merchant, Winnipeg, has been succeeded by A. Bright & Co.

D. L. Lowe, general merchant, Kylemore, Sask., has been succeeded by Van Patten & Webb.

Gustafson Jones Co., wholesale and retail grocers, Winnipeg, has asigned to the A. Macdonald Co.

Tenders are advertised for the purchase of the estate of the Rochdale Co-operative Asociation, Moyie, B.C.

A. Pomfret, grocer and baker, Vancouver, has been incorporated as "The People's Grocery and Bakery Co."

New Companies.

The Don Cereal and Milling Co., Winnipeg, has been incorporated.

Canadian Eatables, Limited, is a new company formed with headquarters in Toronto, to manufacture and deal in canned meats, mineral water, cheese, fruits, etc. The provisional directors are. Milton Worth DeLhorbe, Leon Dryden, Asa Dye, Walter Albert Smith, and Joseph Lynch.

SOMETHING NEW IN CREAM.

A new proposition to Canadian consumers is being promoted by the Canadian Farm Produce Company, Montreal, who are responsible for the appearance on this market of pasteurized and homogenised cream. The product is the ordinary cream from the dairy scientifically treated, so as to accentuate the nourishing elements which make it so valuable. The cream is being sold in bulk, only, at present. Deliveries are made to grocers daily. Later on the firm anticipates selling the product in sterilized bottles, when they will develop domestic and foreign trade on a large scale. The pasteurising and homogenising are done with French machines.

WEATHER AFFECTS WALNUTS.

One of the largest shippers of walnuts in the Limoges district, France, gives the following information about the walnut crop: After visiting the different localities I can say that the crop in the department of the Isere will be satisfactory. An average crop may be expected from the department of the Lot, less than the average in the department of the Dordogne, middling in the departments of the Charente and the Poitou, and much damaged in the other regions of central France. On the whole, there will be a very considerable decrease as compared with the preceding crop.

Jas. B. Campbell, representative in Montreal of the American Can Company was in Toronto last week.

BUSINESS IS GOOD

you will say and we will save you money in discounts and freight if you stock our full line of—



RICHARDS
Quick Naptha Soap
Snow Flake Soap Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Mi-Linda and Baled Havanas

are the Finest Cuban Lea. Spanish-made Cigars in the world.

Write for prices

W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

☞ Merchants should recommend food-products that are produced in **clean** factories.

SCHOOL OPENING

School lunches make a demand for such CLARK Specialties as CORN BEEF, SLICED SMOKED BEEF, POTTED MEATS, VEAL LOAF, etc., all of which are fine for sandwiches.

Those who have not tried a sandwich of

CLARK'S Veal Loaf

can have no idea of its excellence—just flavor enough to tickle the palate and of course all the nourishment which is required.

WILLIAM CLARK

MONTREAL

Manufacturer of
HIGH-GRADE FOOD SPECIALTIES

Be Careful About Your Salmon!

The scarcity this year will result in the packing of much salmon which will not be up to usual quality.

To ensure your getting reliable salmon, the kind your customers want, order

QUAKER BRAND SALMON

Only the choicest fish from the Fraser and Skeena Rivers find their way into the tins bearing the QUAKER label.

SECURE PRICES FROM

MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

GRAPES PROMISE WELL.

Crops in the Vicinity of Grimsby Expected to be Record-Breaker.

Grimsby, Sept. 1—Growers here are satisfied with the grape crop. Last week they were hoping for rain and the showers that fell on Saturday night were welcomed and will do a great deal of good. There is no evidence of insect pests or rot over the area from Jordan to Winona. The average will be slightly larger than former seasons, as many young vineyards are now for the first time coming into bearing.

Plums, say the largest growers, will be middling to light in all localities. Peaches are a good average crop and seem to be a little heavier in the eastern sections.

The pear outlook is good, but the Bartletts and some earlier varieties are shrunken from the heat of the last few weeks.

Where apple orchards were vigorously sprayed three times the owners will reap the benefit, otherwise the coddling moth and caterpillar have done destructive work. In fully three-quarters of the apple orchards the fruit is small and there are evidence of wormy apples.

A fair comparison with last year regarding the whole outlook, speaks favorably for a generous remuneration to the district.

READ YOUR OWN TRADE JOURNAL.

From Bowmanville State man.

We have always strongly advocated taking one's own trade journals. The fellow who knows it all or fancies he does, cannot be taught anything new, so need not read any publication, but the business man with an open mind never fails to find something instructive and helpful in a trade publication. This thought came to the surface at this time through opening **The Canadian Grocer**. The first sentence to catch our eye was this: "It pays to learn every detail of the business," and then to emphasize the same idea the next sentence read: "Make yourself thoroughly familiar with every detail no matter how insignificant, for the young man who hopes to have charge of a business some day will find all such lessons helpful in overcoming difficulties when the time comes." After reading this sage counsel we sat back in our chair and thought over the advice and concluded that the young man in business training who acts on this advice is on the surest road to ultimate success in the occupation in which he is engaged. Our sincere advice then is, take your trade journal and read it as regularly, faithfully and thoughtfully as you read anything in which you are deeply interested.

H. B. C. Lake, a member of the Newfoundland Fresh Fish Packing Co., has been in Toronto for some days on a business trip.

AN HOTEL WORTH VISITING.

Since the new Hotel Cecil has been opened in Ottawa, under the management of Walter B. Walby, there has been a steady growth in the number of patrons year by year. Any hotel which becomes more popular each succeeding year must give a service which is quite unsurpassed. This is the secret of the Cecil. The service is always of the very best. Commercial men say that they can always depend upon getting there the finest meals, the most comfortable rooms, and the most courteous treatment. Mr. Walby has had many years' experience in the management of hotels, and he knows just what the traveling public desire. And the knight of the grip he knows thoroughly, and, appreciating the fact that the traveler wants all the comforts of the home, and a little more, but with no frills attached, he caters especially to this class. And he is succeeding most admirably. Those who have not stopped at the Cecil, when in Ottawa, will find it well worthy of a visit.—Advt.

Sometimes a customer will ask a question that is really laughable, but that is where the clerk should be careful. Don't say anything or do anything to even intimate that a customer is ignorant. Always remember that they are not as well posted on the business as you are. Always remember, too, that there are subjects on which they could show up your ignorance.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 38 Front Street, NEW YORK

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranted SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

Pot and Pearl Barley Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

EPPS'S GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL **COCOA**

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

Christie Fancy Biscuits

EUROPEAN BISCUIT MANUFACTURERS WOULD BE THE FIRST TO ADMIT THAT CHRISTIE FANCY LINES ARE EQUAL IN QUALITY, PURITY AND NUTRIMENT TO THE BEST MANUFACTURED ANYWHERE. Yet we would hesitate to compete with the high standard English manufacturer on his own ground. Because *we know that a long sea voyage would not add anything to the flavor of Christie Biscuits.*

There's no doubt about the high Quality of the rare European Fancy Biscuits *on the other side of the Atlantic.* But when they are shipped over here *there's a difference.* Grocers, mindful of their reputation, would as soon hand out counterfeit change as stale biscuits to their customers. Why take chances? Stock Christie Fancy Biscuits. You can always get them fresh—in small quantities—when you want them. And on this side of the Atlantic, they *are* incomparable.

N.B.—"Madeira Mixed" and "Cherry Rings"—our newest biscuits—amply sustain the Christie reputation.

Christie, Brown & Co., Limited, Toronto

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED. Biscuit Manufacturers MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

—A SPECIAL MONEY-MAKER FOR— YOU IN THE BISCUIT LINE

Get samples and prices on our biscuits in animal form. Popular line at particularly attractive prices. In forms of horses, pigs, etc. Tasty biscuit, with fancy candy tracing. Great seller. Profit-yielder.

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

Their Reputation—based on their Superb Quality—sells

Cowan's

Maple Buds, Cream Bars and Chocolate Confections

with a steady briskness that is most satisfactory to the dealer.

A well-arranged display of the full "Cowan" line would catch many a dollar for you.

The Cowan Co., Ltd.

Toronto, Can.



SOFT MINTS—5o. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5o. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver

By Royal  Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

World's Wheat Market Weaker In Tone—North-West Crop Promises To Be Good—Comparison With a Year Ago—Rolled Wheat Shows a Change.

The general tone of the world's wheat market is weak, with a correspondingly decline in the prices. The crop of the great Canadian North-west has been watched with great interest, and as it is now almost entirely beyond all danger, and its safe harvesting is assured, it has the effect of settling the markets at a lower price, and the speculative forces will asume more definite positions. It is the settled opinion that both Canada and the United States will have much larger crops than were expected, which all leads to lower prices. Wheat in Chicago is now within two cents as low as last year at the same date. In view of the fact that wheat is a large crop, it must, however, be remembered that all other eatables are high, and wheat must find its level with them in the basis of food value.

MONTREAL.

FLOUR—Little activity in flour is noticeable. Everyone is awaiting the new crop, so that business is practically at a standstill. Orders are small, of a hand-to-mouth character.

Winter wheat patents, bbl	6 00
Straight rollers, bb	5 70
Extra, bbl	5 20
Royal Household, bbl	5 90
Glenora, bbl	5 40
Manitoba spring wheat patents, bbl	5 90
" strong bakers, bbl	5 40
Five Roses, bbl	5 90
Harvest Queen, bbl	5 40

FEED.—Present prices are quite likely to be maintained indefinitely, as supplies are very short, and the usual accumulation, looked for in the month of August, has not materialized this year, owing to the continued heavy demand experienced for some weeks past. When September-October demand set in —it is always heavy—advances may be expected without fear of disappointment.

Ontario bran, per ton	22 00
Manitoba shorts, per ton	24 00
" bran, per ton	22 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

ROLLED OATS—The rather weak feeling in rolled oats, in sympathy with the oats situation, continues to be noticeable. A decline in prices may be expected, as supplies of oats are heavy. The breaking of the corner in oats means that all the supplies which have been held back will find an outlet, and this, with a heavy new crop in anticipation, cannot help but weaken the market.

Fine oatmeal, bags	2 75
Standard oatmeal, bags	2 75
Granulated "	2 75
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 50
" barrels	5 20

TORONTO.

FLOUR—Very little of the new wheat is in fit condition for grinding and therefore the flour which is put on the market is still made from old wheat and therefore flour remains at last week's prices.

Manitoba Wheat.

1st Patent	5 50 5 60
2nd Patent	5 30 5 40
Strong bakers	5 20 5 25

Winter Wheat.

Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

CEREALS—Rolled wheat is lower which is the only change this week in cereals. Old oats are scarce, and prices firm.

Rolled wheat, car load	3 00
" oats "	2 50
Oatmeal, car load	2 75
Rolled wheat in barrels, 100 lbs	3 25 3 50
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

KEEP FREE FROM THE AIR.

Ed. W. Pyke, a Chocolate Traveler, Gives Advice on Handling and Displaying Sweets.

"Handlers of chocolates have to be very careful to keep them from the air," says Ed. W. Pyke, a Toronto traveler, who has studied this end of the grocery trade for some years. "If that is done the older these are up to a certain period the better."

To demonstrate his point he shows chocolates one and two years old which have been wrapped carefully in tin-foil and kept in boxes free from the air. They taste as if they had been made but yesterday.

"It's the same way with tea," he claims; "the quality becomes deteriorated if air is allowed to come in contact with it."

Mr. Pyke, who, by the way has recently been appointed manager of the Toronto office of Frank Magor & Co., is a firm believer in displaying confectionery to the best advantage. This is shown by his own at the office of the company he represents. Chocolate manufacturers now-a-days turn out some handsome boxes, particularly for Christmas trade, and these can be utilized to form attractive displays as well as serve to keep the goods free from dirt and the air. Mr. Pyke has a splendid example of what can be accomplished with assorted confectionery boxes. The remainder of the office is arranged in accordance with the confectionery display. The front is made attractive by cases of pretty flowers planted from seed. Flowers constitute one of the manager's hobbies, and with a little attention each day they can be made a valuable asset in any grocery store.

A little energy put into the handling and displaying of chocolates will, in Mr. Pyke's opinion, be rewarded by good results, for the profits of the retailer are large.



Think What You Lose!

Think what you lose if you are so short-sighted as not to stock an article for which there is a constant demand.

MOONEY'S "PERFECTION" SODA CRACKERS

are just a little better than the others, because of the extra skill put into their manufacture and the extra care taken in the selection of the materials. Our methods of packing preserve the individuality of the MOONEY CRACKER and retain its freshness indefinitely.

THE MOONEY BISCUIT & CANDY COMPANY

Stratford - Ontario

Cox's Gelatine

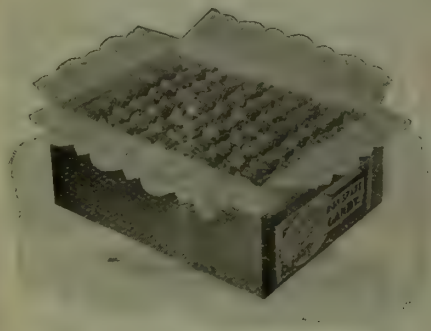


When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

Canadian Agents

C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P.Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH



THE PROOF COUNTS

If a man came in and told you he was a doctor, and couldn't prove it, would you believe him?

Then, if a man comes into your store and tells you he has a Bordeaux Chocolate that's "just as good" or "better" than the original, the

"BORDO"

(REG.)

CHOCOLATE

will you believe him—if he cannot SHOW you?

We are the originators. Ours is the only Bordeaux Chocolate which has been on the market 25 years, and which has been selling constantly all that time.

"The Proof of the Pudding is in the eating."

The Montreal Biscuit Company, "The Originators"

MONTREAL

CLERKS HOLD A PICNIC.

Guelph Counter Salesmen Have Pleasant Time on Last Half Holiday.

Guelph, August 31st.—The Guelph Clerks' and Salesmen's Association spent the last half holiday of their half holiday season, last Thursday, in an enjoyable manner. It was the occasion of their Annual Field Day at the park.

Races and games were put on in the afternoon and a band concert and lucky ticket drawing contest in the evening, many valuable prizes, donated by Guelph merchants and some wholesale houses, were presented to the winners.

It is understood the association came out well financially and realized sufficient cash to wipe out the debt incurred by their excursion of several weeks ago.

Results of the Races.

The results of the different events of the afternoon are as follows:

Half mile run, open.—1st, A. Smith; 2nd, P. Smith.

Potato race.—1st, Gus. Murray; 2nd, Charles Worthington.

Hundred yard dash, clerks only.—1st, R. bt. Robinson; 2nd, P. Smith.

Boys under 16, 100 yds.—1st, T. Burgess; 2nd, Roy Spalding.

Married ladies' race.—1st, Mrs. Hack; 2nd, Mrs. Currie; 3rd, Mrs. Chater.

Ladies' 50 yard race.—1st, Miss Hooper; 2nd, Miss Barber; 3rd, Miss Hack.

Needle Threading race.—1st, Miss Lannon; 2nd, Mrs. Geo. Philpotts.

Hundred yards dash, open—1st, A. Smith; 2nd, R. Robinson; 3rd, P. Smith.

Sack race.—1st, Steep; 2nd, Hunter.

Half mile walk.—1st, McGibbon; 2nd, A. Smith.

Tea race.—1st, Miss Lannon; 2nd, Mrs. Chater; 3rd, Mrs. Hack.

Donkey race.—1st, Webb and Meadows; 2nd, Smith and Crowson.

Biscuit eating race.—1st, Geo. Cook; 2nd, McGibbon.

Wheelbarrow race.—1st, Hack and Christie; 2nd, Benallick and Krauss.

Fat Men's race.— Won by Ald. A. Barber.

Ex-Clerks' race.—Won by Charles Worthington.

The Retail Merchants' Delivery Outfit Race was won in two straight heats by Jackson's grocery store horse, with Hewer Bros., butchers, a good second, and Ritchie's butcher horse a close third. Best time, 1.45.

The broncho race, half mile heats, was won in straight heats by Ernest Albright, Guy second, and Germany Lad third.

Clerks Win Ball Game.

The ball game between the Bankers' team and the Clerks' and Salesmen's team was won by the Clerks by a score of 9 to 3. The teams were as follows:

Clerks.—Emslie, Barber, Miller, McTague, Shields, Freeland, Greenway, Smith and Stewart.

Bankers.—Otto, Mitchell, Dunbar, Saxby, Fair, Heffernan, Lyons, Dickson and Lynch.

Umpire—"Baldy" Johnson.

James McDonald was announcer for the different events in the afternoon.

The judges were: Messrs. R. H. Brydon, R. S. Cull and Dr. Coghlan; starter, Mr. C. W. Peer.

A number of the local merchants turned out and patronized the clerks and their annual outing, and in other ways lent much valuable assistance.

The clerks were indebted to a large number of wholesale houses for many handsome prizes that were donated.

The prizes were on exhibition in the window of a Wyndham street store with the names of the donators attached.

The lucky ticket holders in the drawing contest at the band concert were. Miss Mary Leadstone, gold watch; Mr. Barber, cut glass berry bowl; Miss Williams, lawn mower, and Miss Nellie Williams, table.

WHITE SWAN

100%

PERFUMED - POWDERED

LYE

BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

A. P. Tippet & Co., Montreal, have been appointed agents for the Province of Quebec for the Greek Currant Company, of Patras, Greece.

From the Atlantic to the Pacific retail grocers and general stores are selling

WILSON'S FLY PADS



because they give universal satisfaction and pay a very large profit.

How to Make the Gossips Do Your Advertising

Shopping hath its charms—
But *Talking* is their strong point.
They dearly love the "Chin Work"—the Ladies.
Never have *we* been to the Sewing Circle, the Ladies' Aid, or that Millinery Display called "Ye Willing Workers' Meet—"
Yet Our Wife (the Real Boss) attends—*assiduously*.
So that echoes of the Doings have reached us.

* * *

She goeth with *twofold* object:
To Listen—when not talking;
To Talk—when not listening.
And to think that it is YOU who supplies the topics.
For the talk is of Domestic Economies. Kitchen Worries, Culinary Wrinkles. Dough Punching and Bread Raising Experiences.
All of which, Brother Grocer, find their origin over *Your Counter*.

* * *

Yet this is the Best Form of Effective Advertising.
And the *Cheapest*—you get it free with FIVE ROSES.
Then it comes from Real Users, Successful Cooks, Disinterested Supporters—and *Enthusiasm is contagious*.
Any housewife *can* realize her fondest kitchen ambition—
Become the *best-famed breadmaker* in your town—
By using the flour called "FIVE ROSES."

* * *

She has loaves worth showing off, goodies worth boasting on—
While Mrs. Cook Ill looks on enviously.
And she answers that *suggestive* question—
"Who's Your Grocer?"

* * *

What are the Gossips saying of the flour you are *now* selling?
What of Cookery Disappointments, Flat Failures, and the Keen Cussedness of Poor Stuff?
Haven't you *everything to gain* with FIVE ROSES, Brother Grocer?
Nothing to lose.
All the Free Advertising at the Ladies' Aid, the Free Demonstration of Baking Successes, the Repeat Orders, the Trial Orders, the good recipes with *your* flour handed about the town?

* * *

The one *all-purpose* flour which maketh Fast Friends.
Once tried, no woman *dares overlook* FIVE ROSES for a makeshift.
Lest she *depreciate* that Cooking Reputation so suddenly acquired.
Which means your *Permanent Trade*, Brother Grocer.
Because it makes good things *better*, it *increases its own consumption*—
So that one bag of ROSES sells ten.
While YOU count the coins and bank the dividends.

* * *

Give the gossips something to talk about, Brother Grocer.
Something that won't cost *you* more—
Nor *your customer* more.
But pays BOTH more.
Give them FIVE ROSES.

Lake of the Woods Milling Co.
LIMITED

MONTREAL **Makers of Five Roses** **WINNIPEG**

Salmon Season Concluded and the Run is Short

Pack Not Nearly Up to the Expectations of the Canners — United States Fishermen Accused of Illegal Trapping—Inspection is Loosely Attended to—An Estimate of the Total Sockeye Salmon Pack.

Staff Correspondence.

Vancouver, August 28.—The sockeye salmon season closed on the 25th with a pack on the Fraser river that was disappointing to the canners. As pointed out in these columns previously, the canners in Canadian waters had little chance of securing fish, since few are allowed to pass the traps which block their trip to the Fraser river. Those traps are in United States waters and have been operated day and night since the beginning of the season, without any observance whatever of a close season of 36 hours in each week. Canadian inspectors secured undoubted evidence of this utter disregard of laws, and further substantiation is given by the declaration of O. E. Hough, of Port Madison, Wash., who charges straight that no inspection whatever was made by the proper officials of the fishing in the waters of Puget Sound, and that the trap men operated without any fear of prosecution. Under such circumstances as these, it is little wonder that few fish were obtained in the Fraser river and the Gulf of Georgia.

The pack on the Fraser is placed at 420,000 cases by W. H. Barker, general manager of the B.C. Packers, or about half of what was expected and for which preparation had been made. The total pack in Washington was between 850,000 and 900,000 cases, or more than double. "It is unreasonable to the extreme," Mr. Barker remarked to The Grocer, "that we should have to provide the fish for the American traps and get no benefit. The season is late by two weeks this year, and if we could have got the extension of two weeks that was asked, our pack would have been much better. I do not think it would have made a great deal of difference in the number of fish in the spawning reaches of the river, and even if so, who will get the fish in another four years? The traps on the other side."

An Estimate of The Pack.

The fish came along almost on schedule time, as prophesied by the manager of one of the Fraser river canneries to your representative, but reports from the north would indicate that there is some contention in the statement of Mr. Barker that the season is backward. More fish are reported in the Skeena at this time of year than ever before. The canners in that district have had a poor pack, and with the old regulations would have done well.

The total pack for British Columbia is computed at 625,000 cases, as follows: Fraser river, 420,000; River Inlet, 85,000; Skeena river, 65,000; Naas river, 30,000; Lowe Inlet, 14,000; others 11,000.

The Columbia Cold Storage Company, of New Westminster, is preparing to open camps in the north to handle cohoe salmon. One will be at Bute Inlet and the other at Toby Inlet. The cohoes will be placed in ice as soon as caught, sent to New Westminster, where they will be packed and shipped. The cohoe season lasts about six weeks. The experiment of shipping sockeye salmon in ice to the eastern market, made by a Vancouver firm, proved a distinct failure.

CHATHAM MERCHANTS' DECALOGUE.

Agreement Strictly Kept Referring to Tickets, Calendars, Advertising. and Delinquents.

Chatham, Sept. 1—The following agreement, recently, adopted by the Merchants' Association of Chatham, has been called "The Merchants Decalogue," though only five clauses are embodied in place of the necessary ten. It is printed in card form and as a prominent feature of every merchant's office equipment, occupying a conspicuous place where it can be quickly called to the attention of any delinquent or ticket salesman:

NOTICE.

We are members of the Retail Merchants' Association and we have agreed:

1. Not to buy tickets for concerts, excursions or games of any kind in our places of business.
2. Not to advertise on programmes, hotel blotters or any other promiscuous advertising schemes.
3. To discontinue the giving of prizes to picnics, societies, games, etc.
4. To discontinue the giving of calendars to customers after Dec. 31st, 1909.
5. Not to give credit accommodation to persons whose names are on the delinquent list of the association until their names are removed by meeting their obligations.

Clauses one and two have been in force for several years; the others are of comparatively recent date. The agreement is being pretty strictly lived up to on the part of the merchants.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

Black Watch

The Big Black Plug Chewing Tobacco



Already a Big Seller

Sold by all the Wholesale Trade

ANSWERS TO ENQUIRIES.

Questions on trade subjects are solicited for this department. Letters from retailers, clerks, travelers, jobbers and manufacturers will be welcomed, as well as suggestions for trade improvement.

A Woodstock grocer asks: "We are buying sugars locally in bags at prices quoted in Toronto for barrels. That is to say, when granulated is quoted at $4.75 in bbls. in Toronto, we get it here for the same price in bags, plus cartage, etc. The last lot we were charged $4.80, the seller claiming that sugars had advanced. I drew his attention to your quotations in Grocer of Aug. 20th, but he says that they are not correct. To settle the matter we would ask you to give us correct quotations. We feel sure that the quotations in Grocer are correct."

Answer.—The quotations which appeared in The Canadian Grocer of Aug. 20th are absolutely correct so far as the Toronto market is concerned. The enquirer has not, however, taken into consideration the equalized rate from Montreal to Woodstock, which is 26c, and when this is done it will be found that the seller was correct in his prices but wrong in saying The Canadian Grocer was incorrect in its quotations. Sugar has not advanced since July 28th. At that time it went up 5c. To day's Montreal basis is, and in fact the basis since July 28th, has been $4.65 (bbls.) and $4.60 (bags), f.o.b. Montreal. When the equalized rate of 26 cents from Montreal to Woodstock is added then you have the price delivered in Woodstock. This would equal $4.86 per bag of 100 lbs. Subtracting 1 per cent. cash discount, it will equal $4.80 net per bag or $4.85 per bbl. Toronto prices are always 10 cents above Montreal.

Some clerks make friends, and therefore customers, by anticipating little attentions, trifles in themselves, but thought much of by customers. Most people like attention, and, in business, the fostering of this human weakness is a most valuable asset.

The 7-20-4 Cigar

Make that the feature of your tobacco department. If you have no department, start one to-day, for there is money in such a proposition. And it's such cigars as **7-20-4** (notice how easy it is to remember it) that win and hold customers for you.

ASK THOSE WHO ARE NOW SELLING 7-20-4 CIGARS.

The Sherbrooke Cigar Company, Sherbrooke, Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

ONIONS

Yellow Danvers and Reds

If you want a car of Canadian Onions write us for F. O. B. prices we have large supplies to offer.

CANADIAN APPLES

Before placing your orders you will do well to write us for prices.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

The next two weeks will see large shipments of the finest Canadian Peaches, Pears and Plums arriving on this market.

You

Might as Well Have the Best. Order

St. Nicholas Home Guard

They're the Best—they stand the time test—28 years and all to the good.

AGENT:
J. J. McCabe
32 CHURCH ST., TORONTO

Canadian Fruit, Vegetable and Fish Markets

Canadian Grown Fruits Supplant the Californian Variety—The Toronto Fruit Market a Wonderful Sight this Week—Vegetables Plentiful and Prices Reasonable—Fish Supply Strengthening Up.

MONTREAL.

GREEN FRUITS—The California season is rapidly drawing to a close. Bartlett pears are nearly finished. A number of cars of this fruit are expected from Oregon, while a moderate supply from Colorado will come forward later on. While several varieties of fruits are finishing, it does not mean exactly that the Californian season is absolutely over, as there is a large grape crop to be accounted for. All the grapes will not be marketed before November. Canadian plums are arriving freely and are being quickly resold, demand being satisfactory. Peaches, pears and grapes will be coming in shortly, too. California Tokay grapes are slightly easier this week. Otherwise quotations are practically unchanged. Delaware grapes are now quoted, $3 a crate being asked.

Apples, Spies, XXX, bbl	7 00	7 50
" early, basket	0 25	0 30
" crabs, basket		0 35
Bananas crated, bunch	1 25	1 75
Blueberries, 20-qt. box	1 75	2 25
Cranberries, per crate		5 00
Cocoanuts, bag		4 00
Grapes, California, Malagas, crate		2 00
" " Tokays, crate		3 00
" Delaware, crate		3 00
Lemons, Verdillis, box		4 00
" Maoris, box		4 50
Limes, per box	1 00	1 25
Melons, Montreal, basket of 12 to 13	3 00	10 00
" Canadian, 6 to 9 in crate		1 50
Oranges, late Valencias	3 50	3 75
Peaches, California, box		1 25
" Canadian, basket	0 35	0 50
Plums, California, per crate	1 50	2 25
" Canadian, basket	0 30	0 45
Pears, California, (Bartlett) per box	3 25	4 00
" Canadian, basket	0 50	0 60
Pineapples, Florida, box	5 00	5 25
Raspberries, quart	0 10	0 12
Watermelons, each	0 30	0 40

VEGETABLES—All vegetables are in large supply, and prices are reasonable. A short spell of rather cool weather curtailed demand slightly, but not to an appreciable extent. Cucumbers are cheaper, supplies being large. Quite a basket business is being done, the cucumbers in this convenient form moving freely at 25c per. Cabbage is steady at figures quoted with supplies increasing weekly. Green pepers are easier. Potatoes are steady with a slight upward tendency at present. Tomatoes are quick sellers at old prices. Corn is in fair demand.

Beets, old, bag		1 00
" new, dozen bunches		1 00
Carrots, dozen bunches		1 50
Cabbage, dozen	0 20	0 35
Celery, Canadian, dozen	0 20	0 40
Cauliflowers, dozen	1 00	2 50
Corn, dozen		0 30
Cucumbers, dozen	0 05	0 10
" basket		0 25
Green peppers, crate	2 50	3 00
Horse radish, lb	0 15	0 20
Lettuce, dozen	0 15	0 40
Leeks, dozen	1 00	1 25
Onions, doz. bunches		1 00
" large, white, dozen		0 50
" Spanish, cases 150 lbs		2 75
" " crates 50 lbs		0 90
Potatoes, Montreal, bag		1 00
Parsley, dozen	0 10	0 15
Peas, Canadian, bag		0 75
Parsnips, dozen bunches		0 40
Sage, dozen		0 60
Savory, dozen		0 50
Spinach, Canadian, box		0 50
String beans, bag	0 35	0 50
" " basket	0 30	0 35
Tomatoes, Montreal, gin box	0 25	0 50
" hot-house, lb		0 08
Turnips, bag		0 50
" new, dozen		0 15
Vegetable Marrows, dozen		0 75
Watercress, dozen		0 40

FISH—Reductions on several lines of fresh fish are noticeable this week. Supplies have been somewhat larger. Cooler weather has resulted in more frequent and larger orders, and the beginning of the always heavy fall demand is already making itself felt. Among the lines which have dropped from ½c to 1c are bluefish, halibut, haddock, mackerel, market cod and steak cod. Fresh barbotte are now quoted, supplies being satisfactory. New green cod is arriving freely and is in good demand. Lobsters are in fair demand at 30c.

FRESH

Barbotte	0 10
Bluefish, per lb	0 14
Brook trout, per lb	0 25
Dore, per lb	0 13
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 04½
Lake trout, per lb	0 10
Mackerel, per lb	0 11
Market cod, per lb	0 04
Salmon, B. C.	0 17
Sea trout, per lb	0 12
Steak cod, per lb	0 06
Whitefish, per lb	0 10

FROZEN

Dore, winter caught, per lb	0 10
Halibut, per lb	0 09
Steak cod, per lb	0 04
Salmon, B.C., red, per lb	0 10
Salmon, Fall, per lb	0 08
Salmon, Qualla, per lb	0 09
Salmon, Gaspe, per lb	0 18
Whitefish, large, per lb	0 08
Whitefish, small, per lb	0 06

SALTED AND PICKLED

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c.	per lb.
Green cod, per lb	0 03
Labrador herring, half barrel	2 80
Labrador sea trout, bbls	12 50
" " half bbls	6 50
No. 1 mackerel, pail	2 00
No. 1 " half bbls	8 00
Skinless cod, 100 lb. case	5 25
Salmon, B.C., half bbls	9 00
Salt sardines, 20 lb. pail	1 00

SMOKED

Haddies, 15 lb. bxs., per lb	0 08
Kippered herring, per box	1 10
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 30
Oysters, choice, bulk, Imp. gal	1 50
" "Sealshipt" Imp. gal	1 90

TORONTO.

GREEN FRUITS—The fruit market at this time of the year is at its height, and is a wonder to see. Talk about California with its oranges, apricots, etc., but when the Niagara district is at its best, there is nothing in the world to compare with it. Early in the season this garden of fruits, starts with strawberries, and from one fruit to the other, it keeps the markets supplied until the end when the snow begins to fall with the latest varieties of grapes.. Just now, after the early peaches are over, the first of its choice varieties are coming in. The "St. John" variety comes first which is in abundance, and the quality and appearance has never been better. They are simply lovely to behold and still more so to eat. Plums also are here in endless varieties and

beauties beyond description. Pears are rapidly pushing to the front, and claim attention. The first grapes have made their appearance. The market on the whole is a busy hustling hive, and yet among all this immense quantity of fruit, which is coming and going, all of which is carefully booked and charged to the hundreds of buyers, everything goes on as regularly and orderly as clockwork. It is really a magnificent sight, and reflects credit on the whole combination of fruit growers, wholesale dealers, and retailers.

Apples, green, basket	0 25	0 35
Bananas	1 75	2 25
Blueberries, per basket	1 00	1 25
Currants, black, basket	1 40	1 50
Grapes, small basket	0 40	0 50
Lawtonberries	0 07	0 08
Lemons, Verdelli	4 00	4 50
Limes, crate	....	1 25
Oranges, Cal. Valencia	3 25	3 75
" Cal. small	....	2 50
Peaches, Cal., per case	....	1 00
" cling stones	0 25	0 50
" St. John	0 60	1 00
Plums, Canadian, basket	0 25	0 50
Pears, Can., basket	0 20	0 75
Pineapples, per case	....	4 75

VEGETABLES—Vegetables are now principally supplied by the local gardeners, within easy reach of the city and delivered direct to the stores or even to the private houses, and therefore do not reach the market. But still such as tomatoes, egg plants, cucumbers, peppers, etc., form a large part of the market. White Ohio potato is a very choice variety and in good demand.

Beans, wax, basket	0 25	0 30
Beets, per bunch	0 20	0 25
Cabbage, Canadian, per barrel	1 25	1 50
Cantaloupes, Canadian, per basket	0 40	0 50
" " per case	0 75	0 80
Carrots, new, per basket	....	0 20
Celery, Canadian, per doz	....	0 40
Corn, dozen	0 08	0 10
Cucumbers, per basket	0 20	0 25
Egg plant, per basket	0 60	0 65
Onions, Canadian, green, per dozen	....	0 25
" Danvers, bag	1 15	1 25
" new, Valencias, crate	3 00	3 25
Peppers, green, per basket	0 30	0 35
" red, per basket	0 50	0 60
Potatoes, Canadian, per bushel	0 80	0 90
" sweet, basket	....	0 65
" sweet, per hamper	....	2 75
Tomatoes, Canadian, per basket	0 25	0 30
Watermelons, each	0 30	0 45

CANADIAN CRAWFORD

PEACHES

Now Coming Freely

Make your selection when in at the Exhibition

SWEET POTATOES and CRANBERRIES

Both these lines beginning to arrive.

OYSTERS We are again to the front with the famous Long Island Native Oysters. Fresh Daily.

WHITE & CO., Toronto Branch at Hamilton



BUSTER BROWN

Buster says he's away on business—I think on holidays. Anyway, I'll attend to your wants—When you order Lemons mention the brand "BUSTER BROWN," The Best Sicily Lemons. Tige

FOLLINA BROS., Palermo, Packers

W. B. STRINGER, Toronto, Can., Agent

CANADIAN

Musk Melons

also

Rocky Fords

are rapid sellers

Plums, Peaches } all kinds in large supply

PEARS

Tomatoes at their best } late variety, smooth and solid

Wire, Phone or Mail your Orders to

Stevens & Solomon

Shippers of Canadian Fruits, etc.

HAMILTON, ONTARIO

Phones 2700 and 690

New Crop Lemons

EXTRA FANCY

California "Squirrel" brand 270s and 300s

Verdelli "Marconi" brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, "Golden Orange" brand, *the Best Orange Grown in the world*

GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

HUGH WALKER & SON

GULEPH, ONTARIO

The Policy of Retailers Going Out for Orders

Change From Conditions of Forty Years Ago—Business Done on a Cheaper Scale in Those Times—Were Men More Honest Then?—Better Methods Are Now Being Applied to get Trade.

By M. Moyer.

It is interesting to retail merchants to take a glance over the past, and note the changes which have taken place in the methods and modes of doing business during the last 40 years. At that time there was very little delivering to do, and to go out and solicit for orders was never dreamed of.

Whether the change is for the better or not, one thing is quite clear and that is all this extra expense has added to the cost of retailing. Together with all this, we must add much higher rents, higher wages for help and many other expenses not known of in years gone by. At the same time—and this is particularly remarkable—there is the fact that profits are to-day not as good as they were then.

Under these circumstances one naturally comes to the conclusion that in those days, store keeping must have been an easy way to make money and get rich. However, the struggle then was very much the same as it is now. Some made money, others did not, and failures frequently occurred. The old heads whose experience extends back to those good days, tell us that business men were more honest, clerks were more faithful and did more work and things in general were better. Then package goods were unknown, and everything had to be weighed and parcelled. Bags were even not in use, and it required training and practice to do up parcels, especially sugar with square pieces of wrapping paper. In view of this the contention may be right that clerks did more work, but still with the higher expenses in every department and the extra cost of delivering the goods, it must prove that a successful grocer to-day must know how to manage his business to better advantage than they did in those less expensive days.

On a Higher Business Plane.

It may be some satisfaction to some to talk about the good old days and that everything is going to the dogs now, but in all fairness they cannot hide the fact that we are making progress and that business is being done on a higher plane, with a great deal more accuracy and care. While there are still some stores which are not up to the standard in many respects, it must be apparent that a great deal more attention is given to cleanliness and good goods than in years gone by. Even in the last 12 months the changes from my observation have been remarkable. The stores are kept cleaner, the goods in better condition and the general appearance is improved. The rivalry which knew of nothing except cutting prices and general hatred is rapidly changing into a rivalry of better service and more cheerful and more friendly methods.

Merchants are not studying how to put one another out of business through mere selfishness, but are looking at trade as an important part of the industries of our own country. They are learning that they are deriving benefit in proportion as their services meet the convenience and wants of the people, and that nothing but scientific accuracy in every respect will meet with success. Instead of scales being clumsy, slow, and inaccurate, and in the hands of careless weighers, they have now not only finer scales, but the automatic computing shows the value to the fraction of an ounce.

Going Out for Orders.

While we appreciate the valuable contributions to the machinery and methods of storekeeping, there is much still in an unsettled condition. For instance some grocers confine themselves strictly to storekeeping while others are drifting away into a sort of semi-peddling storekeeping. Some of the most successful grocers put all their time in making their stores attractive and in waiting on their customers when they call, while others are spending most of their time on the road in chasing after orders, and to some extent, at least, neglecting their stores, and the chances of doing business with their nearest neighbors. This practice is expensive and can hardly be called good storekeeping, and if it could be discontinued, it would be a great saving to the retailers and would give a fair show to both merchants and customers.

If all would go out for orders they would stand no better chance to get trade than if they all stayed at home. But from the fact that some of the most successful merchants do not go after orders, and hold their trade, is good evidence that a good many people, if not all, would prefer to call at the store for their goods instead of being called upon, very often when nothing is wanted.

If the extra expenses were taken into consideration and the loss through absense from the store, it is a question whether soliciting orders is good store management. It is certainly poor policy for the proprietor to be out chasing after orders and leaving the store in the hands of employees. No person continues to deal at any store very long, if her trade is not appreciated. If the proprietor is never to be seen, her visits will soon be a thing of the past.

FROM A CONSUMER'S STANDPOINT.

"In my judgment there is no limit to the possibilities of a grocer's business and sales," said a consumer recently while talking on the subject of extra sales. "The more he sells, the greater his chance to increase.

"I know of a store which will sell to the patron just what she asks for, and labor under the impression that should the customer desire an additional article she will inquire for it. This surely is a grave error. Oftentimes, in cases where I am the purchaser, my reason for not asking for an article is due to the fact that I had not seen it in that particular store, that I had not had a desire created for it, or that I hesitated to ask for it for some unexplainable reason. But if the particular goods in question are placed before me in an attractive manner, the chances for a sale are, of course, much better.

"How on earth am I to know what a grocer has in his store unless he adopts some means of telling me? Of course, I know that he handles sugar, coffee, butter, etc., but there are many other things on his shelves which I sometimes want but do not always think of asking for when at the store.

"I know of another grocery store which has a novel method of introducing its goods. When a customer buys a pound of coffee, the merits of a certain brand of condensed milk are expounded to her. Coffee and milk is, of course, a natural combination. When she purchases canned meats a certain brand of catsup is brought to her attention. If she speaks about going to a picnic, the grocer immediately sees a chance of selling her something for her picnic basket and brings his picnic specialty line to her attention.n This grocer is also very polite and accommodating. If he hears that there is a new baby at one's house, a neat but inexpensive present is immeriately sent to the house for the little one, together with congratulations. This is always greatly appreciated."

B. A. Burke, representing the American Metal Polish Company, Boston, was in Montreal last week.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager



Consider Them For Profit

The finest selected, smallest and sweetest fish is the sardine herring caught in weirs or traps in Passamaquoddy Bay. They are hygienically packed in olive oil, and, when you see the name

Brunswick Brand

it stands for something that is worth handling, something that the public wants, and for which you will have to place many repeat orders to meet the demand.

We are expert packers.
Our factory is the most modern.
Our name is a warranty of worth.

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

FIRST IN THE HEARTS OF CANADIANS

For Breakfast For Lunch For Dinner For Any Meal in any Season

Shredded Wheat

¶ A Canadian food for Canadians, made in Canada of the choicest Ontario wheat, steam-cooked, shredded and baked. Its steadily increasing sales establish its permanent leadership over all other cereals in Canada.

¶ If you visit the Exposition at Toronto, don't fail to see our exhibit in the Process Building where we show the complete process of making Shredded Wheat Biscuit and Triscuit, the cleanest, purest, most nutritious cereal food in the world.

The "little loaf" of Shredded Wheat contains more real nutriment than meat or eggs, is more easily digested and is adaptable to many delicious combinations with fresh or stewed fruits. Tell your customers about it.

The Canadian Shredded Wheat Co., Limited Niagara Falls Ontario

WALKER PATENTED —BINS—

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED —BINS—

The Walker Bin and Store Fixture Co.,
LIMITED

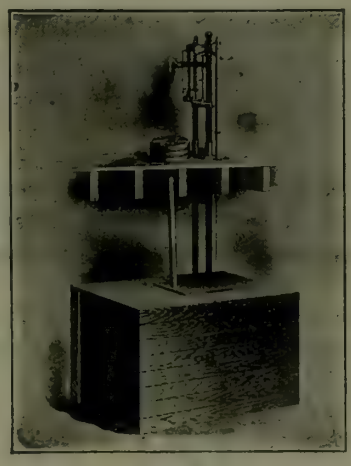
BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:

Montreal; Kenneth H. Munro, Coristine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Saves Money at Every Point



CUT 1
CELLAR OUTFIT

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil—and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time—and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil—and labor is money.

When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?

Write us for catalog 5044. It is free.

S. F. BOWSER & CO., Inc.
66-68 FRASER AVENUE, TORONTO

If you have an old Bowser, and want a new one, write for our Liberal Exchange Offer.

System is Everything

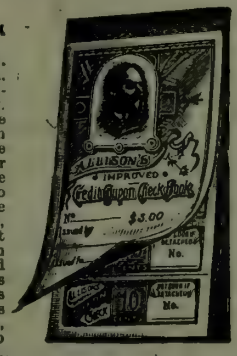
Modern business success is built upon System. The house that is ahead is the one that is best systematized in every detail—especially in the selling end.

THE **Allison** COUPON BOOK SYSTEM

is the most important phase of selling system so far as the grocer is concerned. You can get along without them, but not nearly as well as you can WITH them.

How They Work

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, Ind
Order them from your Jobber



You Can't Cut Out

A BOG SPAVIN, PUFF or THOROUGHPIN, but

ABSORBINE

will clean them off permanently, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle at d'lers or deliv'd. Book 4D free.

ABSORBINE, JR., for mankind. $1 bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays pain quickly.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield Mass.
LYMANS, LIMITED, Montreal, Canadian Agents.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



The

"ARCTIC" REFRIGERATOR

has proved and is still proving uniformly and completely efficient.

The system of construction gives a perfect circulation of cool, dry air.

Get our Catalogue and Discounts

JOHN HILLOCK & CO., Ltd.
154 George St., Toronto

Tea Lead,

Best Incorridible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E, ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited



TIME MEANS MONEY

You save both when you have McGregor's Patent

BAG HOLDER

It holds all kinds from ¼ to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.

KILGOUR BROS.
19 Wellington St. West, - TORONTO



Exclusive
SPECIAL
Adjuster

Elgin National Coffee Mills

can be regulated to grind coarse or fine when running and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue,
WINNIPEG—G. F & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

A Great Selling Team

¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

You can talk to 7,000 of Canada's Best Grocers every week at a cost of $\frac{1}{90}$ to $\frac{1}{5}$ of a cent apiece

Nothing extravagant about advertising of that sort, is there?

Figure it out for yourself:

THE GROCER'S circulation is 7,000, and a full page space for 52 weeks costs $800. This means that for every cent of expenditure an advertiser can talk to 5 good buyers.

The advertiser who uses a half page space every week, at a cost of $425, talks to 10 good buyers for every cent of expenditure.

Let us carry the calculation through all the different spaces into which THE GROCER divides its advertising pages:

One Column	—15	buyers for every cent expended
Quarter Page	—20	" " " " "
Half Column	—25	" " " " "
Eighth Page	—30	" " " " "
Quarter Column	—40	" " " " "
One Inch	—90	" " " " "

The economy of advertising in THE CANADIAN GROCER is thus made strongly apparent.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 3 doz. in case	$1 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
¼-doz.	10c.	$0 85
½-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
2-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case).

	per doz.		per doz
Strawberries	3 25	Sweet cherries	2 40
Peaches	2 85	Red currants	2 40
White cherries	2 85	Black currants	2 40
Red raspberries	2 40	Green G. plums	2 40
Black raspberries	2 40	Lombard plums	2 40
Lawtonberries	2 40	Blue plums	2 40
Red cherries	2 40	Pears	2 40
Black cherries	2 40		

SIMCOE PURE PRESERVES

(Packed 2 doz. to the case.)

12 oz. Simcoe Pure Strawberry Preserves	1 35
16 " " " " "	1 75

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
½-lb. tins, 3-doz. in case, per doz	2 00
¼-lb. " " "	
½-lb. " " "	0



Co k's Friend Baking P. wder

	In Cartoons per dozen
No 1, 1 lb., 4 dozen	2 4)
" " 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" " 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10 12-oz., 4 doz-n	2 10
" " 2 "	2 2)
No. 2, 4-oz., 6 dozen	0 70
" " 3 "	0 75
	In Tin Boxes per dozen
No 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs	14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz.. $1 40

White Swan Flaked Rice, per doz..... 1 00

White Swan Flaked Peas, per doz..... 1 00

Blue

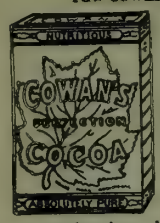
Keen's Oxford, per lb..... 0 17

In 10-box lots or case 0 16

Gillett's Mammoth, ½ gross box..... 2 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—	
Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

	Per lb.
Unsweetened Chocolate—	
Plain Rock, ½s & ¼s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen b xes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½s and ¼s, 12-lb. bxs., per lb	$0
Queen s Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½s, ¼s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½s " " "	0 25
" 8's " " "	0 23

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ¼s	0 38
" " ½s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
1 lb "	0 27
½ lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

	Pails.	Tins.	Bbls.
Ten 15 lb. pails and 18 25 and 50 lb. boxes.			
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18		0 16
Special Shred	0 17		0 15
Ribbon	0 19		0 17
Macaroon	0 17		0 1
Desiccated	0 16		0
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 25

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

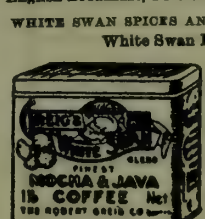
Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees—

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz	8 25
Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

CLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	¼ "	4 75
"	30 "	"	1 "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 20
" " " 1-lb. tins	2
" " groats ½-lb. tins	1
" " 1-lb. tins	2 2

"Mephisto" and "Purity" Canned Lobsters.





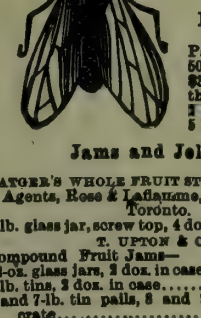
Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.			1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.





Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.50.

5 boxes..... 2 75

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 3 doz. in case, per lb	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	1 00
2-lb. tins, 3 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real, live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

2 IN 1



THE WORLD'S BEST

SHOE POLISH

Damp, cold and heat alike have no effect on this polish. It does not clog the brush nor soil the clothes, but it lengthens the life of the shoe, and produces a quick, lasting POLISH.

There is more demand for it now than ever before. You are losing a profitable trade if you have been so short-sighted as not to stock it hitherto.

— WRITE TO-DAY —

The F. F. DALLEY CO. LTD., HAMILTON & BUFFALO, N.Y.



Royal Polishes

appeal to the housewife because she finds them unparalleled for all purposes.

They cannot help but appeal to you, because they are made in Canada, and they yield you a fine profit.

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

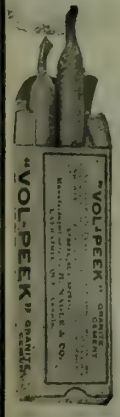
"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

BUY FROM YOUR WHOLESALER
or

The Harnett-Ridout Company
Manufacturers TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - - Montreal



A specialty that is in reality a staple, but one that yields more than staple profits—that sort of a proposition will always appeal to you. In

"VOL-PEEK"

GRANITE CEMENT
for Mending Holes in Pots and Pans.

this is what we offer you. It is a great seller all the time—and yields you a large profit. *Send for a trial lot.*

H. NAGLE & COMPANY
LAPRAIRIE, QUE.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.

Canada's Best



Flavor

Put up in glass, a few hours after being picked, and nothing but the finest

Fully Ripened Fruits

being used, they are delicious.

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.

Agents: ROSE & LAFLAMME, Limited, Montreal-Toronto

The goods it pays you best to handle are those which give universal satisfaction.

José Segalerva

Malaga, Spain,

packs

Malaga Table Raisins
Malaga Loose Muscatels
Jordan Shelled Almonds
Valencia Shelled Almonds

which are known everywhere for their uniform, ever-dependable quality.

It is such goods that give universal satisfaction.

Agents:

Rose & Laflamme, Ltd.

Montreal and Toronto

	Per
5-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co Limited.

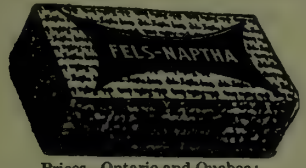


Assorted Case,	Contains 4 doz	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases, or more	4 95



List price

'Shirriff's" (all flavors), per doz. 0

Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 60 lbs.	0 11
20-lb. Pails.	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10½
Tubs	0 10½
20-lb. pails.	0 11
20-lb. tins.	0 10½
10-lb. "	0 11½
5-lb. "	0 11½
3-lb. "	0 11½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulo large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	3 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow M.L.	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 5 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
" 60 ½-lb. "	

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 80
" black	"	15 30
Oriole soap	"	15 30
Gloriola soap	"	13 00
Straw hat polish	"	10 80



3 doz. to box.... $3 60

6 doz. to box .. $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel...per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 07½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

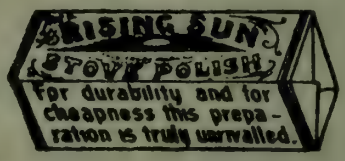
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs, 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 6 in case	0 08
6-lb. enameled tin canisters, 6 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per ca	3 00

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$6 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼ barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label— *Per case.*

2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)



Teas

THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.....1s, 20c.; ½s, 21c.
30c.....1s and ½s, 23c.
40c.....1s and ½s, 28c.
50c.....1s and ½s, 35c.
75c.....1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ¼'s	$1	0 26
Orange Label, 1's and ½'s	0 28	0 40
Green Label, 1's	0 30	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 50

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 20 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters			
Gold Tins, 5's	35c. 1.75	50c.	2 50
Gold Tins, 3's	35c. 1.05	50c.	1.50
Gold Tins, 1's	35c. each	50c.	each
Gold Label, ½'s	18c ea. 36 lb.	25c ea.	50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea.	1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea.	1.00 lb.



MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " ½ lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 23
Green Label	" 40c.	0 30
Red Label,	" 50c.	0 35
Orange Label,	" 60c.	0 42
Gold Label,	" 80c.	55

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon



THOMAS WOOD & CO. LTD

Montreal and Hamilton

	wholesale	rate
Wood's Primrose, per lb.	0 40	0 50
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	60
Cut Smoking—Great West Pouches, 7s	51

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00

Cut tobaccos.

Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 68
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch . 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

WARNING!

Crescent BM&Co. TRADE MARK. Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
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TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

SALT

For Butter

For Cheese

For Meats

For Refrigeration

and for every other purpose.

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand

Use Freely the 4 Free Phones

IF you buy goods with The Empire Brand you are ALWAYS RIGHT The quality of these goods is always remembered.

IMPERIAL VINEGAR is the BEST.

WE PRIDE OURSELVES ON OUR QUICK DELIVERIES

Mail and Phone Orders a special feature

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WHOLESALE GROCERS
HAMILTON, - - - ONTARIO

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

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Keen's

Oxford Blue

has gained its reputation solely through merit. It is always the same in quality. Every jobber sells it.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, **Montreal**

Anything that tends to make your customers' housework a pleasure, deserves your consideration and support.

Ordinarily the question of STARCH is a serious one with the housekeeper, but

Benson's "PREPARED" Corn for cooking purposes ***and Edwardsburg "SILVER GLOSS" Starch*** for the laundry, make it easy for all these labors.

It Pays to Sell Only the Best.

EDWARDSBURG STARCH CO.
ESTABLISHED 1858 LIMITED

53 Front St. E., TORONTO, Ont. Works: CARDINAL, Ont. St. James Street, MONTREAL, P.Q.







In a Special Report to

President Roosevelt

Prof. F. E. Jaffa, of the California University, writes:

Ten cents worth of peanuts contains more than twice the protein and six times the amount of energy contained in a porterhouse steak.

The German Emperor

declares as a result of extensive experimentation, that as an army food peanuts are far superior to beans, being more sustaining and richer in oil fat.

Hermann Senn

the great European authority on the art of cooking, declares that the trend of modern cookery of the highest class is in the direction of simple and natural food, and proceeds to say: "For men and women following sedentary occupations or who do manual labor, nut foods deserve first place in the list of desirable, palatable, nutritious fare." Here is where IMPERIAL PEANUT BUTTER scores.

John D. Rockefeller

says:—"Do you know that I recently read an article by a well-known scientific man to the effect that Cheese is an excellent article of diet. I wish I had read that article a long time ago. I had been afraid that Cheese had a tendency to produce indigestion and for that reason I never touched it. Now I find its effects are directly contrary and I eat a great deal of it and find it agrees with me. Take my advice, eat Cheese, eat slowly, and have out-door exercise, and you will enjoy good health."

MacLaren's Imperial Cheese

is a perfect cheese and a perfect food.

Imperial Dessert Jelly

due to its absolute purity, can be eaten and enjoyed by invalids and children, while common Jelly Powders and Gelatines are condemned by the Medical Profession, and Imperial Dessert Jelly because it is pure and wholesome, is in constant use in many of the large hospitals throughout the country. The leading Hotels and high-class Restaurants serve Imperial Dessert Jelly because no chef can make a better jelly.

Ask Your Wholesale Grocer for Them.

If he cannot supply you, write us, and we will forward you samples, giving you particulars, and see you are well supplied.

Manufactured and guaranteed pure by

MacLAREN IMPERIAL CHEESE CO., Limited

TORONTO, ONT.

PURE FOOD

You are quite safe and sure when you sell your customers pure, unadulterated goods, and every one of the following are the purest human skill can pack and money can buy.

CODOU'S
Macaroni
Vermicelli and Pastes
Always the Best

COX'S
Gelatine
Perfectly Pure

Griffin's
Seeded Raisins, Canned Fruits, White and Green Asparagus, Griffin's Prunes, Cured Fruits Griffin's Seedless Raisins

Taylor's
PEELS
Candied or Drained

"Thistle"
"Canned"
Haddies and Herring
The best packed

All first-class dealers sell these.

IT PAYS



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Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



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Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

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Manufacturers' Representative 30-32 Main East
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Irish Grocer, Drug, Provision, and General Trades' Journal

If you are interested in Irish Trade.

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can give close attention to few more first-class agencies. Highest references.

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If you want the real thing, buy MUNN'S genuine, non-freezing Cod Liver Oil. Original Process. In 25-gallon, tin-lined barrels.
Highest Prizes and Gold Medals at European Exhibitions. Stock carried. Wholesale only.

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J. R. Routh, Manager.

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Yours truly,
G. C. WARREN

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Established 1885.

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and
Importers

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MacLaren Imperial Cheese Co.

Limited

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One Car Barbadoes Muscavado
One Car Bright Jamaica Crystal
PRICES SUBMITTED

LIND BROKERAGE CO.
23 Scott Street Toronto

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Write for particulars to

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if you have not placed your order for NEW PACK

"ANCHOR"
"RIVERDALE" and
"OLD HOMESTEAD"

Canned Fruits
and Vegetables

The Quality is Unexcelled and Our Quotations Are Right

ORDER NOW

EBY-BLAIN, LIMITED

Wholesale Agents TORONTO

Worth Digesting

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25c.	grade	costs you	20c.	for 1 lbs.
25c.	"	"	21c.	for ½ lbs.
30c.	"	"	24c.	
35c.	"	"	25c.	
40c.	"	"	30c.	
50c.	"	"	35c.	
60c.	"	"	42c.	
80c.	"	"	55c.	
$1.00	"	"	70c.	

THE BLUE RIBBON TEA CO, Limited

266 St. Paul St., MONTREAL

Essex Corn and Tomatoes

While many sections are complaining of the drought and its bad effect on the TOMATO CROP we have been specially favored with the finest QUALITIES grown in years and a superabundance of the better grades.

As a result we are doubling our sales of last year and are equal to still more business.

Our Cannery is located in the most favoured agricultural section in Canada where the finest Corn and Tomatoes reach the highest stages of perfection.

Send for Quotations. This is Headquarters for the best of everything in Canned Fruits as well as Vegetables

THE ESSEX CANNING AND PRESERVING CO., LIMITED

ESSEX - - ONTARIO

A strong combination-

¶ An extensive garden of three thousand acres in the heart of Prince Edward County, Ontario; a canning factory without a peer in the completeness of its modern sanitary and mechanical equipment, and the cleanliness and skill of its employees; that is the combination which produces "Farmer Brand" Canned Fruits and Vegetables.

¶ Consequently every can of Farmer Brand is pure in quality and perfect in flavor. Farmer Brand brings and retains for you the quality customers —people who want the very best and are willing to pay a fair price to get it.

The Farmers' Canning Company

Bloomfield, - Ontario

The West Wants High Class Goods This Fall

The biggest crop in the history of the country is being sold now at record prices.

And you know that Westerners are good spenders.

You have a right to expect good sales in the West this Fall if you are properly represented here.

We are handling the lines of other manufacturers and shippers with the utmost satisfaction to them—and we can do the same for you. Our facilities are unexcelled.

RICHARDS & BROWN

WHOLESALE COMMISSION MERCHANTS

314 Ross Avenue : : : Winnipeg, Man.

WE HAVE OUR OWN LARGE TRACK WAREHOUSE IN THE HEART OF THE WHOLESALE DISTRICT



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL.

Simply A1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

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THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

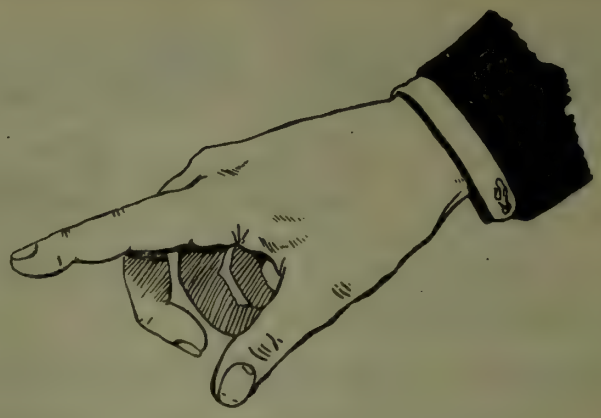
BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall

LONDON - ENG.

The next time you want Canned Fruit or Vegetables make sure your jobber has the name of the Brand right

Old Homestead



This will be your guarantee that the contents of each can will be such that you can candidly recommend them to your customers.

All the improvements, which modern skill and exceptional care have suggested, have been embodied in the manufacture of "Old Homestead" brand goods.

Nothing but the choicest fresh fruit and vegetables are used, and the canning is done without any admixture of preservatives in an up-to-date factory.

You do yourself credit by handling an old and well-known line like "Old Homestead," and there is, moreover, lots of profit in it for YOU.

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

PICTON, - CANADA

There is nothing better on the Canadian Market to-day for Preserving Fruit than

CRYSTAL SUGARS

They will please your customers, and at the same time save you money.

Manufactured by

Dominion Sugar Co., Limited

Wallaceburg - - Berlin

Ontario

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PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

There are some staple lines which a grocer carries and these should always be the best. It is on such goods that he establishes confidence and builds up his general connection. He should, therefore, handle only leaders. In the line of Soaps nothing equals

WONDERFUL SOAP
and
CRYSTAL SOAP CHIPS

No laundry soap is so good, so pure and uniform in quality, so thorough and rapid a cleanser.
Wonderful Soap does not injure the most delicate fabrics. It's good value through and through. We offer no premiums. The soap sells on its own worth and reputation without any extraneous aid.

Drop us a line for quotations.

THE GUELPH SOAP COMPANY
GUELPH ONTARIO

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

Ginger-Bread
BRAND
Molasses

Simply Out-Classes—That's All

Packed in tins, 2's, 3's, 5's and 10's.

Pails, 1's, 2's, 3's and 5's, and in bulk.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

O·K

THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig



We DON'T claim for "SNAP" that it will do everything from washing a baby to cleaning expensive lace, but we DO claim it has no equal in cleaning hands that have got soiled by dirt, paint, tar or grease.

Recommend "SNAP." It is a splendid seller when its merits are known Order from your jobber.

The SNAP Co., Ltd., MONTREAL, CANADA

OFFERED FOR PUBLIC SUBSCRIPTION

Two Hundred (200) Shares at $100 Each

The Gilmour Soap Works Company

Authorized Capital, $20,000

DIRECTORS

JOHN M. GILMOUR, President — E. H. SNEDEKER, Secretary
JOHN A. SULLIVAN, B.A., LL.B. — FOREST HUGHES
GILBERT M. GILMOUR

Gilmour's Soaps are handled by nearly every reputable grocer, hardware and drug store in the Dominion of Canada.

Orders for goods from all over the Dominion are far in excess of the capacity of the plant.

It is the intention of the Company to purchase property and erect a factory equipped with a plant of a capacity of 50 gross a day.

Not more than two shares will be allowed to any one individual.

The present capacity of 10 gross a day gives a net profit of $44 a day.

50 gross will give $220.00 a day clear profit.

5% quarterly dividend assured.

To all dealers purchasing this stock a 20% annual dividend will be guaranteed. This dividend payable in soap made by the Company.

Subscription Book closes October 15th, 1909.

For further part culars address—

THE GILMOUR SOAP WORKS COMPANY

209 Board of Trade Building, Montreal, P Q.

Factory 600 Papineau Avenue, Montreal — Phone Main 995

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES, FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

KOPS' ALE AND STOUT

NON-ALCOHOLIC NON-ALCOHOLIC

¶ Pure English brewed Ale and Stout, made from the finest Kentish Hops and Malt, containing all the tonic properties of Alcoholic Beer, without the undesirable after effects.



¶ A special analytical commission reports:—Kops' Ale has nothing that is injurious, but is on the contrary a palatable beverage, possessing distinct tonic and invigorating properties.

PERFECT TABLE BEERS, REFRESHING, STIMULATING

KOPS' BREWERIES
LONDON, S.W., ENGLAND

CANADIAN AGENTS
Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth Munro, Coristine Bldgs., Montreal. The Turner Co., 109 Front St. East, Toronto. Royal Stores, St. John's, Nfld.

Home, Sweet Home

is never so attractive as when clothes, dishes, walls, floors, etc., have been washed with

ASEPTO
SOAP POWDER

This Soap Powder is a sure seller. A 5c. packet makes 2 gallons of soft soap, or 4 gallons of liquid soap. Try a case. You will be astonished how soon it is gone.

Order from your Jobber.

Manufactured by the

ASEPTO MFG. CO.
ST. JOHN, - N. B.

Valencia Raisins

A. MAHIQUES PARIS
DENIA

For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

"It gives us great pleasure to say that "the A. Mahiques Paris Brand Fine "Selected Raisins purchased from you "this year have turned out exceedingly "fine in quality. We have compared "them with what we considered other "first-class brands, and in our opinion "they are superior to any Fine Selected "we have examined this year."

Thos. Bell, Sons & Co.
AGENTS
MONTREAL

BACK TO MONTREAL

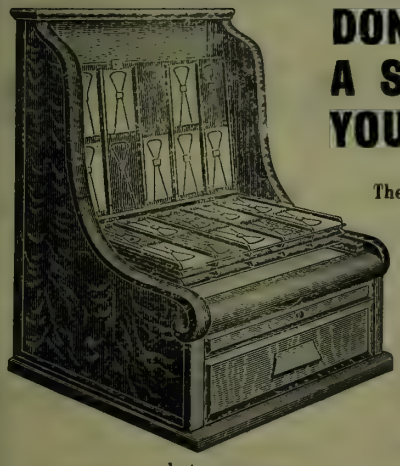
We tender a most cordial invitation to visit our premises to all our friends and merchants in general coming to Montreal during the week from 13th to 18th September.

All are welcome.

L. CHAPUT, FILS & CIE

Wholesale Grocers and Wine Merchants

ESTABLISHED IN 1842



DON'T BE A SLAVE TO YOUR BOOKS

The McCASKEY ACCOUNT REGISTER will **relieve you of all book-keeping**, the expense and errors incidental to it.

With the McCASKEY you can **TELL AT A GLANCE** what any customer owes you or what you owe.

There are 50,000 satisfied users of the McCASKEY SYSTEM in the United States, Canada and foreign countries **charging and posting** their books

WITH ONE WRITING

Throw away your ledger, pass book, day book, etc. and instal the greatest **time, labor** and **money saving System** of keeping accounts ever devised.

Ask a McCASKEY user
or
Write for Catalog.

The McCaskey Register Co.

Cor. Hughson and Rebecca Streets - Hamilton, Canada

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E.
London, England

THE "NUGGET" POLISHES.

AS USED IN THE ROYAL HOUSEHOLDS



THE FIRST POLISHES AND OUTFITS ON THE MARKET——————STILL THE MOST POPULAR

They give a Brilliant, Lasting, Waterproof Polish. Are free from all injurious substances. Do not come off in wet weather, soil the dress, or clog the brush.
GOOD FOR ALL LEATHERS IN ALL CLIMATES

CANADIAN HEAD OFFICE: 67 ADELAIDE ST. EAST, TORONTO, ONT.

CHIEF OFFICES AND FACTORIES:—LONDON, ENGLAND AUSTRALIAN FACTORY:—WILLIAMSTOWN, NEAR MELBOURNE
BRANCHES:—Christchurch, New Zealand; Cape Town, South Africa; New York, U.S.A.; Brussels, Belgium; Amsterdam, Holland; Berlin, Germany.
AGENTS:—Christiania, Norway; Genoa, Italy; Madrid, Spain; Vienna, Austria; Alexandra, Egypt; Valparaiso, Chili; Lima, Peru; Buenos Ayres, Argentine; India and Far East, Bombay, Calcutta, Singapore, Hong Kong; West India Islands.

Guggenhime & Co.

CALIFORNIA

Packers and shippers of the celebrated

"Pansy" and "Daphne"

BRANDS

Evaporated Fruits, Prunes, Seeded Raisins, etc., etc.

Selling these Brands means satisfaction all round.

We are represented in the Dominion by the following well-known brokers:

Rose & Laflamme, Limited	Montreal, Que.
E. D. Adams	Halifax, N.S.
W. S. Clawson & Co.	St. John, N.B.
H. D. Marshall	Ottawa, Ont.
C. L. Marshall	Toronto
Geo. H. Gillespie	London, Ont.
G B. Thompson	Winnipeg, Man.
Shallcross-Macauley & Co.	Calgary, Alta.
Dominion Brokerage Co.	Edmonton, Alta.
H. Donkin & Co.	Victoria, B.C.
H. Donkin & Co	Vancouver, B.C.

Valencia Raisins

These brands will certainly give your customers satisfaction. When placing your order this year remember QUALITY and buy

M.D. & Co. "Beaver" Brand

Special Fancy Quality



"W. Abel" Brand

Standard Quality

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:
ROSE & LAFLAMME, Limited, Montreal and Toronto

SELL THE PURE ONLY

NEVER MIND THE OTHERS



Of course, you will find all persons, who place fruit products on the market, talking about purity and perfection. Ask them to produce a government analysis or to give you a positive guarantee of absolute purity and you will find that they fail to make good.

THE E. D. S. BRAND IS PURE

——Guaranteed in Every Respect.
——Look for the Triangle Trade Mark.

E. D. Smith's Fruit Farms, Winona, Ont.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

The Queen Quality Leads

WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is overlooked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get in them

PURITY, PERFECTION and SATISFACTION

Manufactured by

The BELLEVILLE CANNING COMPANY
BELLEVILLE - - - ONTARIO

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros. Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.
W. A. Carson, Manager NAPANEE, ONTARIO

To the Trade:

THAT

CEYLON TEA

HAS THE CALL,—

A statement recently made by the Grocery House which has the greatest number of important Retail Establishments, and is consequently in touch with the greatest number of consumers, of any in the country,—

IS

Convincing Evidence

THAT

Ceylon Tea is the Best

AND THAT

Ceylon Tea is the Cheapest

H.P. SAUCE

OUR NEW ADVERTISING SCHEME IS SELLING IT FASTER THAN EVER!

Wide-awake Grocers are bringing it to the front. There's a large and quick turnover on - - - - H.P.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.

MIDLAND VINEGAR CO., - - LONDON, ENG.



BROOMS

For use in Home, Factory, Warehouse, Mills, Elevators. Buy the BEST.

Oval Apple Baskets

We have them in

Willo-Willo Cane and old timer Hickory, Woodenware, Paper, Twine, Grocers' Sundries.

Walter Woods & Co.

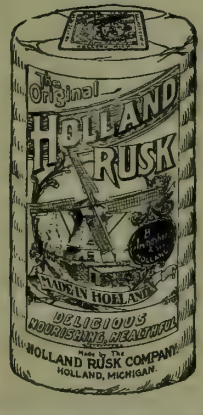
Hamilton and Winnipeg



BULK—25 lb. Pails and 60 lb. Tubs

ALL WHOLESALERS.

NICHOLSON & BROCK, - TORONTO



Do YOU Know

Holland Rusks?

YOU SHOULD.

THE FAMOUS OLD HOLLAND FOOD

Most nutritious. Is a crisp, twice-baked biscuit with a rich, nutty flavor.

Sold in packages of twelve, at attractive price.

A Winner For You. Sample Free.

HOLLAND RUSK CO., HOLLAND, MICH.

Sole American Manufacturers

If your jobber cannot supply you, please notify

McGreegor Specialty Co.

672 Yonge Street, Toronto

THERE'S a reason why

Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight sanitary cans, without the use of acid or solder, uniformily safe. Stock and recommend this splendid selling line.

Order from your wholesaler.



The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

Extra Bright

Crystal Demerara

Sugar

THE DAVIDSON & HAY LIMITED

Wholesale Grocers - - Toronto

High-Class Marmalade

It pays to sell such—in the long run.
A cheap line may satisfy once or twice, or thrice, but it soon plays out.

JOHN GRAY & CO. Limited

GLASGOW - - - SCOTLAND

have been putting up only high-class marmalade for many years. We can supply you with this customer-getting, customer-holding marmalade.

SNOWDON & BORLAND, Agents

34 GUARDIAN BUILDING - - MONTREAL



McLEAN'S

WHITE MOSS BRAND

COCOANUT

would not be on the market to-day unless it had given continual satisfaction all the years we have been making it.

THIS IS A SIGNIFICANT FACT

The Canadian Cocoanut Company

Montreal

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The

Canada Sugar Refining Company, Limited

MONTREAL, QUE.

PICKLING SPICES

This is the season during which it is profitable for you to push pickling spices and we strongly recommend you to feature

PRINCE of WALES Brand

The brand that always gives your customers, as well as yourself, entire satisfaction.
MINT, SAVORY, THYME, SAGE, MARJORAM, all herbs, in ¼ lb. open-face cartons.

SEND IN A TRIAL ORDER.

S. H. EWING & SONS, Montreal and Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST

VINEGAR



LONDON, ENGLAND — MADE FROM THE FINEST MALT

COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co , South Wharf, St. John, N.B. — W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto — R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

Sterling Brand
Pickles and Relishes

Other goods you know of, but none quite so satisfactory to customers.

Sterling Brand
Catsups

A famous Canadian-made Catsup that always pleases customers.

The T. A. LYTLE CO., Ltd.
Sterling Road, Toronto, Can.





NEW SEASON'S

Strawberry, Raspberry, Black Currant and Cherry Jam

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

JAPAN TEAS

We can book a few more orders for low-grade teas if same are placed with us at once.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



When You Sell Borden's Brands—

You know, when you sell a customer Eagle Brand Condensed Milk or Peerless Evaporated Cream, that you have sold the best the world produces. Merchants all through Canada find it profitable to specialize on these brands, and besides, they get a lot of satisfaction out of it as well.



HAS BEEN BEST FOR OVER 50 YEARS

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,

ST. GEORGE, - ONT.

I offer for prompt shipment a very fine parcel of last season's crop

SULTANA RAISINS

AT AN UNUSUALLY LOW PRICE

ANDREW WATSON, Importer

91 Youville Square, Montreal



IN THE MAKING OF

IMPERIAL EVAPORATED CREAM

NO EXPENSE IS SPARED

We possess a most modern factory, equipped with the latest machinery and employ only the most skilled help.

We buy the richest milk—and pay the price for it—so we always secure it.

Imperial Brand is a Cream you can be SURE about.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

Tartan BRAND

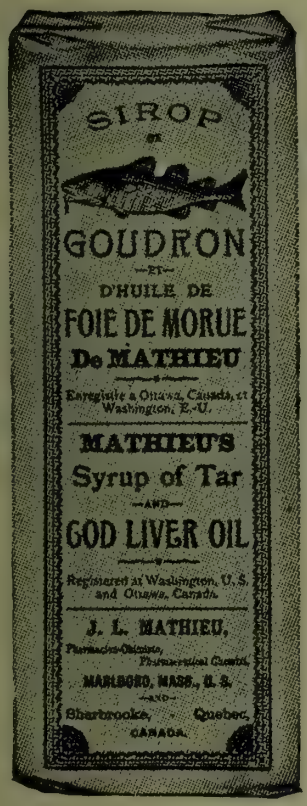
Phone 596—For hurry orders.

Spices Ask our travellers about a special deal that every grocer should take advantage of. Don't miss it.

Vinegar Imperial is the Brand you want. Don't take chances on poor vinegar.

Wagstaffe Pure Jams, Preserves and Marmalade, also Mincemeat, Plum Puddings, etc. Get your Fall order placed.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

ST. LAWRENCE GRANULATED

and

GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.

MONTREAL

THERE'S A REASON

why you should have on your shelves a well-known line like

SHIRRIFF'S
Flavoring Extracts

It is because they are unequalled for purity and strength, and because they are good sellers all the year round. DO YOU require any further reason? If you don't, send in your order to-day to the

IMPERIAL EXTRACT CO. - 18-22 Church St., Toronto



Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with established connection with the grocery trade, is open to handle one or two first-class agencies. Box 349, Vancouver, B.C. (39)

ACCOUNTS COLLECTED.

DOES ANYONE OWE YOU MONEY? We recover debts and trace missing debtors anywhere. Advice and information free. The Canadian Debt Recovery and Legal Aid Association, Merchants Bank Building, Vancouver.

FOR SALE.

FOR SALE—An up-to-date grocery and crockery business in Ottawa Valley. Capital required about $2,500. Box 317, THE CANADIAN GROCER, Toronto.

FOR SALE—FIRST-CLASS GROCERY and Boot and Shoe Business. Best location in town. Business last year $22,000 and steadily increasing. Everything up-to-date and a good clean stock. This is an excellent opportunity, as it is the best paying business in town. Must be sold by October 1st. Good reasons for selling. For full particulars apply P.O. Box 163, Knowlton, P.Q. (37p)

GROCERY BUSINESS FOR SALE on Main Street Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

SHOW CASES AND STORE FIXTURES for grocers. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont.

SITUATION VACANT.

WANTED—At once, a thoroughly experienced man for green grocery. Apply Dawson & Co., Brampton, Ont.

SITUATIONS WANTED.

YOUNG MAN of twenty-four wants position as traveler for wholesale grocery or wholesale liquor firm. Knows both lines thoroughly and can make good. Address Box 318, CANADIAN GROCER, Toronto. (38p)

MISCELLANEOUS.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

AT THIS SEASON OF THE YEAR we hold a clearance sale of rebuilt Second-hand Typewriters; all makes represented; some relatively new and all are bargains; write for list. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont.

IN SEVERAL GOOD TOWNS we have not yet secured a satisfactory resident agent. This is a permanent agency worth from $600 to $1,500 per year, according to the capacity of the representative to build it up. If you are well regarded in your home town we can probably make a place for you. Send your references, state experience. Box 319, THE CANADIAN GROCER, Toronto.

KEEP AN ACCURATE ACCOUNT of you Employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

PEERLESS CARBON PAPERS AND TYPEWRITER RIBBONS are unequalled in typewriting, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies, handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SUCCESSFUL ADVERTISING—how to accomplish it—by J. Angus MacDonald. A complete exposition of the art of advertising as applied to all lines of business. Enables any man to write and design the kind of advertising that brings results. Replete with practical examples. Invaluable to Retail Merchants and other business men who are face to face with the great problem of good advertising. Cloth binding. Price, postpaid, $2.00. MacLean Publishing Co., Tech. Book Dept., 10 Front St. E., Toronto.

THOUSANDS OF DOLLARS go astray in the mails every year. YOU should therefore insure against a possible loss by sending YOUR remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge The Dominion Express Company also transfers money by telegraph and cable and buys and sells foreign money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Write press Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

WE have 8 rebuilt Visible Oliver Typewriters for sale. The price is $30.00 each, and at that figure they are a bargain and should not be on the market long. Monthly payments can be arranged if desired. The Monarch Typewriter Company Limited, 98 King St. W., Toronto.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

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You will find the travellers you are accustomed to seeing here to make you feel at home.

Perhaps, too, we may be able to show you one or two new lines that you'll be interested in.

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Wholesale Grocer,
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You may take our word for it, they are grand teas in the cup, delicious in flavor and with an unadulterated strength that puts Japan Teas to shame.

A sample case will bring conviction better than a page of advertisement.

May we send one and guarantee its sale?

Write at once: "SALADA," Montreal or Toronto

INDEX TO ADVERTISERS

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 58
American Tobacco Co. 50
Archambault, Victor, & Co. 58
Asepto Mfg. Co. 10
Aylmer Condensed Milk Co. 15

B

Baker, Walter, & Co. 49
Balfour, Smye & Co. 19
Bell, Thos., & Son. 10
Belleville Canning Co. 13
Benedict, F. L. 44
Bickle, J. W., & Greening. 57
Blue Ribbon Tea Co. 3
Bor ridge, H. B. 2
Borden Condensed Milk Co. 18
Bostock, J. J. 37
Bovril, Ltd. 43
Brack & Co. 2
Brand & Co. 5
Bristol, Geo. & Co. outside back cover

C

Canada Sugar Refining Co. 16
Canadian Biscuit Co. 45
Canadian Cocoanut Co. 16
Canadian Condensing Co. 18
Capstan Manufacturing Co. 62
Cargill, H. 42
Carr & Co. 44
Carter-Crume Co. 23
Cereals, Ltd. 48
Ceylon Tea Ass'n. 14
Champion & Slee. 17
Chaput Fils & Cie. 11
Christie, Brown & Co. 45
Clare & Little. 2
Clark, W. 43
Clawson & Co. 2
Clowes & Son. 20
Common Sense Mfg. Co. 21
Connors Bros. 57
Constant, H. 48
Cooper Cooper & Co. 11
Cote, Joseph. 82
Cowan Co. 46
Cox, J. & G. 47

D

Dalley, The F. F., Co., Limited. 64
Davidson & Hay. 16
Dignard, Ltd. 45
Domenech, Mahiques. 12
Dominion Molasses Co. 8
Dominion Sugar Co. 7
Dominion Warehousing Co. 2
Downey, W. P. 21

E

Eastern Canning Co. 37
Eby-Blain Limited. 3
Edmonds & Baker. 37
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 36
Enterprise Mfg. Co. 60
Escott, W. H. 42
Essex Canning Co. 4
Estabrooks, T. H.
Evans; F. G., & Co. 37
Ewing, S. H., & Sons. 16

F

Fairbank, N. K. 9
Farmers' Canning Co. 4
Fearman, F. W., Co. 40
Fels & Co. 38
Fisher, A. D., & Co. 59

G

Garvey, John, & Son. 24
Gibb, W. A. Co. 56
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 43
Gilmour Soap Works. 9
Goodwillie & Co. 63
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 23
Grant, W. J. 50
Guelph Soap Co. 7
Guggenhime. 12
Gunns Ltd. 40

H

Hamilton Cotton Co. 59
Hamilton Stamp & Stencil Co. 60
Harnet-Ridout. 36
Holland, Rusk Co. 15
H. P. Sauce. 15

I

Imperial Extract Co. 19
Imperial Tobacco Co. 50
Irish Grocer. 2
Island Lead Mills Co. 59

J

James Dome Black Lead. 62
Jameson Coffee Co. 37

K

Kilgour Bros. 59
Kops Ale. 10

L

Lake of the Woods Milling Co. 49
Lakeside Canning Co. 5
Lambe, G. W. A. 2
Laporte, Martin & Co. 24
Leiton Bros. 48
Lind Brokerage Co. 2
Loggie, W. S., & Co. 55
Lucerna Anglo-Swiss Milk Choc. Co. 45
Lytle, T. A. Co. 17

M

MacKay, John, Ltd. 44
MacNab, T. A., & Co. 2
McCabe, J. J. 52
McCaskey Register Co. 11
McDonald, Gordon & Co. 20
McDougall, D., & Co. 50
McIntosh, F. R., & Co. 37
McLaren, W. D. 21
McLeod & Clarkson. 37
McVitie & Price. 46
McWilliam & Everist. 52

M

Magee, Fred. 57
Magi Water. 54
Magor, Frank. outside front cover
Mahiques, Domenech. 12
Malcolm, Jno, & Son. 18
Marshall, Alex. 37
Marshall, E. A. 37
Mason, Geo. & Co. 63
Mason & Miller. 36
Mathewson's Sons. 55
Mathieu, J. L., Co. 19
Michigan Show Case Co. 59
Midland Vinegar Co. 15
Millman, W. H., & Son. 2
Montreal Biscuit Co. 48
Mooney Biscuit and Candy Co. 47
Morse Bros. 62
Mott, John P. & Co. 46

N

Nagle, H. 62
Napanee Canning Co. 13
National Licorice Co. 44
Nelson, Dale & Co. 46
Nicholson & Bain. 39
Nicholson & Brock. 15
Nickel Plate Stove Polish Co. 59
Nishimura, S. T. & Co. 17
Nuggett Polishes. 12

O

Oakville Basket Co. 21
Oakey, John & Sons. inside back cover
O. K. Sauce. 8
Old Homestead Canning Co. 6

P

Paradis, C. A. 44
Pickford & Black. inside back cover
Poulton & Noel. 22

Q

Queen City Oil Co. 21

R

Richards & Brown. 5
Richards Pure Soap. 42
Robertson, R., & Co. 37
Robinson, O. E., & Co. 56
Rose & Laflamme, Ltd. 12, 71
Rowat & Co. 21
Ryan, Wm. Co. 40

S

St. Charles Condensing Co. 23
St. Lawrence Sugar Refining Co. 19
"Salada" Tea Co. 25
Sanitary Can Co. inside back cover
Scott, David, & Co. 20
Segalerva, Jose. 63
Smith, E. D. 13
Snap Co., Ltd. 8
Snowdon & Borland. 16
Sprague Canning Machinery Co. 42
Spratts Limited. inside back cover
Stamper, D. 2
Stevens & Solomon. 53
Stevens-Hepner Co. 60
Stewart, I. C. 58
Stringer, W. B. 53
Symington, T. 23

T

Thurston & Braidich. 39
Tippet, Arthur P., & Co. 1
Todhunter, Mitchell & Co. 7
Toronto Salt Works. 42
Truro Condensed Milk Co., Ltd. 40
Tuckett, Geo. E., & Son Co. 51

V

Verret, Stewart Co. outside back cover
Vincentelli, P. & F. 21

W

Wagstaffe, Limited. 17
Walker Bin and Store Fixture Co. 58
Walker, Hugh, & Son. 53
Warren, G. C. 2
Watson, Andrew. 18
Watson & Truesdale. 2
Weese, G. Wallace. 2
Western Salt Co. 56
Wethey, J. H. outside back cover
White & Co. 53
White Swan Spice & Cereals, Ltd. 38, 42, 51
Wilson, Archdale. 48
Wilson, W. Harry. 47
Winn & Holland. inside back cover
Wiseman, R. B. & Co. 39
Wood, Thomas & Co., Ltd. 64
Woodruff & Edwards. 59
Woods, Walter, & Co. 15

Y

Young, W. F. 58

Manitoba Business Men Up in Arms Against New Act

Outside Corporations Doing Business in Winnipeg Withdrawing From the Field on Account of License to be Enforced on November 1st—Board of Trade, Grain Exchange, Manufacturer's Association and Brokers' Association Vigorously Opposing Act as it Now Stands—Effort Being Made to Have it Amended.

By L. C. Harkness.

Winnipeg, Sept. 7—A contagious form of indignation is spreading rapidly in the province of Manitoba on the event of it becoming known that on November 1st, an act licensing all extra-provincial corporations goes into effect. Those who represent outside firms in this city and throughout the province are the ones who are chiefly concerned, and since the act referred to was assented to on March 10 last, and only a comparatively short time remains to offer any resistance, it cannot be wondered that the feeling against it is keen. To a casual observer the introduction of this act would be a direct blow to the resident agent or broker doing business for an extra-provincial firm. Upon inquiry, however, it is learned that the sole purpose is to increase the revenue of the province. The purpose is quite legitimate should it be executed in such a way as not to be detrimental to other interests. No citizen of this province is going to complain about the government endeavoring to collect revenue, provided it is justly exacted, since increased revenue means general material progress. This act as it is outlined, however, may and will undoubtedly increase the revenue, but that which the province will gain thereby, it will lose perhaps tenfold.

It is impossible to definitely ascertain what the direct effect will be should it be enforced in its present reading. But anyone, who is in any degree familiar with the business situation in this province, must surely know that those who will be effected most, are men whose commercial interests in this province are widespread, and further that they are the men who form the major part of the industrial and commercial life of the province. If there is any province that contains and maintains by means of its peculiar commercial situation, resident brokers and commission representatives whose principals are incorporated in perhaps every country in the world, it is the province of Manitoba. And for any government to pass such an act as the "Extra-Provincial Corporations Act" in this province is to strike a death blow at the heart of the commercial life upon which the existence of this province most largely depends.

Chief Terms of the Act.

It has been stated that this act, which by the way was introduced by Provincial Secretary, Hon. J. H. Howden, is a copy of the act which is in force in the other provinces, and why should Manitoba be immune from such an enactment? In the first place every business man in this province and everyone who has business interests here (and this includes many from Ontario) should be interested in knowing whether the act is an exact copy of the similar enactment in Ontario. The writer is not familar with the Ontario enactment but it is learned from several sources that the Manitoba act is much more drastic and far-reaching. The following is the pith of the enactment although only the first eight articles are mentioned out of a total of twenty-seven:

1. In this act the expression "extra-provincial corporation" means a corporation created otherwise than by or under the authority of an act of the legislature of Manitoba.

2. Extra-provincial corporations of the classes mentioned in this section are not required to take out a license under this act, viz.:

Class I. Corporations which have before the commencement of this act, received from the government of Manitoba a license to carry on business in Manitoba, or which have been authorized by act of the legislature of Manitoba to carry on business in Manitoba, provided that such license or act is in force at the date of the commencement of this act:

Class II. Corporations now or hereafter licensed or registered under the provisions of "The Manitoba Insurance Act:"

Class III. Corporations liable to payment of taxes imposed by "The Corporations Taxation Act" or "The Railway Taxation Act;"

Class IV. Corporations not having gain for any of their objects.

3. Extra-provincial corporations of the classes mentioned in this section are required to take out a license under this act, viz., corporations (other than those mentioned in section 2) created by or under the authority of—

Class V. An act of the Dominion of Canada, and authorized to carry on business in Manitoba;

Class VI. Corporations not coming within any of the foregoing classes.

4. A corporation coming within class V. shall, upon complying with the provisions of this act and the regulations made hereunder, receive a license to carry on its business and exercise its powers in Manitoba.

5. A corporation coming within class VI. may, upon complying with the provisions of this act and the regulations made hereunder, receive a license to carry on the whole or such parts of its business and exercise the whole of such parts of its powers in Manitoba as may be embraced in the license; subject, however, to such limitations and conditions as may be specified therein.

6. No extra-provincial corporation coming within class V. or VI. shall carry on within Manitoba any of its business unless and until a license under this act so to do has been granted to it, and unless such license is in force; and no company, firm, broker, agent or other person shall, as the representative or agent of or acting in any other capacity for any such extra-provincial corporation, carry on any of its business in Manitoba unless and until such corporation has received such license and unless such license is in force; provided that taking orders for or buying or selling goods, wares and merchandise by travelers or by correspondence, if the corporation has no resident agent or representative and no office or place of business in Manitoba, shall not be deemed a carrying on of business within the meaning of this act; provided further that this section shall not apply until the first day of November, A. D. 1909, to any such corporation which at the date of the commencement of this act is carrying on business in Manitoba; provided also that the onus of proving that a corporation has no resident agent or representative and no office or place of business in Manitoba, or that it was at the date of the commencement of this act carrying on business in Manitoba, shall, in any prosecution for an offence against this section, rest upon the accused.

7. An extra-provincial corporation coming within class V. or VI. may apply to the lieutenant-governor-in-council for a license to carry on its business or part thereof, and exercise its powers or part thereof, in Manitoba, and upon the granting of such license such corporation may thereafter while such license is in force carry on in Manitoba the whole or such parts of its business and exercise in Manitoba the whole or such parts of its powers as may be embraced in the license subject however, to the provisions of this act and to such limitations and conditions as may be specified in the license.

Formalities.

8. Any such company, institution or corporation applying for such license shall file in the office of the provincial secretary of Manitoba a certified copy of the charter, act of incorporation, or articles or memorandum or association of such company, institution or corporation, with a declaration or proof that said company, institution or corporation is still in existence, and legally authorized to transact business under its said charter or act of incorporation or articles or memorandum, and a copy of the last auditor's report; and shall also file, as aforesaid, a power of attorney to the principal agent or the intended manager of said company, institution or coporation in this province, signed by the president or vice-president or managing director or two directors and by the secretary thereof, sealed with the corporate seal (if any) of the said company, institution or corporation, and verified as to its authenticity by the statutory declaration of the principal agent or manager of such company, institution or corporation, or of any person cognizant of the facts necessary for such verification; which power of attorney must expressly authorize such agent or manager within the said province to accept process in all suits and proceedings against such company, institution or corporation within the province, and must declare that service of process on such agent or manager in respect of such suits or proceedings shall be legal and binding on such company, institution or corporation, to all intents and purposes whatever, and waiving all claims of error by reason of such service; and such company, institution or corporation may from time to time, by a new or other power or attorney, verified as aforesaid and accompanied by similar declaration as aforesaid, appoint another agent or manager within the province for the purposes aforesaid to replace the agent or manager formerly appointed.

(a) After such certified copy of the charter and such power of attorney in this province are filed as aforesaid, any process in any suit or proceeding against such company, institution or corporation, for any liability, may be served upon such manager or agent, until he be so replaced as aforesaid, and thereafter upon his successor from time to time duly appointed hereunder, in the same manner as process may be served upon the proper officer of any company incorporated in the province; and all proceedings may be had thereupon to judgment and execution in the same manner as in any civil suit in the province.

(b) The provisions hereof, so far as they relate to the giving of a power of attorney to the principal agent or intended manager of the company, institution or corporation in this province, and the filing of such power of attorney with the provincial secretary, shall not apply to any company, institution or corporation having its head office within the province of Manitoba.

Unfairness is Charged.

From the above it will be seen that all extra-provincial corporations not already chartered to do business in this province will be compelled to pay a license, which will be levied according to its capital stock, or discontinue its business with the resident agent or broker under a penalty which is specified later in the act—a fine of fifty dollars a day. Whether this is the act in force in Ontario or not, for Manitoba at any rate, it is manifestly unjust and unfair.

The resident representatives are already paying their business tax which in itself should be sufficient to enable them to carry on their business irrespective of the firms they represent. And for a further tax to be levied upon the firms outside looks like a double tax. And again, is every firm which is represented here by a broker going to submit—according to the formalities of the act—a copy of its financial statement annually which may or may not become public property? And this is only one of the many ridiculous requests. What will be the result? Corporations hitherto represented by a commission merchant will either withdraw altogether or have themselves represented by travelers. Can the province afford to have any one corporation leave the field? The answer is emphatically NO, from wholesalers and retailers alike, and apparently from every sane business man who believes in competition and in having as many manufactured articles as possible in the trade in this province.

It may be argued that there is no danger of any corporation leaving the field because it will be licensed and compelled to submit its financial statement. But it is stated in the act that a corporation with the small capital stock of $500,000 will be licensed $200 annually, and a license imposed upon the many companies which are capitalized high into the millions will be considerable.

Withdrawing From the Field.

One Winnipeg broker who has become prominent in the business life of this province, has been recently notified by three large corporations, whom he has been serving for years, that after November 1, 1909, they proposed to withdraw altogether from Manitoba. A prominent corporation in London, England, capitalized at $18,000,000 which is being represented here by a commission agent, emphatically states that by no means will it comply with this act as assented to by the government of Manitoba. It is obvious that the loss to this country and to this province will be great. There may be other corporations who could not afford, owing to the volume of their business and their limited capitalization, to leave the field. Their first step would be to introduce travelers and dispense at once with their commission agent. This is a particularly ridiculous feature of the act.

Altogether the act is quite contrary to the best interests of the country. A prominent wholesale hardware merchant in Winnipeg who has done more to develop Manitoba and Western Canada than perhaps any other merchant in the country said that the act showed signs of manifest stupidity on the part of its promotors, as it would jeopardize the commercial status which we have struggled to build up and maintain.

If it is proven that the act is identical with that of Ontario, it is surely manifest that there is enough difference in the two provinces to warrant a change in legislation. Winnipeg, the capital city of the province, is the gateway to the whole west, and through this city must come the major portion of the merchandize in use in the Dominion. This vast country with its rapidly growing population must receive its supplies from eastern Canada, and in over-sea dominions as well as from foreign countries, and because of this Winnipeg by its very nature must be a city of commission and brokerage houses. And therefore, if it is necessary, should not Manitoba receive legislation such as will meet the conditions of this province?

At the present time the Manitoba Board of Trade, the Manufacturers' Association, and the Grain Exchange are working in harmony with the Brokers' Association, in the preparation of a concrete statement which will show the peculiar injustices of the act in the hope that with the aid of the attorney-general, the date of the enforcement might be

postponed in order to make the necessary amendments to suit requirements. The attorney-general has already expressed himself as opposed to the measure.

Mayor Evans, of Winnipeg, is taking the part of the brokers, and it is expected that the city generally will oppose in every way possible the passing of such a measure as will be fatal to the commercial life of the province and country.

LONG TRIP TO EXHIBITION.

John Forsyth, of Forsyth Jr., grocer, Dartmouth, N.S., is east on a pleasure and educational trip to the Niagara district and Canadian National Exhibition. While in Toronto on Wednesday he called at the office of The Canadian Grocer where he was a welcome visitor. Mr. Forsyth, it will be recalled, is the grocer who won first prize in the ad. contest of The Grocer last Christmas. He is a consistent advertiser, uses a large newspaper space and more important than that, he writes splendid ads. He is a thorough business man who has studied the various phases of retail merchandising and he has met with good success.

O. S. Matchett, city traveler for Chas. Rishor, wholesale grocer, Peterborough, Ont., visited friends in Toronto and Hamilton over the holiday.

Happy Home Destroyer Takes Grocers on a Cruise

Hamilton Grocers' Hump an Event That Will Live for Years to Come—City Fathers Join in and a Rare Time is the Result—All Feminine Beings Barred From the Fun—A Grocer, Like a Camel, Can go Eight Days Without a Drink—But Not Without His Hump.

Hamilton, Sept. 7.—Wives are not wanted at the annual Hamilton Grocers' Humps. In fact, they are given an invitation to stay away and the hint is offered so bluntly that they actually take notice and stay at home. The third annual "Hump" of the Hamilton Retail Grocers' Association took place to Oaklands on Sept. 1st, and while the air was chilly, the grocers and their guests were not.

Oaklands is a pretty spot reached by boat. The boat that was honored by the grocers was H. M. Happy Home Destroyer "Jealousy 1st."

Did the 200 on board have a good time? How could they help it when the author of the following invitation was on board:

> Dear Sir,—Kindly inform your good wife and any other female attachments that are dependent on you for their daily bread, you are about to leave them for a few hours on Wednesday, September first, 1909 for the purpose of having a little relief from the constant nagging and increasing worries of a married man, to attend the Celebrated Annual Grocers' Hump. We are perfectly aware of what all men are up against at home. While you are away all day, struggling to get the wherewithal to support and keep them, they will leave the house any afternoon for a pink tea or game of bridge, or more especially for a trip on the Macassa or Modjeska to bombard Eaton's Bargain Counter, and come home smiling with a pair of buttoned kid gloves clean to their elbows, whilst us poor mortals go around with our suspenders done up with shingle nails (and then we wonder at crime). So don't bring her with you as she is not invited. This is a Gro-



OFFICERS AND EXECUTIVE OF THE LONDON RETAIL GROCERS' ASSOCIATION.

Top Row—from left to right—C. W. Summers, Fred Travers, Thos. Shaw, past-president, E. F. Reed, R. J. Donaghy.
Bottom Row—from left to right—Jas. Haskett, 2nd vice-president, F. W. Paul, Cyril Hayes, secretary, E. J. Ryan, President, Harry Ranahan, treasurer, Norman McLeod, 1st vice-president.

cers' Hump—not a pink tea—so this is your one and only chance when you can stand on the bridge at midnight when the clock is striking the hour and join in the chorus of

Humpty, dumpty, dudlam da,
The Grocers are out for their Hump to-day.
Humpty, dumpty, dudlam da.

Dangerous to Borrow Money.

Following this invitation some facts regarding the voyage and restrictions upon the passengers were announced thus:

"Woodenhead Bros. have kindly promised to have staterooms open the night before to accommodate guests from a distance. As the Government will not allow them out on the lake they have promised to break all records on the bay—having already broken nearly every wharf at which they call. This elegantly fitted up scow has been re-modeled especially for the Hump and all the decks having been removed (also the life preservers) so no one need be afraid. Row boats will follow in the rear to pick up any one who should happen to be thrown overboard for butting in or trying to borrow money. The purser will be on hand to take care of any valuables such as false teeth, wooden legs or crutches. A stop will be made at Oaklands, providing the captain has the boat under control, otherwise we will drift with the wind while Rottan music will be handed out by a Rotten band, a pipe organ and other instrumetns of torture. Two ring-tailed monkeys have been engaged to mingle with the other monkeys on board. Speaking of rings—a woman with a ring in her nose is a savage, but a Hamilton lady with a pearl screwed to her ear is civilized."

The officers in charge of the cruise were:

Commodore—J. O. Carpenter.
Vice-Commodore—John Forth.
Midshipmen—A. J. Bain and W. Smye.
Gunners—J. Clendenning, A. Lavis, J. M. Semmens and George Cann.
Deck Hands—B. Crysler, J. L. Brown, J. Knox and J. A. McIntosh.
Cabin Boys—J. A. Kirkpatrick, Chas. Peebles, Sam Hilton, George Hunt, Ed. Hazell, E. H. Young and M. Burkholder.

Fun on the Grounds.

When the stout ship landed at Oaklands, the merriment began in real earnest. Jack Forth led a skirmishing party of twenty up the hill, armed them with pea blowers and ammunition, secreted them behind tree stumps and hedges and then signalled the advance. It was a carefully prepared ambush, and the unsuspected walked into the trap like sheep to the slaughter. The hail of bullets caused them to beat a hot retreat until they captured one of the ammunition wagons and stormed the heights. A royal salute was fired when the entire party was accounted for, and the hump was off to a great start. The gunners who fired the salute were careless enough to set a tree on fire and a bucket brigade extinguished it.

Grand Baseball Game.

The baseball game between the grocers and the aldermen was supposed to be a feature of the outing, but it's a shame to relate what happened. The score was 32-17, the grocers in an outbreak of generosity permitting the civic Solons to score 14 runs in the last half of the ninth. Any hope Capt. Sweeney's pets had of winning were abandoned when Dr. Hopkins tried to emulate Ty Cobb, with disastrous results. His 300 pounds hit the ground with t terrific smack, and when the rest of the team rushed to his assistance it was found that he had slashed his hand, decorating his spotless white vest with blood and dust. It was a sad jolt for the aldermanic bunch, because the portly doctor a few minutes before swatted out a home run and romped home amid the plaudits of the spectators. Ald. Norman Clark and Ald. Alf. Wright played behind the bat. Cann and Hobson were the battery for the grocers. The teams were:

Grocers—Cann, Williamson, Semmens, Lavis, Knox, Cummings, Hobson, Smith, and Clendenning.

Aldermen—Clark, Sweeney, Wright, Hopkins, Gardner, Forth, Ellis, McKenty and Lawlor.

Dr. Thompson and J. Currie were the umpires, and they escaped serious injury. The game had to be stopped several times, because the spectators persisted in peppering Ald. Wright with peas at very critical moments.

An Aldermanic Concert.

After being photographed, the party embarked again on the Jealousy 1st, where refreshments were served. Later in the evening a display of fireworks was given at the piers. The members of the city councinl were under promise to render the following programme, but there is no guarantee that they did:

Song—Let Me Like a Soldier Fall.. ..... Kipling
His Excellency the Mayor.

Recitation—Papa Wouldn't Buy Me a Bow-wow ..... J. Brick
Ald. J. Forth.

Song—Where Did You Get That Hat? ..... Fitwell
Ald. Applegath.

Recitation—Over the Hills to the Poorhouse ..... W. C. Rea.
Ald. Anderson.

Song—If My Pills Don't Fix You the Street Cars Will. ..... J. Patterson.
Ald. Hopkins.

Song—Comin' Thro' the Rye..Say Corby
Ald. T. S. Morris.

Recitation—For Me, Little Drops of Water, For the Grocers, Little Grains of Sand ..... Ali Baba
Ald. N. Clark.

Recitation (by request)—Imitating Jos. Murphy in his celebrated song entitled, "A Wagon Load of Earth From the Land of My Birth.".. ..... Foreman
Fore. A. Church.

The entire city council, in a farce-comedy, entitled, "Exit 1910."

Programme Sunbeams.

Some women are lazy, lots of them are stupid, most of them are ugly, all of them are conceited, but, nevertheless, they are as indispensable as bread.

Married men who are allowed one afternoon a year to attend the Grocers' Hump, are like old horses turned into a pasture, they want to cut up, but have forgotten how.

Nice little drug store, don't you cry,
You'll be a bar-room, bye-and-bye.

There is a man who never drinks,
Nor smokes, nor chews, nor swears,
Who never gambles, never flirts,
And shuns all sinful snares—
He's paralyzed.

There is a man who never does
Anything that is not right.
His wife can tell just where he is
At morning, noon and night—
He's dead.

TRADE NOTES.

G. Hurteau & Frere, grocers, Montreal, are offering to compromise.

Moffat Bros., grocers, Amherst, N.S., have formed a partnership.

J. P. Frieson, grocer, Saskatoon, Sask., has assigned to Chas. Garton.

Eli Bay, general merchant, Ethelbert, Man., has removed to Lemberg.

F. L. Scott, grocer, Edmonton, Alta, has advertised his business for sale.

Frank Ostaff, general merchant, Fort William, has sold to Hollenburg Bros.

John Goos, grocer, Walkerton, Ont., anticipates selling out his business.

H. P. McLeod, general merchant, Okoyoks, Alta., has sold to H. W. Reeves.

Creighton, Graham & Co., general merchants, Alameda, Sask., have dissolved.

J. Freedman, the produce man, Ottawa, is renovating and enlarging his offices. When the work is through the firm will be in a much better position than ever to transact business.

PERSONAL.

J. A. Henderson, of J. W. Bickle and Greening, Hamilton, accompanied by his daughter, was seen elbowing his way through the crowd at the Canadian National Exhibition one day last week and rubbed shoulders with Lord Charles Beresford.

P. Hutchison, of Hutchison Bros., grocers, Bracebridge, Ont., was among the visitors at the Toronto office of the Canadian Grocer on Tuesday. Mr. Hutchison, of course, saw the Canadian National Exhibition and was accompanied by his little son, Allan.

The Canadian Grocer

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MARKET CHANGES OF THE WEEK.

The long anticipated advance in sugars occurred on Tuesday of this week. The advance was 10 cents per hundred pounds, due no doubt to the recent upward tendency in the raw sugar market.

Canned salmon prices are inclined to advance. Packers on the Pacific coast declare that the pack this year did not nearly meet with their estimates. Already the Calgary markets show an advance and the tendency in the east is to similar circumstances. Canned tomatoes are firm and if the scarcity in tomatoes as reported materializes, the chances are the first prices will have to be raised. Montreal markets show that some wholesalers have slightly reduced prices on canned vegetables for the reason that sales were so meagre. The whole canned goods situation, however, is yet not at all well defined, each jobber having his own opinion of what the outcome will be.

The butter market in all parts of Canada shows high prices for this time of year. This in the face of the fact that butter is not being so extensively exported as last year seems peculiar. The apparent reason is that the surplus butter is being stored away in cold storage and this has the effect of keeping prices fairly high.

Egg prices are also well maintained and in some cases advances are recorded. In Montreal there is a difference of a cent since a week ago.

The Halifax market shows pork and bacon higher, canned peas scarce and rolled oats lower. There is also an advance in pork registered in Montreal. Flour has declined in Vancouver but the only place where bread is recorded cheaper is in Guelph.

The tea market is exceedingly firm. This is due to strong advances from primary markets.

Advices from Spain indicate a stronger market in Valencia raisins with an advancing tendency. Currants continue steady and offers under current quotations have been refused.

CREAM EXPORTATION.

Considerable quantities of cream are now being exported from the eastern provinces to the United States, where it is being turned into butter at a saving of 4c per pound duty.

The duty on exported butter is 6c per lb., and on cream is only 6c per gallon. Thus, by exporting the cream and making the butter in the States, the duty on the butter is reduced to 2c per lb. In increasing numbers, dairymen and local commission men near the border are finding this out, and using it to obtain United States prices for their butter.

Of course, if carried out to any large extent it will have an appreciable effect on the price of butter in the eastern provinces. It would, however have at the same time the effect of raising the home prices so that there would be less object in such exportation.

UNFAIR METHODS OF JOBBERS.

The letter from a "Lover of Fair Play" which appeared in last week's issue of The Grocer is attracting considerable attention. The writer of it pointed out that wholesalers in some cases were taking unfair advantage of their retail friends by selling to the legitimate customers of the latter.

The situation as it exists in the Muskoka district was dealt with by the retailer. But it is a well known fact that similar conditions exist elsewhere, as may be seen from the St. Catharines correspondence in this week's paper. There it is shown that wholesalers have been selling to the boats on the Welland Canal, and to this retailers are objecting.

This principle of jobber selling to the consuming public is one that cannot be very highly commended. The jobber knows that he must depend upon the retailer in the long run to distribute his goods to consumers and from the standpoint of simple fair play he should refrain from cutting in on the trade of the retailer whenever an opportunity arises.

In the Muskoka district jobbers sell to the settlers there, thereby taking away business from the retail grocers who do their purchasing from these jobbers. The latter expect the merchants' trade and yet for a small consideration they accept and even cater to the business of consumers.

Of course, it is generally known that all jobbers are not alike in this respect but yet the custom is too general.

Not long ago, the members of the Toronto Fruit and Produce Association agreed to cut out entirely selling to the public. This was done at the request of the Toronto Retail Grocers' Association, and now in the establishments of every fruit distributor, who is a member of the association, may be seen a card tacked upon the wall to the effect that only the retail trade will be supplied. The grocers admire this step on the part of the jobbers and as a result more friendly relations exist.

The principle should be carried out by all jobbers if for no other reason than it is unfair for one man to undersell another who handles the former's goods and who is a necessity in his business life.

MEN TO BE ADMIRED.

The Canadian Grocer is pleased to be able to show in this issue the reproduction of a photograph of a body of broad-minded business men, all interested in the raising of the standard of the retail grocery trade in Canada. The reference is to the officers and executive of the London Retail Grocers' Association.

This association is one that has been doing aggressive work in many respects and the credit must be given to the officers and executive elected from year to year. They are men not solely interested in the ideas of building up their own business without considering others. They believe that in giving good service to the grocery trade in general, they effect the greatest good to themselves.

What is needed in every city in Canada is just such a body of men. There are without doubt questions in the trade which require the attention of the best and broadest-minded men in it—men who are not swayed by any little personal prejudice or petty jealousy.

The London Retail Grocers' Association is recognized to be a valuable one because it does things and because it exists, not particularly for its own advantage, but for the edification of the retail grocery trade in general.

> Every particle of progress that has ever been made has been the product of individuals who had love for their work, and who, by loving their work, have climbed above the mass, and, by climbing themselves, have developed power to stand.—James Logan.

Notes from the Maritime Provinces and Quebec

Good Business Prospects for Nova Scotia — Price Changes in Halifax—Montreal Retail Merchants' Association Anticipating Pleasant Outing.

MONTREAL.

Sept. 7.—A pleasant outing is anticipated by members of the Montreal Retail Merchants' Association, who will participate in the holiday trip, which comes off September 19. On that date a special train will leave Bonaventure Station, Montreal, bound for Saratoga Springs, Albany, New York, Boston, Portland, Old Orchard, and the White Mountains. The trip will be of ten days duration, and the price of the round trip ticket is $15.50.

E. B. Goodacre, of Watt, Scott & Goodacre, Montreal, has returned to the city after a two weeks' fishing trip, spent in the Laurentians.

C. H. Catelli has returned to Montreal from Toronto, where he attended the Canadian National Exhibition, as the official representative of the Montreal Chambre de Commerce.

Harold H. Hughes, manager Spratt's Patent, Limited, Canadian branch, has returned to Montreal. He was in Toronto during the exhibition, superintending the feeding of the dogs at the fair. The dogs were fed on Spratt's foods.

Bovril, Limited, Montreal, owing to increased business, has been forced to secure larger office accomodation, and, with that end in view, the building which they occupy on St. Peter Street is being considerably remodelled. When all the work is finished the office staff will have splendid quarters on the first floor, instead of on the ground floor, as formerly, while the entire ground floor will be utilized for warehouse purposes.

HALIFAX.

Sept. 7.—Dealers say that very little butter is coming to hand from Nova Scotia shippers and what little is arriving is of poor quality. June and July butter is usually of good quality, which is usually maintained throughout August, September and October. This year, however, it has started to deteriorate earlier than usual, probably on account of the weather, which has been so dry that the pastures dried up and there was no afterfeed to speak of. A feature of the market is the scarcity of fresh made dairy prints, which are to-day worth 23 to 24 cents. There is nothing new in creamery butter, which is a little higher in the upper provinces, without affecting the price in this market. As soon as the stocks are reduced here, however, and dealers have to purchase in the Montreal market, prices are likely to advance.

Eggs are about the same as last week. The market, however, is firm with no signs of any change for some time. Consumption is being lessened somewhat by high prices during the last few weeks, but that does not seem to affect the market to any extent.

Cheese is reported likely to advance this month, which is usual in September. The prospects are that there will be a quantity of cheese bought up this month and stored away, which would mean higher prices but no extra demand.

Prevailing prices are:

Butter—		
Creamery, boxes, per lb.	0 24	0 25
" prints, per lb.	0 25	0 26
Dairy, 2-lb. prints, per lb.	0 23	0 24
" tubs, per lb.	0 19	0 22
" rolls, per lb.	0 21	0 22
Cheese—		
Large, per lb.		0 12½
Twins, per lb.	0 13	0 13½
Eggs, per dozen	0 21	0 22

Pork has taken another jump, which seems to be its weekly habit lately. 'Woodlawn' clear backs are now quoted by wholesale dealers at $28.00 to $28.50 per bbl. and "Kenwood" clear bean pork at $25.50 to $26.00 per bbl. Dealers here have lately been importing some Canadian lard, almost the whole of which has hitherto been going to England, until the recent high prices have let it in to some extent.

Canned peas are so scarce that deliveries are only about one-half the amount that the wholesale trade had contracted for.

Table codfish are also high and scarce; No. 1 shore table cod being worth $5.50 per qtl.

The new season's teas are just landing and dealers say they are much pleased with the "cup" quality of the goods.

Among the weekly changes are the following:

Lard, pure, higher at 16c lb.; barley, bags, higher at $2.65; pork, clear backs, higher, at $28; bacon, rolls, higher, at 15c lb.; onions, Valencias, lower at 2½c; rolled oats, lower at $5.65.

The fall prospects for business in this province, taking all things into consideration, looks favorable.

Trade is rapidly adjusting itself to the changed conditions. The farmers are getting good prices for their products, the fruit and vegetable crops are satisfactory, and generally speaking, there is a good catch of fish, which will probably bring good prices. While collections have not attained to the old standard, yet there is a much better tone evident.

Interesting Trade Items Gathered in Ontario

Chatham Grocer's Methods of Advertising — Price of Bread Down in Guelph—Early Saturday Night Delivery for Bracebridge—Ottawa District Merchants Objecting to Handling School Books—Grocers in St. Catharines Dislike Wholesalers Selling to Boats—Many Galt Merchants Visit National Exhibition.

CHATHAM.

Sept. 8.—An interesting item in the office equipment of H. Malcolmson's grocery is an advertising scrap book. The book has pasted into it the advertisements of the firm covering a considerable period. "I was too busy to keep it up," remarked Mr. Malcolmson; adding, however, that the scrap book had proven a great help, particularly in supplying hints for new advertisements.

D. J. O'Keeffe, of the Triangle Grocery, corner of Thames St. and Grand Ave., is making regular use of "readers" in his advertising, a few lines every day among the locals being used to remind the buying public of seasonable lines carried. The phone number is usually given, while Mr. O'Keeffe styles his store, "O'Keeffe's cash grocery"—with the emphasis on the cash.

Though fruit is plentiful on the local market, prices remain high. Peaches bring from 30c to 50c a box and plums 70c to 75c. Little butter is being offered this summer, farmers preferring to turn their butter over to the stores, or to sell their milk to the creamery. Eggs are also scarce, selling from 20c to 22c.

James Murphy, who has for many years past conducted a grocery at Mitchell's Bay, passed away last Thursday. He was 52 years of age and leaves a widow but no children.

There is talk of a sugar beet association being formed among the farmers in this section. The promotion of scientific and intelligent methods in beet culture is one object, while the association may also endeavor to secure a branch of a Michigan factory, probably the Mount Clemens concern, for Chatham.

N. H. Stevens, president of the Canada Flour Mills Co., is in receipt of congratulations from a host of friends on the fact that he on Wednesday celebrated his 68th birthday. Mr. Stevens has been active in Kent's political and commercial life.

The Aylmer pork packing factory was put up at auction recently, but no sale was made, the sum of $7,000 which was bid not coming up to the reserve bid.

Ingram Taylor, formerly of Bradley & Son's staff here, has left for Salt Lake City, where he will take a position with a large grocery house.

D. J. O'Keeffe, the Thames St. grocer, is erecting a handsome residence on William St.

The Kent Canning Co. started operations last week with 100 girls and 20 men. They commenced work on corn, for which they have 350 acres under con-

tract. The company expects to put up 700,000 cans of corn, 50,000 of apples, 25,000 of pumpkins and 25,000 of pears.

GUELPH.

Sept. 8.—Last Thursday afternoon was an exceptionally quiet one, and several grocery men in Guelph attributed the fact to the effects of the Thursday afternoon half holidays which were the order throughout July and August. "It's just force of habit," said one of the grocers here, "the people get used to a thing far quicker than you would think. We could get them used to early shopping on Saturday nights just as well as not, if we only went about it in the right way."

"Bob" McCrea, of J. A. McCrea & Son, is spending an enjoyable holiday in Toronto.

George Williams had the first oysters of the season in Guelph on the first of the month. Benson's and McCrea's were not far behind, however, and these three are about the only local grocers who make a specialty of oysters in their season.

One of Jackson & Son's drivers is sporting a new wagon around town.

Ernest G. Hicks, of Hicks' Paisley St. grocery, spent the last week visiting friends in Toronto.

Joseph Costigan, formerly of Costigan & Little's grocery store, was behind the counters in Peter Anderson's grocery on Saturday, where he looked quite natural, for not so very long ago he was one of Anderson's regular clerks.

Peaches were rather scarce in Guelph on Saturday. Hardly any of the grocers could get a supply equal to the demand.

"We as having a run of pickling supplies, just at present," said A. J. Groom, when your correspondent called at his Upper Wyndham street grocery, "and our customers are rather impatiently looking forward to getting cauliflowers. We have not been able to get very good one of late, but expect to soon."

The quality of the early apples is improving and they are also becoming more plentiful.

Miss Jeanett Gow, of James Gow & Son's Ontario street grocery, has returned to her home after a pleasant summer vacation spent with friends in Charlottetown, Prince Edward Island.

Commencing with this week, the price of bread is reduced in this city. The reduction is not a reduction proper. It is really an increase—that is more bread for the same money. The bakers have gone back to the old standard and hereafter the weight of the ordinary bread will be a pound and a quarter to the loaf, with fancy bread a quarter of a pound lighter. There has been little reduction in the price of Manitoba flour, but the bakers have decided to go back to the old standard.

OTTAWA.

Sept. 8.—Merchants in Ottawa and throughout the surrounding country are raising strong objection and in some cases refuse to handle the new public school books. They claim that there is no money in it at all since the number they sell is comparatively small. The freight and express rates eat up nearly all the meagre profits there might be. Then they say that any person can send to Eaton's and get the books just as cheaply as they can. The result is that the store keepers, while in the majority of cases are handling the books in order to accommodate their patrons, yet they are doing so under protest and some will not handle them at all.

G. W. Hunt, fruit broker of this city is promoting the "Ottawa and St. Lawrence Electric Railway," to run from Ottawa to Brockville and from Ottawa to Fitzroy Harbor.

The new management of T. Lindsay, Ltd., have fully decided that from Sept. 1st, 1909, to July 1st, 1910, the hours of business shall be from 8 a.m. until 5.30 p.m., excepting Saturdays, when the store will then stay open until 6 p.m.

The retail grocer again finds that his time is not his own owing to summer people returning to the city, principally on account of school opening, and with preserving and pickling season on. He has not time to think of his troubles if he has any.

The following travelers called on the trade this past week. Mr. Piper, of The Pure Gold Mfg Co., Ltd., Toronto; Chas. E. Bucklee, of Park, Blackwell, Ltd., Toronto; J. H. Tabor, representing Moirs Ltd., Halifax, and the veteran traveler, John Everett, of Christie, Brown C Co., Ltd., Toronto.

Monday being Labor Day, mostly all the grocers closed on that date and were able to take a two day rest—something unusual for the retailer.

ST. CATHARINES.

Sept. 7.—The light frost reported in this section last week did no damage to either fruit or vegetable.

Late tomatoes are not coming in as heavy as was expected. The canners are getting some, but not as many as they would like. If present conditions continue, or if we should have an early frost the tomato pack in this section will be a small one.

The shortage of canned peas is already being felt. One grocer reports having been offered thirty cents per case to cancel his order.

Noting the remarks of a letter in last week's issue from "Lover of Fair Play," some grocers situated along the Welland Canal complain that their trade with the vessels this year is not as heavy as last, because the wholesalers are supplying the boats at practically the same prices as they charge the retail grocer.
RR—Grocer—Cor

Peaches are a splendid crop. One fruit farmer, W. H. Bunting, expects to market ten thousand baskets of all varieties of peaches, while from the Fisher fruit farms at Queenston, twenty thousand baskets are expected. Plums are a heavy crop, and almost unsaleable on this market.

BRACEBRIDGE.

Sept. 8.—In spite of the heavy fall of rain, merchants report a splendid day's trade on Saturday last. Owing to the stores closing on Monday, this brought the people out in large numbers to do their shopping. Fruits, now one of the main features in the grocery store seemed to be the favorite.

The cutting out of the Saturday night delivery will meet with success. The agitation in its favor is growing amongst the townspeople who see the folly of it, and when once started, and the merchants here intend to try it during the fall season—it will be backed up by all. Your correspondent has discussed the question with a good many townspeople and all may be placed in the same category as one old Irish woman who said on Saturday afternoon: "Let the town folk do like me; I do my big ordering during the week and if I want something on Saturday I says to myself says I, I can carry it up; it will save the poor byes and horses, and give them all a chance to go to church Sunday morning."

KINGSTON.

Sept. 8.—Autumn again was heralded by high winds, rain, a scattering of hail, noise of coal carts and the hurrying of thousands of feet off for the National Exhibition where the displays of cereals, starches and all kinds of eatables and drinkables exceed former years. Order slips from customers are coming in every day for goods purchased at the demonstration booths on the grounds. Toronto's great effort has among others one good point, viz., that of bringing together friends from all parts of the world to meet, greet and renew acquaintances, and search for new lines of goods hitherto unheard of except through the columns of The Grocer. They may get a new wagon, a coffee mill, a meat grinder, a meat slicer, or perhaps a silent salesman.

Tons of fruit are coming in daily but sales are slow. It would pay the fruit men to make cordwood out of some varieties of plum trees. The plums are large and fine looking but the flavor is like a raw "murphy" or turnip. One grocer sold 10 bushels of sugar gages grown in Prince Edward County, the small old fashioned free stone variety, while 10 baskets of large plums sat until mortification set in. Attention should be directed to flavor as well as size. Colored netting is used to deceive buyers and make ordinary peaches pass for Crawfords. Large fruit is placed on top also. A grocer recently said: "People won't buy unless they are fooled a little bit."

The phone saves many a dollar if used often. If a lady leaves you a big order and is going to open up an account and runs down the last grocer she traded with, just call him up as I did last week and you will get her standing.

President Dyde of the Retail Grocers' Association, attended the Exhibition this week.

LONDON.

Sept. 8.—Wholesalers report trade fair in the country towns. There is little change in staples. The market for teas is firm, all grades advancing. Coffees are steady. Brokers' advices report that the pack of sockeye salmon will be short and prices higher. Canners complain of a scarcity of tomatoes, but the crops of corn and beans will be good.

Local bankers report that the fourth of the month, "settling day," passed off satisfactorily, bills having been well met. Several banks note an improvement of late and expect trade to go ahead much better from now on.

With the return of families from the summer resorts, business in local retail circles is beginning to pick up.

Percy Brown, grocer, corner of English street and Lorne Avenue, has assigned to Scandrett Bros.

The winner of the most popular lady prize at the grocers' picnic at Springbank, was Miss Falkner, daughter of J. Falkner, grocer, not Miss Falconer, as erroneously printed in last week's Grocer.

Geo. Fulcher, for some years chief clerk in J. Deproses east end store, has resigned his position.

The regular meeting of the Retail Grocers' Association has been postponed from Tuesday next to the Tuesday following, owing to the Western Fair next week.

In spite of the efforts of the Retail Grocers' Association, hucksters continue to ply their calling on the local market, and it is said there will be some prosecutions shortly.

TORONTO.

Sept. 8.—T. W. Edwards, who has been doing business at 1014 Dundas St. for the last two years has moved into a new store just one door west, which has been built under his supervision for his own convenience. His wife who is an excellent saleslady and a good stock keeper, deserves considerable credit for their success in business. The store is not quite finished, but when completed with silent salesmen and other up-to-date fixtures, Mr. Edwards will certainly be in clover, and in splendid trim to serve his customers.

The "High Park Grocery" on the corner of Roncesvalles and Howard Park Ave. is another grocery recently started to wait on the people in that section of the city. The Grocer representative forgot to ask the names of the parties who constitute the "High Park Grocery" but he saw in small letters on each side of the window. W. J. Lappin and C. W. Mitchell. He then concluded like the countryman who stopped at a hotel, when asked at which one, he said he did not know, but there was "Push and Pull" on the door and he thought "them's the fellers that run the business." It must be concluded therefore, that these fellows run the business. They are after business and are likely to get it.

Canadian Markets and Market Notes.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Canned Salmon—Advance expected.
Sugar—Advance of 10c.
Teas—Firm market.
Molasses—Falling off in sales.

Montreal, Sept. 9, 1909.

Canned salmon is very firm this week, with every likelihood of there being an advance, possibly of 40c a case. Tomatoes are exceedingly firm, and if this cool weather continues there is likely to be an advance in price. Some weakness is displayed in other lines of canned goods, by some wholesalers, who are making slight concessions in price to stimulate trade. Sugar advanced 10c on Tuesday morning, and is quite firm. Teas are particularly firm, with little buying being done. Valencia raisins are firm. Currants are strong, too.

SUGAR—Sugar advanced Tuesday morning 10c, and has been quite firm since then. The raw markets having advanced caused the refiners to ask more for the refined article. Demand continues very good.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " " 50 lbs.	5 60
" " " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" " 100 lb. boxes	5 50
" " 50 lb. "	5 60
" " 25 lb. "	5 80
" " 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 75
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES — Corn syrups continue to move out freely. Molasses, after having been in good demand all summer, is not such a good seller at present, there having been, of late, a marked falling off in sales.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 22	0 35½
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03½
" ¼-bbls		0 03¾
" 38½-lb. pails		1 75
" 25-lb. pails		1 25
Cases, 2-lb. tins, 2 doz. per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—Teas are exceedingly firm, owing to strong advances from primary markets, and light stocks held locally. Buying is not very brisk, high quotations making business mostly of a hand-to-mouth nature.

Choicest		0 40	0 50
Choice		0 35	0 37
Japans	Fine	0 30	0 35
	Medium	0 25	0 28
	Good common	0 22	0 25
	Common	0 20	0 22
Ceylon	Broken Orange Pekoe	0 21	0 40
	Pekoes	0 20	0 22
	Pekoe Souchongs	0 20	0 22
India	Pekoe Souchongs	0 19	0 20
Ceylon greens	Young Hysons	0 20	0 25
	Hyson	0 20	0 22
	Gunpowders	0 19	0 22
China greens	Pingsuey gunpowder, low grade	0 14	0 18
	" pea leaf	0 20	0 30
	" pinhead	0 30	0 50

COFFEE—Fair trade is being done at old prices.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Latest cables from Spain, on the subject of Valencia raisins, state that the market is stronger, with an advancing tendency. There has been a considerable business in this line at opening prices, both via Liverpool, and for shipment by direct steamer. Currants continue remarkably steady, and all offers under current quotations have been promptly refused. There has been no change in Sultana raisins. Figs, also, are unchanged. California fruits are about the same, prices being firm, and the markets steady. Buying in dried fruit lines generally is beginning to show some activity. Almonds, in the shell, are reported firm, while shelled almonds have advanced slightly. Nuts generally are firmer.

Currants, fine filiatras, per lb.	0 06	0 07
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Dates—		
Hallowees, per lb.	0 04	0 05
Sairs, per lb.		0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
California, choice seeded, 1-lb. pkgs.	0 06½	0 07½
" fancy seeded, 1-lb. pkgs.	0 07½	0 08
" loose muscatels, 3-crown, per lb.	0 07½	0 08
" " 4-crown, per lb.	0 08½	0 09
" sultana, per lb.	0 07½	0 08
Valencia, fine off stalk, per lb.	0 04½	0 05
" select, per lb.	0 05	0 05½
" 4-crown layers, per lb.	0 05½	0 06

SPICES—Pickling spices are beginning to sell, but demand is not as strong as it should be at this season. Ginger, pepper and spices generally are stronger, and higher markets are anticipated within the next few months. At the moment prices in New York are lower than for import.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS—The situation has not changed materially since last week.

Ontario prime pea beans, bushel		2 35
Peas, boiling, bushel	1 50	1 60

RICE AND TAPIOCA—The situation in both rice and tapioca is unchanged since last week.

Rice, grade B, bags, 250 pounds	2 85
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 86
" " pockets, 25 pounds	2 96
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

EVAPORATED APPLES — Little business is being done at present. Quo-

tations on new stock are expected shortly.

Evaporated apples, prime	0 08

MAPLE PRODUCTS—There has been no change in prices this week. The market is dull.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL. — Canned salmon continues very firm, with an advancing tendency. It is not at all unlikely that an advance of 40c a case may take place in the near future, as it is generally expected. The run has proved disappointing to packers, who are endeavoring to pull some profit out of their pack this year. Present cool weather is firming up the market for tomatoes in all quarters, as the unseasonable days we are experiencing are rotting the vegetables on the vines, thus leaving packers short. No actual change in prices has been made, so far, but one is bound to occur, unless there is a marked improvement in weather conditions. Some of the wholesalers are slightly easier in their vegetable prices, as will be seen from quotations. This is because business was being booked so slowly that something simply had to be done. The concession is but a small one, in all instances, but it is booming business considerably.

Peas, standard, doz.	$ .90	$ .97½
Peas, early June, doz.	.95	1.02½
Peas, sweet wrinkled, doz	1.07½	1.12½
Peas, extra sifted, doz.	1.50	1.57½
Peas, gallons	3.87½	3.92½
Beans, doz	.75	.77½
Corn, doz.	.75	.77½
Tomatoes, doz. (Ontario and Quebec)	.75	.82½
Strawberries, doz	1.37½	1.50
Raspberries, 2's, doz.	..	1.75
Peaches, 2's, doz	..	1.65
Peaches, 3's, doz	..	2.65
Pears, 2's, doz	..	1.60
Pears, 3's, doz	..	2.30
Plums, Greengage doz.	1.50	1.55
Plums, Lombard, doz.	.95	1.00
Lawtonberries, 2's, doz.	..	1.60

Clover Leaf and Horseshoe brands salmon:

1 lb. talls, per doz.	1.87½
½ lb. flats, per doz.	1.30
1 lb. flats, per doz.	2.02½

Other salmon:

Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz	1.60	1.55
Red Sockeye, doz	1.85	2.00

TORONTO.—The canned goods market is still covered over with some degree of uncertainty and handled with an independence, that means "I'll do as I like, and get all I can."

Beans	$ .75	.80
Corn	.75	.80
Peas	.85	1.40
Tomatoes, 3's	.80	.82½
Strawberries, 2's	1.32½	1.37½
Raspberries, 2's	1.60	1.65
Peaches	..	1.55
Lawtonberries	..	1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.40	2.50
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90

Clover Leaf and Horseshoe brands

1 lb. talls per doz.	1.72½
½ lb. flats per doz.	1.15
1 lb. flats per doz.	1.87½

Other salmon prices are:

Humpbacks, per doz.	.95	1.00
Cohoes, per doz.	1.40	1.50
Red Spring, per doz	2.55	2.65
Red Sockeye, per doz.	1.55	1.65

ONTARIO MARKETS

POINTERS—

Sugar—Advance of 10 cents.
Tea—Firm market.
Molasses—Market is firm.
Rice—New variety on the market.

The wholesale men are all smiling. Their country friends are in to see the "Exhibition" and casually call in to see where all their money goes to. This is so satisfactorily explained that it invariably results in liberal orders. These wholesale men are always courteous to everybody, but the man who is a prospective buyer gets the preference. This, however, is so well understood by the ordinary business man that even The Canadian Grocer can afford to do with less attention. Business is brisk and is creeping out of the holiday season, and takes on a more earnest aspect. The only important change in the markets is the advance of 10 points in sugar. This, however, was not unexpected as the market has been at bursting firmness for some time.

The business prospects are cheerful and a large trade is looked for. The summer is over and perhaps the largest crop of every line of agricultural products has been or is being harvested in the history of the country.

SUGAR.—The forced tension of the sugar market gave way, and sugar went up 10c per 100 lbs. this week. This means only 1-10 of a cent a lb., but on the whole quantity a retailer sells, it means more than a trifle, and every grocer should regulate his prices accordingly. These small advances are the most dangerous to the retailer, for in many cases, he thinks it is too small to charge more, and he is just that much out of pocket. With the heavier expenses, and smaller profits, absolute accuracy and close calculations alone can succeed, and therefore the retailers must respond to the smallest changes in prices.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 50-lb. boxes	5 80
" in 100 lb. "	5 70
" in 25 lb. "	6 00
Red Seal	7 25
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 "	4 55
No. 1 "	4 45

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES.—Molasses are firm with some of the finer grades of syrup entirely off the market.

TEA.—In answer to the question, "How is the tea market?" every tea man will respond promptly and say emphatically, that it is firm. Different from many other articles of consumption, tea is never out of season and therefore the tea business is one continual grind the year round, and the peculiar and attractive feature is that dealers are not grinding in vain.

COFFEE.—The coffee market is fair and prices are regulated largely by the blends of the different varieties. Nothing new in sight.

Rio, roasted	0 12	0 13
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 08	0 09

DRIED FRUITS.—It is the general feeling that all kinds of dried fruits from the new crop will be cheaper than last year.

RICE AND TAPIOCA.—The only new feature in these lines, is that new "Carolina rice" has made its appearance on the market and sells at 10c to 11c a lb. There is no change in any other respect.

	Per lb.
Rice, stand. B	0 03¾
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06¼
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½

SPICES.—The spice merchants are now in the midst of their harvest. The pickling season is at hand, and they are busy making the best of it. No change in prices.

Peppers, black, pure	0 14	0 20
" white, pure	0 20	0 25
" whole, black		0 16
" whole, white		0 23
Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25

NUTS.—Nuts are waiting for the green fruits to get out of their way, and are quite content to wait till their proper time comes. In the meantime the holder knows that they are getting lighter in weight every day and to hold his own he must expect to make it up in price.

Almonds, Formigetta		0 12½
" Tarragona		0 13
" shelled	0 28	0 30
Walnuts, Grenoble		0 14
" Bordeaux		0 11
" Marbots		0 12
" shelled	0 23	0 26
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils		0 15
Peanuts	0 10	0 12

BEANS.—The old stock of beans is practically all used up, and whatever remains will be sold at a reduction before the new crop comes in.

Beans, per bushel	2 25

How "Good Tea" Drew Trade

Here is the story of how one of the best grocers in Kingston and one of the smartest business men in Ontario was more than ever convinced that Red Rose Tea is a profitable line to handle. He is proprietor of one of the largest stores in the Limestone City, and one day last month a lady, whom he afterwards learned was a wealthy summer resident on one of the Thousand Islands, came into the store and asked him if he kept Red Rose Tea. He replied that he did and she said: "I thought this was the store. I got a pound of the 50c. grade a couple of weeks ago and it was the best tea we ever tasted. I looked quite a while for your store because I wanted to make sure of getting more of the same tea."

She ordered several pounds of Red Rose Bronze Label, the 50c. grade, but what made the incident much more important in the eyes of the grocer, she gave a very good-sized order for other high-class groceries.

This single instance illustrates a very strong trend in the grocery trade. Good tea is the grocer's best advertisement. The grocer who sacrifices the quality of his tea, either for a larger profit or to the desire of a few customers for a cheap tea is going to lose both in his tea trade and in his general business.

It will pay you to recommend **Red Rose Tea**

It draws trade and holds it.

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T. H. ESTABROOKS
ST. JOHN, N. B.

Current Business Happenings in Western Canada

Flour Prices Decline in Vancouver — British Columbia Fruit Meets with Favor in Germany — Sockeye Salmon Prices Advance—A Scarcity of Western Fruit.

VANCOUVER.

Sept. 7.—This week marks the reduction in the price of flour, the standards being quoted at $7.10. Although flour has gone down, there is no word yet of the bakers reducing the price of bread, which they were very prompt to advance at the time flour prices started to climb. If flour continues to drop, it is probable that bread will come to something less than 10 cents a loaf, bought retail, but the chances are that even so, bread will maintain its present price for some time yet. One brand of flour is quoted at $7.20, but the sellers claim that the difference of 10c is covered by the fixed retail price of this brand, which gives the retailer the same profit.

Eastern eggs are firm at 30c, and 31c and 32c is being asked. Locals are retailing at 50c and are not plentiful by any means.

High grades of eastern butter are quoted at 26c at the factory, with a local figure of 27c and 28c, and firm at that. The higher prices for this necessary article will soon obtain.

The death took place of W. L. McKenzie, who kept a grocery at the southeast corner of Denman and Nelson streets. He was a sufferer from tuberculosis of the bone. Deceased came to Vancouver from the prairie country.

The business of the New General Stores, carried on at Eburne by H. Weeks, has been transferred to the Eburne Trading Company. He did a good business, but got a first rate offer and for personal reasons besides decided to accept it.

Armour Packing Co. is about to establish a warehouse and cold storage plant in Revelstoke, which will become their distributing point for the immense territory between Spence's Bridge and Field on the main line of the C.P.R. in British Columbia. S. Bradley will be manager.

Carl Basedow, of Hamburg, Germany, is a visitor to the province this week. He is a leading auctioneer of Hamburg, and visited Vernon, in the Okanagan, as the outcome of a small shipment of fruit sent his firm by C. G. Guy & Co., of Vernon. The object of his visit was to get consignments of Okanagan fruit for the Hamburg market. Mr. Basedow claims that a much better price can be obtained for British Columbia fruit in Hamburg than in the east or the prairie provinces, so much so that several cars shipped to England had been reconsigned to his firm in Hamburg, and this reconsignment had netted the shippers very good returns, notwithstanding the increased freight charges, consequent upon the change of plans. Grimes Golden, he said, was a fine class of apple, but the name should be changed, as the same fruit shipped from the east had got into disrepute.

CALGARY.

Sept. 7.—As anticipated the unexpected small pack of sockeye salmon has resulted in a sharp advance in prices. Coast packers are now offering limited quantities at 50c per case, and prices advanced accordingly. It is freely admitted that choice sockeye salmon will bring still higher prices before another season's pack is available.

In the produce market butter has advanced 1c per lb., and eggs from 50 to 75c per case. Eastern cheese is firm and slightly higher, the jobbing price here is 15c per lb. for large, 15½ for twins and 17c Stiltons. Alberta cheese is quoted at ½ to 1c per lb. less.

Local vegetables are plentiful, and of unusually good quality. Alberta potatoes are a good crop, the quality will be better than usual as the season has been favorable to maturing of the crop.

B. C. fruits are scarce. Plums are arriving in limited quantities. There will not be any B. C. peaches shipped to Alberta this season, the crop being light, barely sufficient for home requirements.

Dealers find it difficult to obtain supplies even from California, the demand being unusually heavy from the large U.S. centres.

Sugar advanced here on Tuesday, 10 cents per cwt.

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Coffee and Spices

Manufacturers of

Jams, Jellies, Pickles, Sauces and Flavoring Extracts

We manufacture a full line of these and are able to supply you quickly and cheaply.

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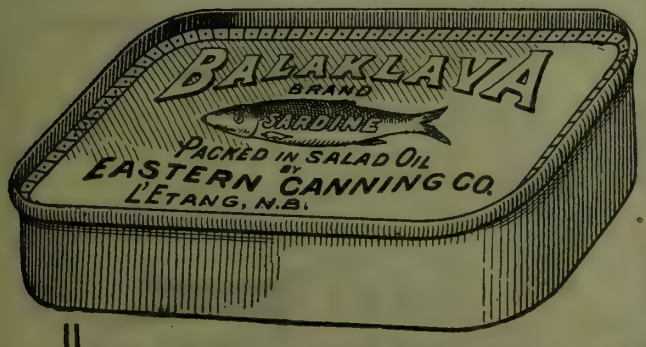
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MANITOBA MARKETS

Corrected by Tellegraph.

POINTERS—

Advances — Delhi strawberries, almonds.

Firm Prices—Evaporated apples, apricots, peaches.

Weak Market—Beans, prunes, currants, fresh vegetables.

Winnipeg, Sept. 9, 1909.

Wholesalers claim that the increased business this season is due to the influx of harvesters and visitors. Merchants throughout the country are not stocking goods for the fall and winter trade. This is to come yet but the orders for immediate use are remarkably large and urgent. The wholesale houses have the complete staff in working order again after the holidays and everyone is working. It is interesting to visit the various wholesale warehouses and watch the continuous trucking of goods from the stock to the freight wagons. The output is so large that jobbers are finding it difficult to get goods. A local broker, who has occasion to feel the life of the trade, stated yesterday that he did not know where the goods were going to come from when the fall rush, which is opening, comes on. The trade for immediate consumption has been so large that many lines are depleted.

The market situation shows weaknesses in new crop lines and firmness in lines which stocks are known to be limited. We quote last week's prices on almonds although in some quarters they are wholesaling in advance of this price. Delhi strawberries are up although we cannot quote canned goods. Collections are fair locally but little is coming in from rural merchants. The time is coming near when some long hauls will be made in this connection. Nothing has taken place to injure the great crop to which so many are looking; and as most of the cutting is done hopes run still higher for an enormous yield and a good price. A report gathered from a reliable source predicts a wheat yield of over 118,000,000 bushels. This looks good to the wholesaler and retailer.

SUGAR—

Montreal and B.C. granulated, in bbls	5 15
" " in sacks	5 10
" yellow, in bbls	4 75
" " in sacks	4 70
Icing sugar, in bbls	5 75
" " in boxes	5 95
" " in small quantities	6 00
Powdered sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 25
Lump, hard, in bbls	5 95
" " in ½-bbls	6 05
" " in 100-lb. cases	6 05

SYRUP AND MOLASSES — Last weeks prices prevail. The demand for syrup has been heavy. The output has been largely in ½ bbl. lots or 20 lb. tins.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 30
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar Syrup, per lb	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	2 30
" 5 " 1 "	2 75
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33

MAPLE PRODUCTS — Not much moving except among city merchants. The commodity is too high in price for rural distribution.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per doz.	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

BARLEY—The market is weakening owing to new crops. This is true in a general way of all cereals.

Pot barley, per sack	2 60
Pearl barley, per sack	2 65
" per ½ sack	1 90

EVAPORATED APPLES—This commodity still maintains a strong market. The supply is scarce but new goods will arrive soon. The price to-day is from 8½ to 9 cents per pound.

ROLLED OATS—These prices are not rigid. The tendency is toward a weaker market just now.

Rolled oats, 80 lb. sacks, per 80 lbs	2 50
" 40 " " 80	2 55
" 20 " " 80	2 65
" 8 " " 80	2 85

NUTS—Very firm prices prevail on all nuts. Peanuts are selling in large quantities.

Shelled Walnuts, in boxes, per lb	0 23
" " small lots, per lb	0 24
" Almonds, in boxes, per lb	0 32
" " small lots, per lb	0 34
Peanuts, Virginia, per lb	0 10 0 13

HONEY—New lines are moving well and wholesalers report the market good as other seasons. The Ontario quality is reported quite up to the standard.

Honey, 2 lb. tins, per tin	0 33
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

CORNMEAL—

Cornmeal, per sack	2 15
" per ½ sack	1 08
" per bale (10, 10's)	2 5

BEANS—The bean crop is very good according to reports, but they are scarce at present.

3-lb. picker, per bushel	2 55
Hand picked, per bushel	2 65

RICE AND TAPIOCA—The market is in good condition in each of these lines. The prices are slightly lower than usual and the buying is heavy.

Japan rice, per 100 lbs	3 90
Pearl tapioca, per lb	0 04 0 04½

FRESH FRUITS AND VEGETABLES—Prices are lower on the local market in vegetables owing to the good crop already in. These prices prevail to-day.

New potatoes, per bushel	0 45
Native cauliflower, per dozen	0 75 1 25
Native cabbage, per lb	0 01
Native green beans, per lb	0 04
Native celery, per doz	0 40
Native beets, per bushel	0 60
Native lettuce, per doz	0 20
Native onions, per doz	0 20
Native radishes, per doz	0 20
Native cucumbers, per doz	0 20
Ontario tomatoes, per basket	0 30
Green corn, per dozen	0 12½
Oranges	3 75 4 00
Lemons	5 50 6 00
Plums, Cal	2 00 2 25
Peaches	2 00
Melons	4 50 5 00
Apples, Ontario, per bbl	4 50
" American, per bbl	5 50 6 00

BUTTER—Creamery is jobbing at the same price; to-day it is 24 and 25 cents per pound. The dairy is somewhat firmer, No. 1 being 18 cents at present, while No. 2 is firmer at 15 cents.

EGGS—The candled stock is jobbing from 21 to 22 cents per dozen. The prices will steadily go up as the season closes in, and stocks will soon be coming in larger quantities from the south.



You want a Genuine Business

and your customers want genuine Fels-Naptha. You can only make an imitation of a business by selling imitation articles. If your customers can't depend on your goods and your word,—you can't depend on holding them.



Buffalo Brand Rolled Oats

We are open to quote to Eastern dealers for shipment last half September, all October and November.

YOUR ENQUIRIES WILL HAVE OUR PROMPT ATTENTION

NICHOLSON & BAIN

Winnipeg

Agents for The Dow Cereal & Milling Co., Pilot Mound, Man.

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East — WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

THE BEST EVER

Toronto Exhibition

and

Gunn's Easifirst SHORTENING



Both Money Makers -See One and Stock the Other

GUNNS Limited Pork and Beef Packers TORONTO

LONG, CLEAR, BACON

We have in stock a few cars of good, bright, fat sides.

Light, Medium and Heavy

They will not last long. Send in your orders while they are here.

F. W. Fearman Co.
LIMITED
HAMILTON, ONT.



Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs
Made under Government inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

Demand Increasing for Cured Meats—Quantities of Butter Being Stored Away—Prices High For Export—Hogs Higher on Montreal Market—Quebec Cream Going to United States.

The feeling of the markets in general is easy and lifeless. Buyers are afraid to venture and holders are not willing to make the concession necessary to tempt the buyers. Possible margins for profits are indistinct, and uncertain. The hay supply is still way below the requirements, and even high prices will not change the situation. The demand for cured meats is gradually growing better and larger, and therefore the tendency is in favor of the holder.

The butter market is also waiting for something to turn up, but what that might be no one is prepared to say. From the fact that little of our butter has been exported, it must be concluded that very much larger quantities are stored than last year. England would now take some of it, but our prices are too high. If our prices continue too high, and Great Britain draws its butter from some other source, we may find ouselves with a surplus on our hands, that will be a drag in our market for some time. The Northwest, instead of taking butter from us are asking for an outlet for their surplus, which they can spare. It is quite probable that within a short time, some of our butter must change hands.

MONTREAL.

PROVISIONS.—The main features of the provision market are the increased price of hogs, live $9; dressed $12.75, and the weakening of some of the ham prices. Plate beef is also lower. The general tone of the market is dull.

Pure Lard—	
Boxes, 50 lbs., per lb	0 14¾
Cases, tins, each 10 lbs., per lb	0 15¼
" " " 5 " "	0 15⅝
" " " 3 " "	0 15½
Pails, wood, 20 lbs. net, per lb	0 15¼
Pails, tin, 20 lbs. gross, per lb	0 14¾
Tubs, 50 lbs. net, per lb	0 15
Tierces, 375 lbs., per lb	0 14½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 09¾
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 10¼
" 5 " " " "	0 10⅜
" 3 " " " "	0 10½
Pails, wood, 20 lbs. net, per lb	0 10¼
Pails, tin, 20 lbs. gross, per lb	0 09¾
Tubs, 50 lbs. net, per lb	0 10
Tierces, 375 lbs., per lb	0 09¾
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 00
Canada short cut back pork, bbl. 45-55 pieces	26 50
Heavy clear pork, bbls. 20-35 pieces	28 0
Heavy clear fat backs, bbl. 40-50 pieces	29 00
Heavy flank pork, bbl	26 00
Plate beef, 100 lb bbls	7 00
" 200 "	13 50
" 300 "	20 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 13½
Long clear bacon, heavy, lb	0 14
Long clear bacon, light, lb	0 14½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 13½
Large sizes, 18 to 25 lbs., per lb	0 14½
Medium sizes, 13 to 18 lbs., per lb	0 15½
Extra small sizes, 10 to 13 lbs., per lb	0 15½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 16
" " small, 9 to 12 lbs., per lb	0 16½
Breakfast bacon, English, boneless, per lb	0 17
" " "	0 16½
Windsor bacon, skinned, backs, per lb	0 17
Spiced roll bacon, boneless, short, per lb	0 15
Picnic hams, per lb	0 09
Hogs, live, per cwt	9 00
" dressed, per cwt	12 75

BUTTER. — There is practically no change in the situation this week, except a slight strengthening in the price of dairy butter, in tubs, which is now 18c to 20c per lb. Receipts last week amounted to 15,686 packages, as against 14,467 packages the same week a year ago. Total receipts for the season amount to 268,720 packages, as against 294,689 packages same period 1908.

Considerable interest is being shown by provision men who are cognizant of the facts in the increasing exportation of cream from the eastern provinces to the neighboring States, the quantity is steadily growing, and will, in time, raise the price of butter here.

Creamery, solids, lb	0 23½
Creamery prints	0 24
Dairy, tubs, lb	0 18 0 20

CHEESE.—The small 20-lb. cheese is slightly higher (12½ to 13c). The market generally continues low. The receipts last week were 82,082 boxes, as against 70,849 boxes the same week last year. Total receipts this season are 1,294,535 boxes as against 1,232,642 boxes the same period in 1908. Sales continue fairly good.

Cheese, large	0 12½ 0 12¾
" twins	0 12¾ 0 13
" small, 20 lbs	0 12¾ 0 13
Old cheese, large	0 15 0 16

EGGS. — The demand for eggs this week is good. Deliveries are very light, hardly sufficient for requirements. As a result the market has strengthened a cent a dozen throughout. The receipts last week were 8,202 cases as against 5,108 cases the same week last year. Total receipts for the season amount to 150,341 cases as against 150,360 for the same period 1908, showing a slight loss. The quality is good, and prices are much better than this time last year.

Selects, dozen	0 27
No. 1, dozen	0 23 0 24
No. 2, dozen	0 18 0 19

HONEY.—Very little extracted buckwheat honey is at present on the market. We quote, however, the nominal market price. White clover comb honey is in demand, but the somewhat limited supply has resulted in a slight increase in the price.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 10½

TORONTO.

PROVISIONS — Packers have, for some time, been looking for a better supply of hogs, but their hopes have not materialized, and they have to content themselves with what they can get, and pay the limit prices for them. The demand for cured meats is brisk and prices in several lines have advanced about ½c per lb. It seems now that bacon eaters need not look for lower prices for some time, at least, and be very well satisfied if they will not have to pay even more.

Long clear bacon, per lb	0 13¾ 0 14
Smoked breakfast bacon, per lb	0 16 0 16½
Roll bacon, per lb	0 13½ 0 14
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13½ 0 14
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 17½ 0 17½
" pea meal	0 18½ 0 19
Heavy mess pork, per bbl	23 00 23 50
Short cut, per bbl	26 00 26 50
Lard, tierces, per lb	0 14½
" tubs "	0 14½
" pails "	0 14¾
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	7 60
Dressed hogs	11 25 11 50

BUTTER—Butter is plentiful and if the market were regulated by supply and demand, as it used to be, butter would be considerably lower. But large quantities are held in cold storage on speculation, and in the interests of the holders, prices are kept up. The local demand is supplied at present prices and the balance goes into cold storage.

	Per lb.
Fresh creamery print	0 23 0 24
Fresh creamery solids	0 21½ 0 23
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
Tub butter	0 17 0 19
Baking butter	0 15 0 16

CHEESE—There is no change in the cheese situation this week. The local market is well supplied with a high quality and at about the same price all summer. There is nothing in sight that points toward higher prices. The stocks on hand are considerably above last year.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

EGGS—Dealers report liberal receipts for the time of the year, with an improvement in quality. Prices are well maintained and local demand is good.

Fresh eggs	0 24 0 25

POULTRY—The poultry trade is becoming more active each week, and in a short time it will be in full swing. Receipts are increasing from day to day and the young birds are in better condition. The weights of young chickens run as high as 4 lbs. apiece. Prices, however, are firm, with a good local trade.

Early spring chicken, alive, per lb	0 14
Spring chicken, dressed	0 14 0 15
Hens, per lb. dressed	0 12
Turkeys, per lb., large	0 16
Spring ducks, alive	0 10
" dressed	0 12 0 14
Old ducks	0 08

HONEY—Owing to the abundance of fruit, the demand for honey will be light, except in small quantities, in order to get a taste of new honey. The quality is excellent and prices will likely be high.

Honey, 5-lb. pails	0 60
" 10-lb. pails	1 15
" 60-lb. cans, per lb	0 10½ 0 11

A. H. Thompson, representative of the Canada Sugar Refining Co., Montreal, was among the weekly visitors to the Toronto office of The Canadian Grocer.

NEEDED IN EVERY GROCERY.

Messrs. Adams & Deans, New Westminster, write:

"We enjoy your paper very much; it is well worth the money and should be in every grocery in Canada."

TRAVELERS' FIRE ESCAPE COMPETITION.

Utica Company Wins First Prize of $100—Hamilton Defeats Toronto in Ball Game.

The prize of $100 offered for the most acceptable fire escape for hotels by the Commercial Travelers' Association, was competed for at the Canadian National Exhibition grounds at Toronto, on Saturday, Sept. 4, (Commercial Travelers' Day).

There were 14 contestants. The first prize was won by the U.S. Fire Protection Co., Utica, N. Y., with Davy's automatic safety fire escape, an invention of Chas. F. Davy, secretary and general manager of the company. Practical demonstrations were made by the various contestants, but a number of fire escapes were regarded as more fit for factories and public buildings than hotels. What was especially aimed at was a contrivance simple enough to be attached to every room in an hotel and cheap enough to warrant the Government recommending such a contrivance.

The Utica machine recommended itself to the judges at once. A second special prize was awarded to the "Simplex Fire Escape," made in Toronto, because of its simplicity and cheapness. The latter machine can be supplied at $5, and the former at $8. All that is necessary with each machine is for a person to buckle a belt under the arms and jump out the window. The judges were J. G. Cane, Lt.-Col. Stoneman, Hamilton, and Arthur Hatch, Hamilton. The Ontaria Government's representative on the committee was Inspector Snyder.

Hamilton Wins Ball Game.

Travelers' Day was also marked by a grand baseball contest between Hamilton and Toronto drummers. Hamilton carried off the honors as the following sparklets submitted by an admirer of the Mountain City ball-tossers plainly indicates:

Manager Wm. J. Dore with his wee laddies, spick and span, wore grey suits to play "Bob" Asher's pick of Toronto and suburbs. Every man of his team picked out his own suit, and the contrasts were quite noticeable.

"Bob" has not regained his voice since rooting so hard for Toronto, when "Billy" Dore's team won at the Snack outing. On Saturday he could be heard chastising his team in a weak voice, when they could not find the ball after Hamilton had hit it.

Sol. Walters wanted to bet a quarter on Toronto, but after betting twice he closed his pocketbook. After the game he could be seen arm and arm with Jack Wildfong, each consoling the other.

It was a dry game. Water could not be procured until kindhearted "Billy" Meehan came along and acted in the capacity of water boy.

Tommy Gloucester said that if ever he hit the ball, no one would ever find it—but thanks to Tommy he never found it to hit.

"Bob" Asher did a loop-de-loop trying for a fly, but was unsuccessful.

Notice the score, 34 to 17 in favor of Hamilton.

"Billy" Dore ought to be arrested for stealing so many bases.

Sammy Male, Hamilton's star pitcher, was a hodoo to the Toronto boys.

STREET GETS BACK ITS TRADE.

Merchants Organize Big Celebration to Recapture Their Customers Who Leave While Street is Torn up.

Toronto, Sept. 8.—The retail merchants of Arthur Street have recaptured their fair share of business through a unique and cleverly-managed celebration. This street from one end to the other was torn up and was undergoing repairs, and reconstruction since the 1st of April. It was in such a condition that traffic was practically impossible. Business was suffering. The street looked for a long time as if an effort had been made to do something, and then, as if the officials had given the work up in disgust.

For weeks and weeks nothing was done. Either the workmen were out of material or else the engineer was changing his palns, or for some other reason the work was delayed. A great deal of indignation was felt by the merchants against the officials whose business it was to look after it. Women and children were in danger of breaking their necks, or at least, of spoiling their shoes in trying to wade through mud, mortar, stones, etc., and, therefore, turned away from Arthur Street to do their buying.

It was in this condition from the 1st of April to September, and when at last it was completed, the merchants conceived the practical idea of holding a celebration in order to let the people know that Arthur Street was once more passable and that they were anxious to see their customers back again. A few of them put their heads together, formed an organization, appointed a chairman, secretary and a treasurer, laid their plans, and went to work. All the merchants on the street fell in line and became enthusiastic supporters. Money was liberally subscribed; 2 500 Chinese lanterns were secured; two bands engaged, and the great celebration came off on the night of Sept. 1st. Great generalship was manifested on the part of the promoters. They distributed the Chinese lanterns to every house on the

BUSINESS IS GOOD

you will say and we will save you money in discounts and freight if you stock our full line of—



RICHARDS
Quick Naptha Soap
Snow Flake Soap Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Custard Powder
The BIG Two-Power 5c. pkg.
Manufactured only by
EDWARD J. NATION & CO.
BRISTOL, - - ENGLAND
WE STOCK IT
W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO



SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CLARK'S MEATS

Well Made
Well Advertised
Well Known

All the factors of successful sales are in CLARK'S MEATS.

Their reputation and quality are never questioned.

They are known all over Canada.

Their sale is an absolute certainty.

The manufacturer assists the grocer most generously by liberal advertising.

The variety is large, meeting the requirements of every buyer—

Clark's Pork and Beans
Clark's Mince Meat
Clark's Tongue, Ham or Veal
Clark's Ox Tongue
Clark's Sliced Smoked Beef
Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WRITE FOR SPECIAL PRICE LIST.

WM. CLARK, - MONTREAL

Manufacturer of High Grade Food Specialties

BOVRIL

can be obtained from all wholesale firms in the Dominion or from our depôts:

A. B. Mitchell, Mitchell's Wharf, Halifax
W. S. Clawson, 11 & 12 South Wharf, St. John, N. B.
R. S. McIndoe, 54 Wellington St. East, Toronto
W. L. Mackenzie & Co., 306 Ross Avenue Winnipeg
A. G. Urquhart & Co., 524 Hornby St. Vancouver

We shall be pleased to supply freight prepaid an assortment of coloured hangers, booklets, etc. on receipt of a post card.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S CO-COA. From now on cocoa will be in demane daily. It pays to sell the best. We guaranted SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

street, with the instructions to put them up in a certain way and at a certain minute on the evening of the celebration. Almost like lightning the whole street, which was packed on both sides by thousands of spectators, was under the brilliant illumination of 2,500 Oriental sparklers. Bands, calithumpians and the ever irrepressible boys, paraded the street until eleven o'clock, greatly to the enjoyment of the mass of the people and to the perfect satisfaction of the merchants of Arthur Street.

It is claimed that 30,000 people lined the street. Everybody went home well pleased, and Arthur Street had retained its full share of the trade to which it is entitled. While the promoters deserve much credit, the fact must not be overlooked that the merchants on the whole street worked unitedly and in harmony for the good of the street—this is the secret of the great success.

WON'T SELL TO JOBBER.

The Kellogg Toasted Corn Flake Co., is waging war against a large New York wholesale grocery firm, accusing it of having cut prices on the cereal product to a retailer. The cereal manufacturer has refused to further sell its goods to this particular jobber until a fine for alleged cutting of prices is paid or affidavits furnished that such cutting has not been done. The New York manager of the Corn Flake Co., claims that a retailer who received a discount disclosed this fact to him. Nothing definite has yet been done.

OLDEST STORE IN CANADA WANTED.

There still stand in the older portions of the Dominion, grocery or general stores that have seen more than half a century of time go by—stores that link the past with the present. The Canadian Grocer is desirous of obtaining a little bit of the history of these old establishments that once served as the distributing centres from the manufacturer to consumer. In addition to this, we are anxious to obtain photographs of them as they now stand, and issue a request to all readers to assist us in this matter.

If you are not in a position to supply a photograph, kindly put us in touch with the store, its location and some interesting facts about it. We will do the rest

We want to ascertain the oldest grocery or general store in Canada, and want the assistance of our readers to make the competition interesting and lively. If, therefore, you have a suggestion to make, The Canadian Grocer would appreciate a post card or letter bearing it.



Have you had trouble

in the past in the condition of the Biscuits you have been selling? Have they ever reached you in a soggy condition, with all their crispness and freshness gone?
You can obviate all this by handling

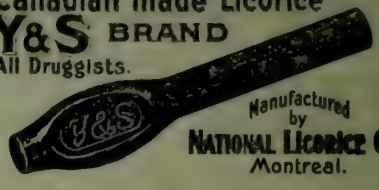
Carr's Biscuits

which are put up in air-tight tins, and reach you just as they left the factory. Moreover, they will keep fresh in these tins after they have been opened. Prompt delivery.

CARR & CO., CARLISLE, ENGLAND

Order from Agents.—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg: L. T. Mewburn & Co., Ltd., Winnipeg; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured by
NATIONAL LICORICE Co.
Montreal.

SOFT MINTS—5c. boxes.
ACME PELLETS—5-lb. tins.
M. & R. WAFERS—5c. bags.
and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver

Why Tie Up Your Cash?

We want the Grocers of Canada to fully realize that Christie Fancy Biscuits —La Fete, Orange Wafers, Coffee Wafers, Philopenas, Dominoes, Acorns, et cetera, et cetera,—are far superior to any fancy lines manufactured on this continent, and equal in *Purity*, *Nutriment* and *Quality* to the highest grades manufactured in the British Isles. The point is this:—Why tie up your cash when you can buy

CHRISTIE BISCUITS

fresh and pure and in small quantities when you want them? Remember—we're not saying one word against the high and unvarying standard of English fancy lines; but we do maintain, and reasonably, that *Christie fancy lines are the equal of the best produced anywhere.* As a practical Grocer you know that a sea voyage never adds anything to the flavor of food stuffs. The moral is plain. Stock Christie fancy biscuits when you want *the best* fancy lines with *the right* flavor. Don't tie up your cash!

N.B.---Our "Madeira Mixed" and "Cherry Rings" are superior fancy lines.

Christie, Brown & Co., Limited
TORONTO

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED. Biscuit Manufacturers MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

A SPECIAL MONEY-MAKER FOR YOU IN THE BISCUIT LINE

Get samples and prices on our biscuits in animal form. Popular line at particularly attractive prices. In forms of horses, pigs, etc. Tasty biscuit, with fancy candy tracing. Great seller. Profit-yielder.

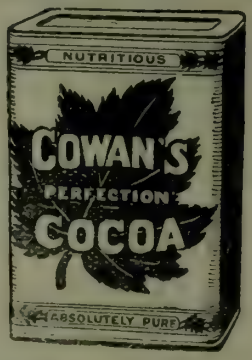
THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

All the Year Round

Cowan's

Cocoa and Chocolate

are in demand. Strong, persistent advertising, backed up by absolute purity and uniformly delicious flavor, has made "Cowan's" a household word in Canada.



The Cowan Co., Ltd.

Toronto

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal  Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Grain Dealers Acting Cautiously In the Export of Wheat—Old Country Demand for Oats—Little Change in Flour Market—Time to Order Christmas Confectionery.

The wheat market has been disastrous to many large dealers; even importers from the old lands have suffered to the extent of 9 to 10c a bushel. All are acting cautiously and business is dragging. Since the price of oats has declined, an export demand has made its appearance, but prices must drop still lower before much will be taken. On the whole the market is quiet, with a good deal of thinking as to how it is going to move. As the Northwest wheat figures largely in determining the value of wheat all over the world, there is still a marked difference of opinion as to the yield, which varies all the way from 110 millions to 150 millions. The weather is favorable and harvesting is progressing rapidly.

The present is an opportune time for grocers to order their Christmas confectionery. Each year manufacturers excel themselves in getting out attractive goods and this year will be no exception. The confectionery trade in the grocery stores has wonderfully increased during the past year. This is true with respect to quality as well as quantity.

MONTREAL.

FLOUR.—There is very little change this week in the market, the principal changes being a weakening of winter wheat patents, straight rollers, and extra. Otherwise there is no variation from last quotations.

Winter wheat patents, bbl	5 75
Straight rollers, bb	5 50
Extra, bbl	5 00
Royal Household, bbl	5 90
Glenora, bbl	5 40
Manitoba spring wheat patents, bbl	5 90
" strong bakers, bbl	5 40
Five Roses, bbl	5 90
Harvest Queen, bbl	5 40

ROLLED OATS.—A slight falling off in the demand for rolled oats in bags is reported. A decline in prices to the extent of 15c is noticed this week. Other lines are unchanged.

Fine oatmeal, bags	2 75
Standard oatmeal, bags	2 75
Granulated " "	2 75
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 35
" barrels	5 20

FEED. — Prices show no fluctuation from last week. The demand continues good, but supplies are short. No immediate changes seem probable.

Ontario bran, per ton	22 00
Manitoba shorts, per ton	24 00
" bran, per ton	22 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

TORONTO.

FLOUR. — The wheat market shows little change since last week. If anything the tone is a trifle firmer. The stock of old wheat is rapidly diminishing, and new wheat is coming in slowly. A great many of the farmers, who can afford it, are not too ready to sell. This is the cause of the firmness of the market. Flour also has not made any change. Business, as a rule, is of a hand to mouth character. The mills are undergoing repairs, and millers are getting ready for next season's business.

Manitoba Wheat.	
1st Patent	5 50 5 60
2nd Patent	5 30 5 40
Strong bakers	5 20 5 25
Winter Wheat.	
Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

CEREALS.—The market is firm, but this is principally owing to the small receipts of grain. Wheat at the mills in the city from farmers is selling at $1 per bushel, and oats at 48c. This is a drop of 40c on wheat and 14c on oats from its highest point.

Rolled wheat, car load	3 00
" oats "	2 50
Oatmeal, car load	2 75
Rolled wheat in barrels, 100 lbs	3 25 3 50
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

BONUSING BABIES.

Editor Canadian Grocer,—Re the last clause in the story in last week's Grocer from M. Moyer, regarding presents to new babies, don't you think that the average grocer, if he is doing his full duty to man, (or woman) will have about all he can attend to with babies of his own without bonusing other people's?

SUBSCRIBER.

STUDYING CANADIAN CONDITIONS

Great Britain's Interest in Canada Becoming More Apparent Every Year.

Harrison Watson, London, Eng., is now in Canada, having been brought out by the Canadian Government to revisit this country and study Canadian conditions. Mr. Watson is a former resident of Montreal, where he once was with the Montreal Rolling Mills Co. He expects to be here until the end of October, and during the intervening time will cover the whole of the Dominion for his information. This is his first visit here for many years, and is, of course, for the purpose of studying our trade conditions, with a view to closer trade relationship with the Mother Country. Canada is becoming of more and more interest every year to Great Britain, and the better the knowledge that our trade commissioners have of us and our resources and possibilities, the more interest will the people of the Old Country take in us.



Don't Experiment

in handling so many different makes of Soda Crackers, when the public are insisting with no uncertain voice on

MOONEY'S PERFECTION CREAM SODAS

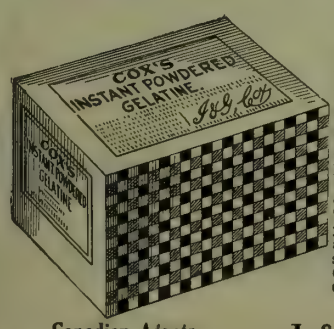
The extra amount of care given by the Mooney Company in the mixing and baking of these biscuits, and the effective methods of packing used, give these Crackers the distinguishing flavor and crispness for which they are so justly famed.

ORDER TO-DAY

THE MOONEY BISCUIT & CANDY COMPANY

Stratford - Ontario

Cox's Gelatine



When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

Canadian Agents
C. E. Colaou & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills, EDINBURGH



GROPING IN THE DARK

May Pay in the Long Run

But results so far accomplished show that it is a slow way to accomplish a purpose.

For your confectionery department you want the "best" seller, in chocolates, there is on the market.

The "best" is the

"BORDO"

(REG.)

CHOCOLATE

which we have been successfully making for 25 years.

You will find many imitations.

But come out of the dark and be SURE you have the best.

Have you a supply?

The Montreal Biscuit Company, "The Originators"

MONTREAL

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

---

52 Highest Awards in Europe and America

WALTER BAKER & CO.'S



Registered U. S. Pat. Off.

CHOCOLATE & COCOA

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Have You Entered the Orange Meat Contest?

If not, you are missing an excellent opportunity to win some large cash prizes.

$700.00

Cash is the First Prize

Get your customers to save the bottoms of Orange Meat boxes for you.

Send your name and address to Orange Meat, Kingston.

Read postcard in package.

Contest closes November 30th, 1909.

LEITCH ANCHOR BRAND OAK LAKE

ANCHOR BRAND FLOUR

is pure, wholesome and reliable at all times. It is quite different from ordinary flour and will make the most of your baking. 18

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Man.

THERE IS ONLY ONE

FLY PAD

THAT'S

WILSON'S

BEWARE OF UNSATISFACTORY IMITATIONS!



Fighting the Mail Order Fiend

Whence this Invasion of *Your Rightful Inheritance*—

This Plucking of the Local Goose?

Is it at all possible, Brother Grocer—That the Mail Order Fiend draws Local Business

Because of Better Service, Modern Methods, Courteous Attention?

In the face of Local Influences, Social Status, Strategic Position, Lower Freights.

Think well on it.

* * *

Unless it performs *Actual Service*,

It *will* die, the Mail Order.

Because "Business is Human Service."

For be it known that *the boy who gets away with it* is the chap who considers his Trade his *Boss*, himself their *Servant*.

And the Best Servant touches the Best Wages.

Possessing the intimacy of his custom and their confidence—

Because they feel *he speaks in Their Interest*.

Just so, Brother Grocer, isn't it?

* * *

Some Wise Guy inquires:

"Who is most troubled with the M. O. Fiend?"

Surely, not the fellow whose store is *inviting*, stock *bright*, service *courteous, accurate, prompt*.

No. *not* the Wide-awake Merchant—not YOU, Brother Grocer.

But the fellow with the Fly-bitten Stock, whose Long Whiskered Methods somehow survived the Ark, whose Motto yet runs—"Because Feyther did."

* * *

All Local Business belongs to you, Mr. Local Trader.

It's your *natural* Circle of Customers.

Capture the lion's share thereof—

With a leaf from the Mail Order book—*Superior Service*.

Meaning Goods *more* than "just as good."

And when it is question of Kitchen Service, Flour Economy—

Can you in the wide world beat FIVE ROSES?

* * *

You have heard of FIVE ROSES successes.

Go them one better, Brother Grocer.

Be the *big flour seller* in your town.

You can corner the high-class trade, the paying patronage.

Which *automatically* extends itself, *duplicates each order*.

Start something in *your* flour department, and the quality of FIVE ROSES will take home your store news.

Preach the Local Argument for your *whole* stock against the M. O. ads. in *school-books* and *circulars*.

* * *

It's well worth Trying, Brother Grocer.

Worth Proving.

For Bigger Business in the Home District—

Get FIVE ROSES.

Lake of the Woods Milling Co.
LIMITED
MONTREAL **Makers of Five Roses** **WINNIPEG**

Food Value of Honey and Bee-keepers Methods

Little Adulteration Practiced—How Wet and Dry Seasons Affect the Supply—Science of the Bee a Wonderful One—Why Comb Honey is More Expensive Than Extracted—Basswood and Clover Blossoms Produce Choicest Flavors.

By A. H. Harvey.

The retail grocers deserve a good deal of credit for the fact that very little adulterated honey is on the market today. Through their agitation for pure foods, strict laws were enacted which now makes it dangerous for any one to adulterate honey.

Honey is an article of food, the value of which is, in general, not understood. Not only is very little known of honey but less is understood of the science of bee-keeping, and the wonderful busy bee, as well as the care and attention required from the bee-keeper.

There are from 60,000 to 75,000 bees in one hive, under complete and perfect government of one queen. These gather, over and above what they need for their own sustenance, from 60 to 150 lbs. of honey in a season. There is, like in many other things, a great deal of uncertainty and anxiety connected with the production of honey. If the weather conditions are not favorable, the whole season may be required to gather enough for their own support, and leave nothing to spare for the trouble and time of the bee-keeper.

Clover Honey Predominates.

The bulk of the marketable honey is gathered from the nectar of white clover, although honey is gathered from the blossoms of fruit trees, berries, basswood, dandelions, thistles, buckwheat and many other flowers, all of which have flavors of their own. In order to get pure white clover or basswood honey—which are the two most desirable flavors,—the bee-keeper has to watch his bees from day to day to see that the honey does not get mixed.

The time the bees can work on white clover runs from 10 days to 3 weeks. This year the time only lasted about 10 days, during which they could work to advantage.

If it rains they cannot work, and strong winds also interfere with them. If there is much rain, it not only interferes with their work but the nectar is much thinner and requires more bulk to make the same amount of honey. This requires not only more loads to carry to the hive, but it requires more time and labor to evaporate the water and bring the honey to its proper consistency.

Under thorough obedience to the queen who rules on absolutely true principles, no cap is allowed to be closed until the honey is perfect.

Dry, hot weather also is unfavorable to the bee-keeper. The nectar which rises into the flower dries and gets hard and if drouth continues over a certain time destroys the nectar and the season ends.

Colonies Created Regularly.

Bees are constantly changing and a new generation follows about every 6 weeks. During good working weather they are said to kill themselves working, actually wearing out their wings. They go as far as three miles to gather honey. This means that they have to travel in many cases 6 miles to bring home a small drop of honey the size of a grain of wheat.

There are other things many people do not understand about honey. Very few know how to eat it when they get it. Honey is a very rich food, equal in food value to three times its weight in meat, and therefore must be eaten in small quantities at a time.

Comb Versus Extracted Honey.

A good many people also cannot understand why comb honey is so much dearer than extracted honey, and are apt to think that extracted honey cannot be pure. The fact is that bees can gather as high as 20 lbs. of honey in the same time that it takes them to get 1 lb. of wax or comb, and in order to make the best use of the bees, the bee-keeper takes the filled combs from the hives, and through a rapidly revolving machine throws out the liquid honey and he then places the empty combs back again for the bees to fill.

Pure honey will naturally harden and become solid in a few months' time. This can either be liquified by warming, or it may be eaten, as I think it should be, in the candied form. In its solid condition it retains all the original flavors whereas by melting, if not very carefully done, it loses some of its richest and most delicate flavor.

TOBACCO IN ESSEX AND KENT.

Crop is a Good One—Cutting Begins at Some Places.

Chatham, Sept. 7.—Tobacco buyers have been sizing up the Essex crop and pronounce it excellent. They claim the market will open at 10c or thereabouts, and may go higher in view of the establishment of a foreign market.

Several fine patches of tobacco have already been cut and are curing in the

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

Black Watch
The Big Black Plug Chewing Tobacco
Already a Big Seller
Sold by all the Wholesale Trade



fields. The crop developed rapidly during the August hot spell.

Tobacco cutting has also commenced near Blenheim. Throughout the entire tobacco growing section the crop is reported of excellent quality.

SHOP PHILOSOPHY.

By Frank Farrington.

If there is such a thing as luck, you will generally find it on the side of the man who is always right there with the goods. There is no profit for you on goods not in stock.

The public is always looking for a chance to get something for nothing. The store that seems to come nearest to giving them that gets their trade.

If your store is a big store, you may still find that the methods of some of the smaller merchants are clever enough to be worth studying. If your store is small, the methods that have made the other stores big would make your own big if rightly applied.

Prosperity never wears dingy clothes. With paint at its present price and so easy to put on, you can't afford to let your store front get dim.

A vacation even with hard work will do you good if it affords a relief from responsibility. It is not straight hard work that uses people up, it is the care that goes with it.

When you buy goods on long time, be sure that somebody has to pay interest on the investment for that time and that somebody is pretty apt to be you though you may not know it.

Variety of goods makes variety of customers, and I don't need to tell you that the more kinds of customers you have, the more kinds of money you will have in the cash drawer.

It is very doubtful whether the advertisement that you can put on your wrapping paper will do you as much good as the reputation for wrapping all parcels in good quality, neat, white paper without any advertisement upon it at all.

The advertising that people read is the kind that is not printed and distributed just like that of everybody else. The fellow in the rut attracts no attention.

WHAT THE MAN OF SYSTEM KNOWS.

System is order, instead of chaos. It is the neatly arranged shelves, instead of the miscellaneous heap in the corner. It is music instead of noise. It is the organized army, instead of the mob. It is calmness, instead of confusion.

The systematic man works according to method, instead of in a haphazard way. He proceeds logically, instead of helter-skelter. He knows where to find his things when he wants them. He knows the what, the why, the where, and the when, of every phase of his business. He knows the quality of goods he has on hand, how much was ordered, how much is yet to come, how much it cost, who made it, and how the stock is being kept. He can tell from his records how fast the goods are going, how long it will take to get a repeat order, and what extras there are to consider. He can show what he wrote last year, and what the other man said in reply. He can locate a trouble quickly, and remedy it effectively and permanently.—The Commercial.

Most people succeed not because of brains, but because they are workers. Work never kills, but worry does. Enthusiasm is the white heat which melts the obstacles. The enthusiastic man tackles the hard things first. The first task for the modern business man should be to sum up and organize himself.

"I saw a scientific note the other day," observed the professor, "to the effect that the oak furnishes a home for 309 species of insects."

"That's very kind of the oak," said the Idiot, dryly, "but it can't compete with the average country hotel."

WHITE SWAN
100%
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

ONIONS

Yellow Danvers and Reds

If you want a car of Canadian Onions write us for F. O. B. prices we have large supplies to offer.

CANADIAN APPLES

Before placing your orders you will do well to write us for prices.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

The next two weeks will see large shipments of the finest Canadian Peaches, Pears and Plums arriving on this market.

You

Might as Well Have the Best. Order

St. Nicholas Home Guard

They're the Best—they stand the time test—28 years and all to the good.

AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Enormous Quantities of Canadian Fruit Going Into Consumption—Growers Packing it More Carefully—Tomatoes and Potatoes down in Price — Temporary Withdrawal of B.C. Salmon Prices.

MONTREAL.

GREEN FRUITS.—With the exception of bananas and peaches, most of the other lines show a falling off in price, due to increasing supplies. Raspberries are no longer on the market. Cranberries are temporarily not on the market, but new shipments are expected shortly. The price will be about the same as previously. The reductions on perishable goods are considerable. Delaware and Tokay grapes are now quoted $2 a crate. Malagas are selling at $1.75.

Apples, crabs, basket		0 35
Bananas crated, bunch	1 75	2 25
Blueberries, 20-qt. box		1 50
Cranberries, per crate		5 00
Cocoanuts, bag	3 00	3 25
Grapes, California, Malagas, crate		1 75
" " Tokays, crate		2 00
" Delaware, crate		2 00
Lemons, Verdillis, box		4 00
" Maoris, box		4 50
Limes, per box		1 00
Melons, Montreal, basket of 12 to 13	3 00	10 00
" Canadian, 6 to 9 in crate		1 50
Oranges, late Valencias	3 50	3 75
Peaches, California, box		1 25
" Canadian, basket	0 50	0 75
Plums, California, per crate	1 50	2 25
" Canadian, basket	0 40	0 70
Pears, California, (Bartlett) per box	3 25	4 00
" Canadian, basket	0 60	1 00
Pineapples, Florida, box	4 50	5 25
Watermelons, each	0 30	0 40

VEGETABLES.—Corn shows a very marked reduction this week. It is now quoted at 6c to 10c a dozen. Green peppers have also weakened, as the supply is increasing. They are now $1.50 to $2 per crate. No horseradish is offered. The general trend of the market is upward, although several of the earlier vegetables have dropped slightly. The market, taken as a whole, is active, and prices are reasonable.

Beets, old, bag		1 00
" new, dozen bunches		1 00
Carrots, dozen bunches		1 00
Cabbage, dozen		0 30
Celery, Canadian, dozen	0 40	0 75
Cauliflowers, dozen	1 00	2 00
Corn, dozen	0 06	0 10
Cucumbers, dozen	0 05	0 10
" basket		0 25
Green peppers, crate	1 50	2 00
Lettuce, dozen	0 15	0 40
Leeks, dozen		1 00
Onions, doz. bunches		1 00
" large, white, dozen		0 40
" Spanish, cases 150 lbs		2 75
" " crates 50 lbs	0 90	1 00
Potatoes, Montreal, bag	0 75	1 00
Parsley, dozen	0 10	0 15
Peas, Canadian, bag		0 75
Parsnips, dozen bunches		0 40
Sage, dozen		0 60
Savory, dozen		0 50
Spinach, Canadian, box		0 50
String beans, bag	0 35	0 50
" basket	0 30	0 35
Tomatoes, Montreal, gin box	0 25	0 75
" hot-house, lb		0 08
Turnips, bag		0 50
" new, dozen		0 15
Vegetable Marrows, dozen	0 50	0 60
Watercress, dozen		0 40

FISH.—The principal items notable in the fish market are the temporary withdrawal of B. C. salmon prices, the addition of dressed perch at 10c, and fresh eel at 9c per lb., and a reduction of 3c in the price of brook trout, this latter owing to increased receipts. In the salted and pickled list are also added quotations on small, medium and large green cod. Dore and pike are still scarce, but lake fish are coming in more freely. The demand for halibut is increasing, and their scarcity is advancing the price.

FRESH

Barbotte	0 10
Bluefish, per lb	0 14
Brook trout, per lb	0 22
Dore, per lb	0 13
Eels, fresh, per lb	0 09
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 04 0 05
Lake trout, per lb	0 10
Mackerel, per lb	0 12
Market cod, per lb	0 04
Perch, dressed, per lb	0 10
Salmon, B.C.	0 17
Sea trout, per lb	0 12
Steak cod, per lb	0 06
Whitefish, per lb	0 10

FROZEN

Dore, winter caught, per lb	0 10
Halibut, per lb	0 09
Steak cod, per lb	0 04
Salmon, B.C., red, per lb	0 10
Salmon, Fall, per lb	0 08
Salmon, Qualla, per lb	0 09
Salmon, Gaspe, per lb	0 18
Whitefish, large, per lb	0 08
Whitefish, small, per lb	0 06

SALTED AND PICKLED

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Green cod, No. 1 medium, per lb	0 03
" small, per lb	0 02½
" large, per lb	0 03½
Labrador herring, half barrel	2 80
Labrador sea trout, bbls	12 50
" " " half bbls	6 50
No. 1 mackerel, pail	2 00
No. 1 " half bbls	8 00
Skinless cod, 100 lb. case	5 25
Salmon, B.C., half bbls	9 00
Salt sardines, 20 lb. pail	1 00

SMOKED

Haddies, 15 lb. bxs., per lb	0 08
Kippered herring, per box	1 10
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 30
Oysters, choice, bulk, Imp. gal	1 50
" "Sealshipt" Imp. gal	1 90

TORONTO.

GREEN FRUITS.—Judging from the quantity of fruit which arrived on the day after Labor Day, the fruit growers had a "labor" day all right. The market this week is simply loaded wth all kinds of fruits and vegetables. Any one who visits the market must be struck with, not only the enormous quantity, but also with the excellence of the goods, and with the careful and honest packing. While we still hear of the unreliable packing of the Ontario fruit, anyone who carefully examines the fruit, as it is now assorted and done up, must come to the conclusion that our fruit packers no longer deserve a great deal of censure. Thousands and thousands of baskets come in which are packed absolutely straight, but if one comes which won't measure up to the standard, there is always a howl made. The fruit growers have wonderfully improved during the last few years, and deserve credit. They are only too glad to put up the goods right, if the consumer is willing to pay the price according to quality. Owing to this careful assorting we find the same varieties of fruit vary in price from 30c to $1 a basket. Some consumers are now kicking because they cannot pick out the best baskets in an average lot at the

same price. If one wants cheap fruit, he must take low grades. This is as it ought to be, and every one will get the quality to correspond with the price he is willing to pay. Peaches, plums, pears and apples are the leaders this week. St. John and the early Crawfords are the varieties now on the market, but some of the best varieties are still to come. Plums are in great varieties and in splendid condition, on the whole the market (and if it were in a more attractive place it would still be more so) is a picture of beauty and never before was fruit in such large quantities and in such excellent condition.

Apples, green, basket	0 15	0 35
Bananas	1 75	2 25
Blueberries, per basket	1 00	1 25
Currants, black, basket	1 40	1 50
Grapes, small basket	0 30	0 35
Lawtonberries	0 07	0 08
Lemons, Verdelli	4 00	4 50
Limes, crate	....	1 25
Oranges, Cal. Valencia	3 25	3 75
" Cal. small	....	2 50
Peaches, Cal., per case	....	1 40
" clingstones	0 25	0 50
" St. John	0 60	1 00
" Early Crawfords	0 80	1 10
Plums, Canadian, basket	0 25	0 40
Pears, Can., basket	0 30	0 60
Pineapples, per case	....	4 75

VEGETABLES—Owing to the enormous quantity of fruit, vegetables are somewhat side-tracked, but melons, egg plants, cucumber, tomatoes, corn, etc., are all there in abundance, and are picked up by the hundreds of retailers from day to day. Cantaloupes, especially are plentiful and of first-class quality. Tomatoes are also fine, and a little lower, selling from 15c to 25c a basket. Potatoes are 10c a bushel lower. The Eastern Delawares sell at $1.00 per bushel.

Beans, wax, basket	0 25	0 30
Beets, per bunch	0 20	0 25
Cabbage, Canadian, per barrel	1 25	1 50
Cantaloupes, Canadian, per basket	0 40	0 50
" " per case	0 75	0 80
Carrots, new, per basket	....	0 20
Celery, Canadian, per doz	....	0 60
Corn, dozen	0 08	0 10
Cucumbers, per basket	0 20	0 25
Egg plant, per basket	0 60	0 65
Onions, Canadian, green, per dozen	....	0 25
" Danvers, bag	1 15	1 25
" new, Valencias, crate	3 00	3 25
Peppers, green, per basket	0 30	0 35
" red, per basket	0 50	0 60

CANADIAN
Musk Melons
also
Rocky Fords
are rapid sellers

Plums } all kinds in
Peaches } large supply

PEARS

Tomatoes } late variety, smooth and solid
at their best

Wire, Phone or Mail your Orders to

Stevens & Solomon
Shippers of Canadian Fruits, etc.
HAMILTON, ONTARIO
Phones 2700 and 690

CANADIAN CRAWFORD
PEACHES
Now Coming Freely

Make your selection when in at the Exhibition

SWEET POTATOES and CRANBERRIES
Both these lines beginning to arrive.

OYSTERS *We are again to the front with the famous Long Island Native Oysters. Fresh Daily*

WHITE & CO., Toronto *Branch at* ***Hamilton***

There's a Reason!
Why our Lemons give such splendid satisfaction—carefully selected and packed. See that the boxes you receive bear the name

FRATELLI FOLLINA
Palermo and Messina
Packers of Finest Sicily Lemons.

Toronto **W. B. STRINGER** **Can. Agent**

New Crop Lemons

EXTRA FANCY

California "Squirrel" brand 270s and 300s
Verdelli "Marconi" brand 300s and 360s

EXTRA FANCY

California Late Valencia Oranges, "Golden Orange" brand, *the Best Orange Grown in the world*

GEORGIA WATERMELONS, and all other Foreign and Domestic Fruits

SEND US YOUR ORDERS

HUGH WALKER & SON
GULEPH, ONTARIO

Potatoes, Canadian, per bushel	0 75	0 80
" sweet, basket		0 65
" sweet, per hamper		2 75
Radishes, per dozen		0 25
Tomatoes, Canadian, per basket	0 15	0 25
Watermelons, each	0 30	0 45

FISH—As we are approaching cooler weather the fish market is gaining greater activity. Receipts are heavier, the quality is better and the demand is increasing. Smoked finnan haddie are in season and will be regularly in the market. All other kinds will soon come in, not only to supply the present needs, but also to go with cold storage for the winter.

Blue fins		0 06½
Carp		0 03
Cod, fresh caught		0 07
Eels, per lb.		0 08
Finnan haddie	0 07½	0 08
Haddock, fresh caught		0 07
Halibut, fresh caught		0 10
Herring, medium, per lb., fresh caught	0 05	0 06
Lobsters, each	0 25	0 30
Mackerel, each	0 15	0 20
Perch		0 07
Pike		0 06
Sea salmon		0 17
Trout, fresh caught		0 10
Whitefish, fresh caught		0 10
Yellow pickerel		0 09

DROUGHT AFFECTS FRUITS.

Government Correspondents Deal With the Crops in Canada.

Apple prospects, according to information received by the Fruit Division of the Dominion Government, declined during August. The drought, which continued throughout the greater part of the month, caused a fairly heavy shrinkage in the crop, though winter varieties particularly have been much benefited by the recent rains. The sample generally is undersized but a favorable fall may bring a large percentage of the crop up to the average at maturity. A noticeable feature in this year's apple crop has been the many clusters or bunches of small 'nubby' apples that have hung to the trees. This condition is apparently quite general both in Ontario and Nova Scotia, though large quantities of the inferior fruit have fallen. The dry summer, the depredation of insects, and in particular the work of the Aphis, in sombination with heavy 'setting' of fruit is responsible in a large measure for an unusual quantity of undersized and misformed fruit.

The report in referring to pears says that there is very little change in the pear outlook. A light to medium crop only will be harvested in Ontario. Pear blight is not quite as prevalent as last year.

Situation in Plums.

The plum outlook in southern Ontario is fair to good, although the drop has been very heavy, especially among the Bradshaws and Gueii. Considerable damage has also been done by hail in the Niagara district. The rains of the latter part of the month have been of great benefit to the crop, which will be at least a good medium, with the exception of Japan varieties. Correspondents report Japan plums light to medium; European plums a good medium and American plums medium to full crop. Red June, Burbank, Abundance and Bradshaw are light to medium; Lombards and Golden Drop medium to full crop; Reine Claude and Grand Duke, medium. The crop in British Columbia is light.

Peaches generally are a good crop in the Niagara district and in the Essex peninsula. Hail did some injury in the neighborhood of Grimsby. The Triumphs and Early Rivers and other large varieties are harvested and have been bringing good prices. Crawfords are reported heavier than usual in the Grimsby district and Elbertas somewhat lighter. Early peaches are reported medium and late peaches medium to full crop. There is very little peach rot this season.

There will be a fine crop of grapes in the commercial grape sections in spite of hail, which reduced large quantities to the wine class between Beamsville and Winona. The crop this year is very free from insect and fungus diseases. Concords are a full crop; Niagaras nearly full, and red grapes a medium to full crop.

Good Crop of Tomatoes.

The early varieties are now marketed in southern Ontario. They have been a good crop. Prices have ruled rather low. Late varieties promise a medium to full crop. They are ripening rather late and there is some danger from early frosts before they are all picked. A medium to full crop of tomatoes is reported generally. There is very little complaint of rot.

More Energy Needed Where Competition is Keen

Comparisons Among Various Towns and Cities Showing Average Population to Every Grocery Store—The More Fortunate Have an Average of About 500—Methods Required for Enforcement Where the Competition is Lively.

By B. H. Thomas.

The number of grocery stores that can exist with profit in a town or city in comparison to the population is a problem which is thought over a good deal by many merchants.

The question is one, of course, which presents various phases. For instance, if a city has a population of 50,000 and has 100 grocery stores it does not necessarily follow by any means that each grocer looks after the wants of 500 of the inhabitants.

At the same time a city may have too many stores for the population. Every grocery, no matter what its size or the quality of service or goods it possesses, attracts a certain amount of custom. If every other store on the main street is a grocery store or if every corner in the outlying districts contains a couple of groceries there are going to be too many in that city.

If all these are on an equal footing as regards appearance, service methods, etc., are concerned, none would have much of a chance to become successful in making money. Even if they are not on equal terms, every one has its own attractions and few of the proprietors become millionares.

It is clear that there can be too many grocery stores in a business centre and it is a fact that in some places there are too many in order that all or even the majority may secure enough trade to make their remaining in the business profitable.

Some Less Lucky Than Others.

A comparison among a few of the leading towns and cities in Ontario, demonstrates the fact that grocers in some are more fortunate than those in others. Bradstreet's trade guide in its latest issue, is authority for the figures used below. Toronto with a population of some 300,000 has 603 groceries, which on an average means about 500 to every store. It may be placed in the same class as Ottawa, which city has a population of over 80,000, and has about 170 groceries or about 500 to each store. These two cities should consider themselves lucky when Hamilton and London are looked over. The former with 62,000 people has about the same number of groceries as Ottawa, having only 360 people to each one. London fares still worse. Its population is estimated at 48,000, and yet there are 246 grocery stores. This means a store to about every 200 of the population.

Brantford, Peterboro, Guelph and Berlin, are in the next class, so far as population is concerned. Brantford, with 20,000 people, has 40 stores, or one to every 500; Peterboro with 16,000 has 50 groceries, which means one to 320; Guelph has 30 stores to feed 14,000, or one to 466 people, and Berlin with 13,000 is fortunate in having only 25 stores, one to 522.

In Chatham there are 40 groceries for 10,228 of a population, or one to 250. Belleville has 25 for 10,000 people, which means one to 400, and Lindsay with 7,500, has 17 stores, one to about 444.

While these figures were nearly correct at the time the last estimates in Bradstreet's were compiled, they are certain to have changed somewhat since. But it is not likely that the change has been very great and so far as the average number of people to each grocery store is concerned, the above figures will not be far astray.

Value of Competition.

Competition therefore is keener in some places than in others; and this is the very point that needs the attention of those members of the trade who are anxious to build up their business.

Where a man is alive to the trend of the times, competition becomes the life of his trade. He is continually reaching out after new business, and ways and

means continually present themselves to him. He surmounts obstacles that, without competition, would impede his progress. His business vehicle travels on because he applies his utmost energy to the wheel.

There are various means by which competition can be met. In these modern times service in the store is one of the paramount features. No grocer who neglects to serve his clientele as they require to be served, will have a chance to do so for very long. It is the man who uses tact in attending to his customers who wins out in the race for business.

Next to service comes system in looking after the buying of goods and the disposal of them to the consuming public. Modern book-keeping methods are now in use, and it is not much trouble for the systematic man to know just where he is at. Buying must be carefully attended to in order that the proper prices are paid and in order that the goods that are demanded are on the shelves.

Quality of goods, educating clerks, general store management, window and exterior displays and advertising are among the other prominent features for careful consideration.

The story of the "survival of the fittest" is old but true, and it applies to the grocery trade as well as to armies and nations.

FROST AND THE BEAN CROP.

Damage Done in Some Places in Western Ontario—Beans Now Being Pulled.

Chatham, Sept. 7.—Light frost was reported throughout this section on the night of Sept. 1. In the immediate vicinity of Chatham and Blenheim, as well as in the Essex section, little damage is reported.

In the vicinity of Highgate, in Oxford township, the frost is reported to have been more severe. Ice was formed in some places. In many cases the bean crop suffered severely, and bean growers will be heavy losers. Here and there weeds protected the crop, and comparatively little damage was done.

As Highgate is the centre of a large bean growing section, the effect of the frost on the bean crop in general, if the first serious reports prove correct, will be considerable. In other sections the frost does not seem to have hurt the beans.

The pulling of the early beans is actively in progress in many places.

ON A START OF $50 A YEAR.

Death of a Millionaire Merchant, Who Acquired Great Wealth in Business.

Death recently removed the most picturesque businessman in Ohio State, U.S.A., when Leon Houston, sixty-eight, a bachelor, worth probably $1,000,000, died of cancer of the stomach at South Charleston.

Mr. Houston was born in Springfield, and started his business career on a salary of $50 a year. He soon established a country store at South Charleston and acquired his wealth through that institution as a nucleus. In time he and his two brothers branched out until they were in a position to supply all the needs of the rich farming community about Charleston, a village of 2,000 people. The Houston brothers sold everything there was to sell from lumber to silks, from needles to traction engines.

They established a bank and took care of every kind of business. They have long held the reputation of being the heaviest wool buyers in the State of Ohio. At the time of his death Mr. Houston was the owner of more than 5,000 acres. Many stories are told of his generosity, and of his carefulness in a business deal.

Scores of worthy families, holders of fine farms in this and adjoining counties, got their start from Mr. Houston, who would rent them land, give them cows, horses and implements, and set them on their feet in farming. He was active in politics a score of years ago, having been a county commissioner and later a member of the state board of

CHOICE CANNED
LOBSTERS

That's our business. That is what we have been packing for years. We are one of the oldest and largest firms in Canada and our brands are special. Their quality is always uniform. We make standard sizes to suit the trade and guarantee every tin of

Golden Crown Lobsters
or
Golden Key Lobsters

Your Jobber Has Them

W. S. Loggie Company, Limited
Sole Packers
CHATHAM : NEW BRUNSWICK

Be Careful
About Your Salmon!

The scarcity this year will result in the packing of much salmon which will not be up to usual quality.

To ensure your getting reliable salmon, the kind your customers want, order

QUAKER BRAND
SALMON

Only the choicest fish from the Fraser and Skeena Rivers find their way into the tins bearing the QUAKER label.

SECURE PRICES FROM

MATHEWSON'S SONS

Wholesale Grocers
202 McGill St. : : MONTREAL

equalization. He was greatly interested in South Charleston, and as a member of the village council, constantly strove to make the town more beautiful.

Mr. Houston became in later years a great traveler, and visited almost every known country, crossing the Atlantic a score of times.

The Advantages of One Line Window Displays

Attention, Says an authority, Should be Confined to the Particular Article on Sale—Even if Onlooker is not in Receptive Mood a Knowledge of the Display is Likely to Remain With Him—Bermuda Grocer Dresses a Tea Window.

Down in Hamilton, Bermuda, the grocers pay especial attention to the art of window dressing as well as they do in Canada. The photograph reproduced on this page is one of the window displays in the store of A. S. R. Spurling, of that town.

Mr. Spurling is an influential merchant in the Bermuda capital. He believes in having an attractive store with attractive windows and finds these methods profitable. As the display indicates only tea is used, the one line idea being carried out.

An authority on window dressing in this respect says that displays simply serve to attract attention and unless those attracted are in a receptive mood, that is ready mentally and financially to buy—even though they may be wholly or partially unconscious of the fact themselves—there is only a remote chance for a sale. To those interested in the goods shown and prepared to buy, a good display of these goods must necessarily be a more attractive and effective inducement to enter the store than any freak, fancy or showy display, however, catchy and generally interesting. With the public already educated to demand a wide range of choice to select from, and the tendency strong toward increasing this range, it is obvious that every available inch of display space is needed to give the impression that a very large selection is carried in stock.

The effect of window displays on those not in the proper position to buy at the time is uncertain. The latter may be very pleasantly impressed, but not in the way that will bring their business, and almost never in the manner that produces an impulse to buy on the spot. Here the chance is in favor of the display confined strictly to the one particular class of goods. It is much more likely to germinate an impulse to buy at once, and it stands to reason that when the question of buying the goods comes up afterward, the choice of a store is more likely to be influenced by the remembrance of a good display, than one whose salient features, however, pleasing, had little or nothing to do with what is on sale.

Other kinds of advertising—newspaper, for example—coupled with special inducements to buyers, actually create or at least open markets for the articles. No dealer would think of supplementing these with an irrelevant window display. He would naturally strive to make the best possible and most complete showing of goods. His sales are at all times governed by the demand he can create for what he has to sell, and never by the interest centred on free shows that distract attention from them.



Tea Window Display in Store of A. S. R. Spurling, Hamilton, Bermuda.

MODERN EQUIPMENT.

Stewart & Co., Nelson, B.C., have opened their new grocery store in Green Bros. and Burden's new block on Ward Street. The business will be under the management of Major Lorne Stewart. The premises have been splendidly fitted up and the shelves along the walls are crowded with a new stock of standard grocery lines. The store is well lighted in day time by three large windows and two glass doors and at night by huge 500 candle power Welsbach lamps. Two of the windows will be used for show purposes and the third for admission of light only. A feature of the windows is that above each is a large semicicular glass ventilator which will serve both to keep the air in the store pure and fresh and to admit light.

WHITE SWAN
100% PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS



We manufacture the best, clearest, and purest salt for all uses.
WESTERN SALT CO., - Mooretown, Ont.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1880
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

THE MEN BEHIND THE PRODUCT

We want to tell you something about ourselves as well as our goods. We have for fourteen years been in our present business—the catching, packing and shipping of the famous

BRUNSWICK BRAND SEA FOODS

We obtain the choicest supplies, employ the highest skilled help and use the most modern and sanitary methods. We give an A1 service and believe in prompt, polite treatment.

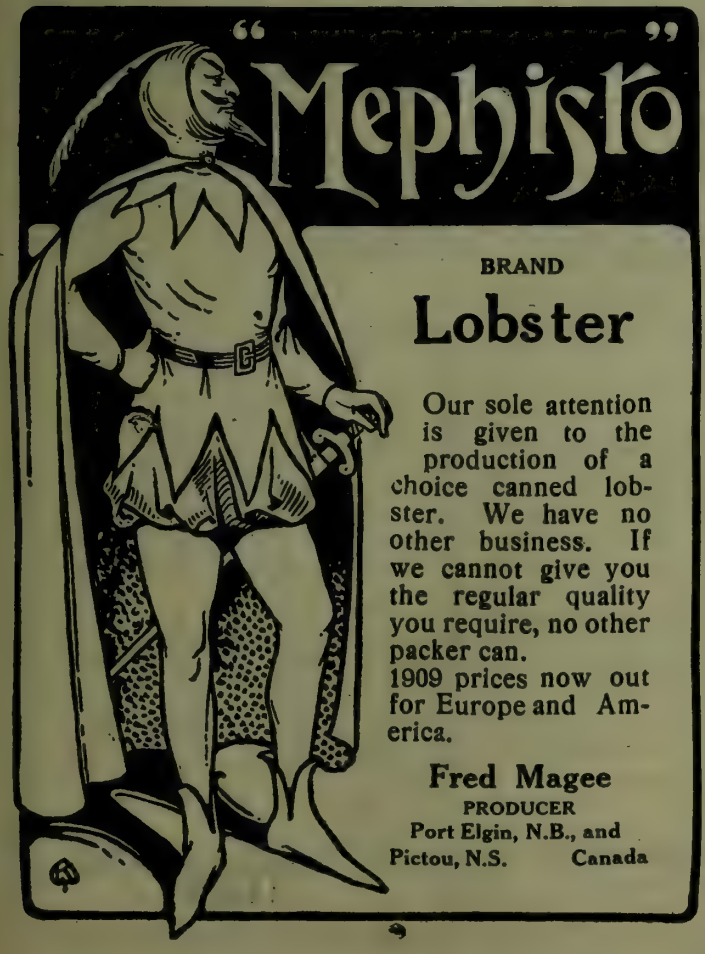


SELL THE BRUNSWICK BRAND

IT IS WHAT THE PEOPLE CRAVE FOR

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros. Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co. Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.



BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and Pictou, N.S. Canada



By Special royal permission.

"King Oscar" *Brand* Norwegian Sardines

You are vitally interested in the fact that "King Oscar" Brand Sardines are BIG SELLERS. Their quality gives them first call with discriminating buyers.

These Sardines have established the reputation as the purest, sweetest and best packed on the market.

STOCK "KING OSCAR" SARDINES

J. W. BICKLE & GREENING
(J. A. HENDERSON)
Canadian Agents HAMILTON, ONT.

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Coristine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

I AM STILL SELLING BISCUITS AT OLD PRICES

Although the price of flour has advanced I am not asking more for biscuits.

I offer some especially fine sellers at very attractive prices.

Will quote f. o. b. your station.

Send for free samples to-day.

Victor Archambault
Wholesale Grocer,
SHERBROOKE, QUE.

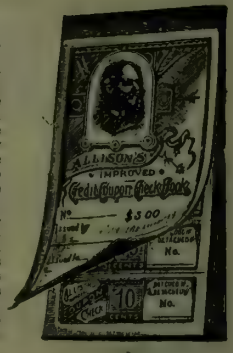
P. S I am open for one or two first class agencies Fine connection thoughout Eastern Townships.

Mr. Level-Headed Grocer

Which will YOU do, hold the credit customer AND GET YOUR MONEY OUT OF HIM? Or lose both the customer and the money he owes you? The answer ought to be simple. There is ONE WAY to hold this class of customers, please them, and avoid loss. That way is by using the

Allison COUPON BOOK SYSTEM

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, U.S.A
Order them from your Jobber

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with :—
- Tea Gardens of the World.
- Tea from Seed to Leaf.
- Tea from Leaf to Cup.
- The Tea Marts of the Orient.

Part II :—
- How to Test Teas.
- Where to Buy Teas.
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas.
- How to Establish a Tea Trade.
- Tea Blending.

275 Pages Price $2.00
Fully Illustrated

MacLean Publishing Co.
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10 Front St. East - - Toronto



ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle at dealers or delivered. Horse Book 5 D free.
ABSORBINE, JR., (mankind, $1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

Wolverine

Show Case



The best show case made in America for the money.

Price, $4.50 per foot f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents:
ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited



TIME MEANS MONEY

You save both when you have McGregor's Patent

BAG HOLDER

It holds all kinds from ¼ to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.

KILGOUR BROS.
19 Wellington St. West, - TORONTO



Exclusive
SPECIAL
Adjuster

Elgin National Coffee Mills

can be regulated to grind coarse or fine when running and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue,
WINNIPEG—G. F & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

BLACK JACK

"THE WONDERFUL PASTE FOR FAMILY USE."

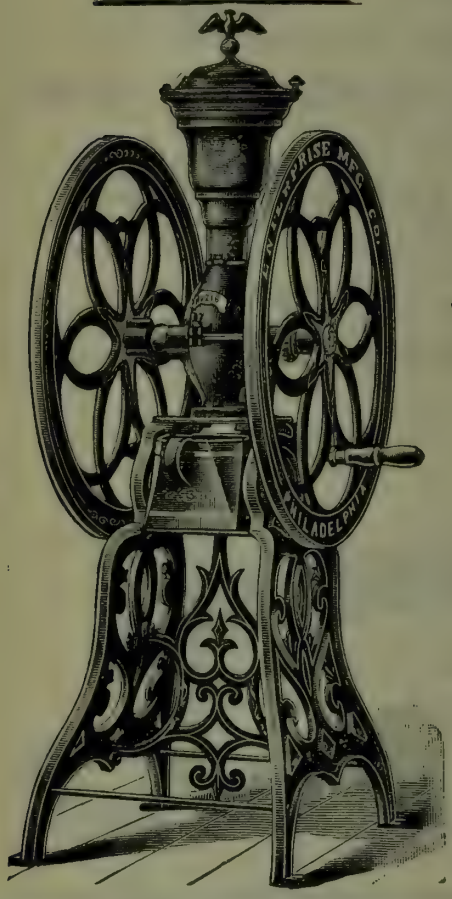
TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

FINE!



All of them can be adjusted for fine or coarse grinding while running and either way results are

"FINE"

"ENTERPRISE"



Rapid

Grinding and Pulverizing Mills

If you are interested in a hand Mill, you will find exactly what you want. Between the large and small Mill shown here are many sizes, styles and prices—all of "Enterprise" excellence.

No. 216, at the left, holds 6½ pounds of coffee and grinds a pound with 50 turns. It stands 5 feet 8 inches high and weighs 320 pounds. Can be equipped for power.

No. 7, at the right, holds 1¾ pounds of coffee and weighs 62 pounds It stands 21½ inches high and will grind a pound of coffee with 75 turns Made for granulating or for pulverizing. As in all other "Enterprise" Mills the grinders are warranted equal to steel. Write for illustrated catalogue.

The Enterprise Manufacturing Company of Pa.,

21 Murray St., New York PHILADELPHIA, U.S.A. 438 Market St., San Francisco

Get a **STANDARD** Horizontal **BRADLEY STENCIL MACHINE** and you will have a Machine **BUILT FOR HARD USAGE,** Rapid and **EASY** to **OPERATE.**



HAMILTON STAMP & STENCIL WORKS, Ltd.

SOLE AGENTS FOR CANADA

HAMILTON, - ONTARIO

TRADE MARK KEYSTONE BRAND REGISTERED

There must be

GENUINE MERIT

in any brand of goods that *holds its place in the market* for years. The

KEYSTONE BRAND BRUSHES and BROOMS

have not only held their place but have risen to the very top, as shown by the rapid and steady increase in demand for these goods.

Manufactured by

STEVENS-HEPNER CO.

LIMITED

PORT ELGIN, - ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
5-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
¼-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 25
" 1 lb.	4 80
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case).

	per doz.		per doz
Strawberries	3 25	Sweet cherries	2 40
Peaches	2 85	Red currants	2 40
White cherries	2 85	Black currants	2 40
Red raspberries	2 40	Green G. plums	2 40
Black raspberries	2 40	Lombard plums	2 40
Lawtonberries	2 40	Blue plums	2 40
Red cherries	2 40	Pears	2 40
Black cherries	2 40		

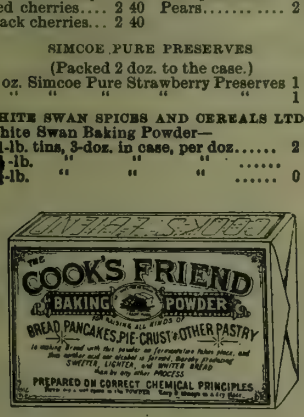
SIMCOE PURE PRESERVES

(Packed 2 doz. to the case.)

12 oz. Simcoe Pure Strawberry Preserves	1 35
16 " " " "	1 75

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

In Cartoons	per dozen
No. 1, 1-lb., 4 dozen	2 40
" 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" 2 "	2 20
No. 12, 4-oz., 6 dozen	0 70
" 3 "	0 75

In Tin Boxes	per dozen
No. 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs	14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00

White Swan Wheat Kernels, per doz.	$1 40
White Swan Flaked Rice, per doz.	1 00
White Swan Flaked Peas, per doz.	1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Chocolates and Cocoas.

THE COWAN CO. LIMITED.



Cocoa—	
Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Solu le, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22
Special quotations or Cocoa in bbls. kegs, etc.	

Unsweetened Chocolate—	Per lb.
Plain Rock, ½s & ¼s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 10c size, 2 dozen b xes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½s and ¼s, 12-lb. bxs., per lb	$0
Queen s Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½s, ¼s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½s " " "	0 25
" 8's " " "	0 28

Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. P. Maclaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	¼ doz.	to case	per doz.	$	.90
½ "	" 4	" "	"		2.40
½ "	" 2	" "	"		4.75
1 "	" 1	" "	"		9.00

EPPS'S.

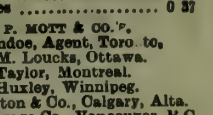
Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½s	0 38
" " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1-5 lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 5-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb pails and 10, 25 and 50 lb boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 1	
Desiccated	0 16	0	

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 25c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese—Imperial

Large size jars, per doz	8 25
Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars, per doz	1 60

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 35
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

CLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

'Vita" Pasteurized Extract of Beef.	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2
" " groats ½-lb. tins	1
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.





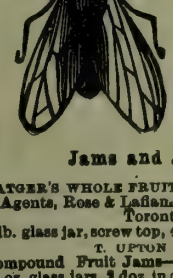
Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.





Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for 2 80.

5 boxes 2 75

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07

Friends—Not Growlers



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always made up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

2 IN 1

THE WORLD'S BEST SHOE POLISH

Men swear by it—Not at it

Lasts Surprisingly
Polishes Rapidly
Wears Off Slowly
Is Waterproof

No grocer can afford to be without this rapid seller.
It absolutely leads the field in shoe polishes.

The F. F. Dalley Co., Ltd.
HAMILTON, CANADA, - - AND - - BUFFALO, N. Y.

EXHIBITION

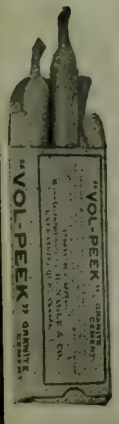
The works of

James Dome Black Lead

have been before the public for over 60 years, proving itself to be the best ***STOVE POLISH*** in the world. Gives a clean, brilliant lasting shine.

NO DUST. **NO DIRT.**

W. G. A. LAMBE & CO. - Canadian Agents.



A specialty that is in reality a staple, but one that yields more than staple profits—that sort of a proposition will always appeal to you. In

"VOL-PEEK"

GRANITE CEMENT
for Mending Holes in Pots and Pans.

this is what we offer you. It is a great seller all the time—and yields you a large prof t. *Send for a trial lot.*

H. NAGLE & COMPANY
LAPRAIRIE, QUE.



CAPSTAN BRAND PURE MINCE MEAT

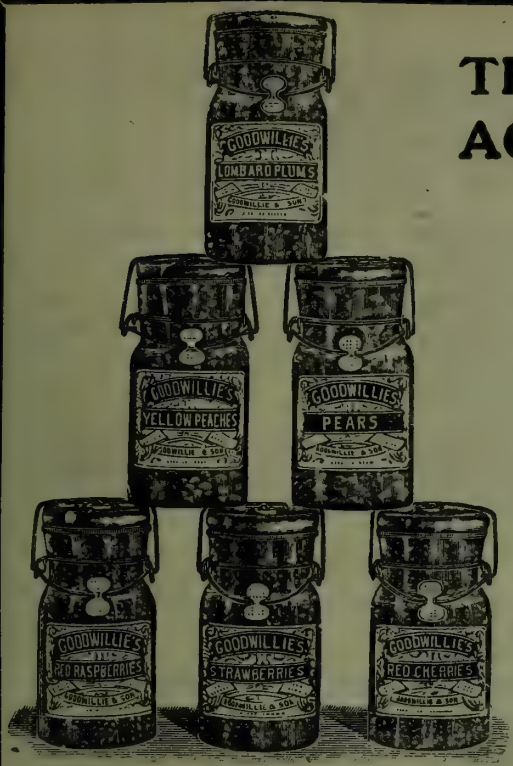
Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.



THE ACME

OF FRUITS IN GLASS

Agents:
Rose & Laflamme, Limited
Montreal and Toronto

Malaga Table Raisins
Malaga Loose Muscatels
Jordan Shelled Almonds
Valencia Shelled Almonds

PACKED BY

José Segalerva

Malaga, Spain,

are the best goods of their kind on the market to-day.

These lines are all seasonable.

Agents:

Rose & Laflamme, Ltd.

Montreal and Toronto

	Per
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

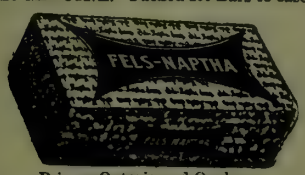


Assorted Case,	Contains 4 doz...$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases, or more	4 95



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price
'Shirriff's" (all flavors), per doz. 0
Discounts on application.

Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 60 lbs.	0 11
20-lb. Pails.	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10½
Tubs	0 10½
20-lb. pails.	0 11
20-lb. tins.	0 10½
10-lb. "	0 11½
5-lb. "	0 11½
3-lb. "	0 11½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, -lb. glass jars	1 75
" " 20 5-lb cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulo large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ...per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½ lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
" 60 ½-lb. "	

No 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

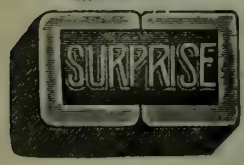
Magpole soap, colors	per gross	$10 20
" black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	13 06
Straw ... polish.	"	18 92



3 doz. to box..... $3 60

6 doz. to box ... $7 20

30 days.



1 Box Price $1.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. cartons	$0 07
No. 1 " 1-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 7
Benson's satin, 1-lb. cartons	0 7½
No. 1 white, bbls. and kegs	0 0[illegible]½
Canada White Gloss, 1-lb. pkgs...	0 6½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

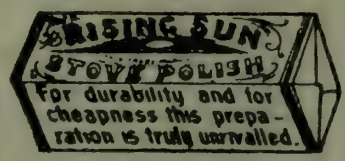
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb...	0 06½
Finest Quality White Laundry—	
3 lb. Canisters, cases of 24 lb..	0 06½
Barrels, 200 lb	0 07¾
Kegs 100 lb	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb...	0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½ gross boxes	$6 50
Rising Sun, 3-oz. cakes, gross boxes	6 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¼ "
¼ barrels, 175 lbs.....	0 03¾ "
Pails 25 lbs.....	1 30 each
" 38½ lbs.....	1 80 "
Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case.....	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)



Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label 1's and ½'s.....	0 44	0 60
Red-Gold Label, ½'s.....	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

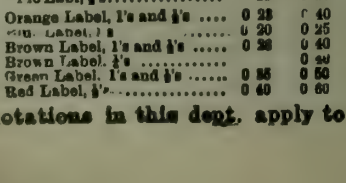


EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c..... ....1s, 20c.; ½s, 21c.	
30c.... ....1s and ½s, 23c.	
40c..... .... 1s and ½s, 28c.	
50c..... .....1s and ½s, 35c.	
75c.....1s and ½s, Vulcan, 50c.	

100 lb. lots freight paid.



Label, ½'s.....	21	0 28
Orange Label, ½'s and ¼'s	0 28	0 40
Green Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

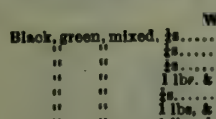


BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" ½'s....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00



	Wholesale	Retail		
Pink Label 1's and ½'s	30c.	40c.		
Gold Label 1's and ½'s	35c.	50c.		
Lavender Label 1's and ½'s	42c.	60c.		
Green Label 1's and ½'s	50c.	75c.		
Canisters				
Gold Tins, 5's	35c. 1.75	50c. 2.50		
Gold Tins, 3's	35c. 1.05	50c. 1.50		
Gold Tins, 1's	35c. each	50c. each		
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.		
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.		
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.		



MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed, ¼s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " ¼s.....	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.....	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s..	0 30	0 40
" " ¼s.....	0 28	0 40
" " ½s.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

We pack Japans in all grades at same prices. We pack in 50 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, ½-lb., retail at 25c.....	$0 20	
" " ¼-lb. "	0 21	
Label, retail at 50c.....	0 28	

BIDGWAYS.

London, Vancouver Winnipeg and Ceylon

Green Label, " 40c.....	0 30	
Red Label, " 50c.....	0 35	
Orange Label, " 30c.....	0 42	
Gold Label, " 80c.....	0 55	



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 50
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ¼-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s.....	36
Black Watch 11s	38
Bobs 5s and 10s.....	38
Bully 6s.....	44
Currency 5½s. and 10s.	38
Stag 5s.....	38
Old Fox 12s.....	44
Pay Roll Bars 7½s.....	56
Pay Roll 7s.....	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s..	45
Empire 5s, and 10s.....	36
Amber 8s. and 3s.....	60
Ivy 7s.	56
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	51

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100.....	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20.....	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100.....	55 00

Cut tobaccos.

Petit Havana, ¼, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ¼-lb tins.....	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per dos.....	$18 00
Absorbine Jr., per dozen.....	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case ..	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S



BAKING SODA

It isn't only that

"COW BRAND" BAKING SODA

is stronger and purer than any other package or bulk soda but that it is always uniform and thoroughly reliable.

The housekeeper's guarantee lies in the reputation of the manufacturers.

Your guarantee for profit lies in "COW BRAND" Baking Soda's popularity with the housekeeper.

Ask your jobber for same

Church & Dwight

MANUFACTURERS

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

The Beardwood Agency

313 New York Life Building - MONTREAL

BE BEFORE HAND

with your Autumn order for

SALT

and avoid possible inconvenience from delay.

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Prunes, Peaches, 'Cots

all going to advance. Have bargains in these lines, and also in Canned Salmon. First come, first served.

Empire Brand

4 Free Phones

Use Freely

Mail and Phone Orders a special feature

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

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Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 17, 1909. NO. 38.



Studying the interests of your customers is what holds their trade

Robinson's Patent Barley

is a food of necessity in every family—
It is a food for children and every mother will thank you for selling it—
Besides—It pays you a handsome profit—

Write for particulars.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, **Montreal**

Always the same—and always the Best

Benson's *"Prepared"* Corn

for cooking purposes

Edwardsburg *"Silver Gloss"* Starch

for the laundry

The care that is exercised in the selection of the finest corn, and the methods employed in the manufacture of our goods make it absolutely sure that Purity and Perfection must follow— Remember the brands when buying.

EDWARDSBURG STARCH CO.

ESTABLISHED 1858 LIMITED

53 Front St. E., TORONTO, Ont. Works: CARDINAL, Ont. St. James Street, MONTREAL, P.Q.

UPTON'S PURE JAMS

Upton's New Season Pure Jams Now Ready

Absolutely pure and delicious in flavor and preserved in gold-lined, hermetically-sealed 5-lb. pails and 16-oz. glass jars.



Upton's Pure Orange Marmalade

Well and favorably known by the grocer and his customers throughout Canada, where it has been made and sold for over fifteen years.

THISTLE

Canned Haddies, Kippered Herring, Tunny Fish.

No other brand is "just as good" as the Thistle because no other Haddies are quite so scrupulously cleaned (always a Haddock and never anything else)—no other Kippered Herring can be quite so toothsome because the Herring come from St. Mary's Bay—no other Tunny Fish are quite so carefully selected. Buy the "Thistle" and you buy the best.

COX'S *Gelatine*

Let that household word "Cox" guide you right when stocking with Gelatine---the perfect product whose purity has never been questioned. With it you are safe,---powdered or shredded, but either way equally as free from deception. No "premiums" inside the box---because no premium offer is necessary to induce sales.

CODOU'S *Macaroni*

Look for the name "Codou's" on the package and rest assured of highest quality in Macaroni, Vermicelli or Pastes. Cleanliness is a hobby of the makers. And delicacy is a feature of the product of this grand old house in Marseilles, France, established half a century ago.

Arthur P. Tippet & Co., Agents

MONTREAL AND TORONTO.



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East
"Face-to-Face Business" HAMILTON

Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 4½ millions Iaishmen prepared to buy Canadian Goods?
Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

If you want the real thing, buy MUNN'S genuine, non-freezing Cod Liver Oil. Original Process. In 25-gallon, tin-lined barrels.
Highest Prizes and Gold Medals at European Exhibitions. Stock carried. Wholesale only.

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.

Manufacturers' Agent and Warehouseman.

Importing Commission or Buying Agent.

Warehouse: City Spur Track.

Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.

P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines

W. H. Millman & Sons

Grocery Brokers

TORONTO

Ask us for quotations on green apples, in car lots.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S. NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER WHOLESALE BROKER, and MANUFACTURERS' AGENT

Ceylon Teas, Coffees, Spices, Mustard. Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea —stood the test in Western Canada for over 12 years— sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.

Yours truly,
G. C. WARREN

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT
One Car Barbadoes Muscavado
One Car Bright Jamaica Crystal

PRICES SUBMITTED

LIND BROKERAGE CO.
23 Scott Street Toronto

TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to

THE CANADIAN GROCER

Montreal Toronto Winnipeg

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

H. B BORBRIDGE

Manufacturers' Agent and Broker

OTTAWA

Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

Try a business card in The Canadian Grocer.

Talking About Spices

Do you know that we import all our Spices direct from the country of growth? We clean and grind our Spices in our own mill—one of the finest, up-to-date, spice mills in the country. This enables us to give you Spices of Unexcelled Quality and at prices Exceptionally Low.

Our lines of PACKAGE SPICES are new, packed in very attractive packages and are money makers.

Why not get in on the good things and send us your Spice orders ?

EBY-BLAIN, LIMITED

Wholesale Importing and Manufacturing Grocers.

TORONTO

A PHENOMENAL SELLING LINE



40c.	Grade costs you	30c.	per lb.	in lead	packages.
50c.	" "	35c.	"	"	"
50c.	" "	35c.	"	in 5lb and 3lb	fancy tins.
50c.	" "	36c.	"	1lb and ½lb	" "
60c.	" "	42c.	"	in lead	packages
75c.	" "	50c.	"	"	"
1.00	" "	70c.	in ½lb	fancy	tins
1.00	" "	72c.	" ¼lb	"	

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St., MONTREAL

STRAIGHT POINTERS

Dealers who are in the market for Canned Goods will find it distinctly to their advantage to order the "Essex" brand, based on these prime facts:

—We are located in the finest garden section of Canada, where Corn and Tomatoes grow to perfection.

—We own one of the largest, newest and most perfect canning plants in the Dominion, with every facility for doing things right.

—We are thoroughly independent and have no connection in any way with the Canners' Combine or any other trust.

—We expect to pay something for advertising and are putting all we possibly can of value into all our goods.

Why not get the best when it costs no more? There are reasons why we can do better for you than any house in the trade. Put us to the test.

THE ESSEX CANNING AND PRESERVING CO., Limited

ESSEX - ONTARIO

A strong combination-

¶ An extensive garden of three thousand acres in the heart of Prince Edward County, Ontario; a canning factory without a peer in the completeness of its modern sanitary and mechanical equipment, and the cleanliness and skill of its employees; that is the combination which produces "Farmer Brand" Canned Fruits and Vegetables.

¶ Consequently every can of Farmer Brand is pure in quality and perfect in flavor. Farmer Brand brings and retains for you the quality customers —people who want the very best and are willing to pay a fair price to get it.

The Farmers' Canning Company

Bloomfield, - Ontario

The West Wants High Class Goods This Fall

The biggest crop in the history of the country is being sold now at record prices.

And you know that Westerners are good spenders.

You have a right to expect good sales in the West this Fall if you are properly represented here.

We are handling the lines of other manufacturers and shippers with the utmost satisfaction to them—and we can do the same for you. Our facilities are unexcelled.

RICHARDS & BROWN

WHOLESALE COMMISSION MERCHANTS

314 Ross Avenue : : : Winnipeg, Man.

WE HAVE OUR OWN LARGE TRACK WAREHOUSE IN THE HEART OF THE WHOLESALE DISTRICT

QUALITY BUILDS TRADE

It is the basis of all merit, worth and reputation. That is why the

RIVERDALE BRAND

of canned fruit and vegetables pleases so many people. They are a line on which the grocer can specialize and concentrate his attention and energy with good results.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO

"Old Homestead"

BRAND

CANNED FRUIT AND VEGETABLES

No trouble or expense is spared by us to maintain the high standard of excellence we have reached.

You can, therefore, candidly recommend **Old Homestead Brand** to your customers.

We absolutely guarantee the contents of every can to be pure and of the best quality. Nothing but fresh fruit and vegetables are employed in the canning and no preservatives whatsoever are added.

Order from your jobber and don't be put off with some other kind **just as good**.

The Old Homestead Canning Co.

PICTON - - ONTARIO

To get away from competition there are two roads--to sell goods so cheaply as to be below competition and to sell goods so good as to be above competition.

Meyer's Currants

are in a class by themselves, AWAY ABOVE.

Large quantities, many thousands of cases of MEYER'S CURRANTS are now on the way to Canada by the direct steamer which sailed from Patras, Sept. 9th. Perhaps there are in Canada some few Wholesale dealers, who aiming to be below competition, cannot supply you with Meyer's Currants. If you have any difficulty in obtaining them please communicate with our Agents in your district who will gladly give you the names of those who are importing.

W. Meyer & Co., Limited, Patras

AGENTS IN CANADA:

C. L. Marshall & Co., Toronto
Jas. Somerville, Hamilton
J. Harley Brown, London
Watson & Truesdale, Winnipeg, M.
C. E. McMichael, St. John, N.B.
A. B. Mitchell, Halifax, N.S.

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

Ginger-Bread
BRAND
Molasses

Simply Out-Classes—That's All

Packed in tins, 2's, 3's, 5's and 10's.
Pails, 1's, 2's, 3's and 5's, and in bulk.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

O·K

THE COLD MEAT

SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

Are you handling the original magic hand cleaner?
For the effective chasing of all

SNAP

dirt, grease tar, or paint from the hands "SNAP" is unrivalled. Sells at sight. Order from your jobber



SNAP Co. Ltd. MONTREAL CANADA

McCORMICKS

The mere *thought* of these wonderfully pala table biscuits—*McCormick's Jersey Cream Sodas*—creates an everlasting appetite for this ever-satisfying delicacy.

Delicately crisp, delightfully appetizing—and, above all, decidedly nourishing, is far from expressive of the uncommon merits of *McCormick's Jersey Cream Sodas.*

Tell your customers what a satisfying, strengthening "between-meal nip" *McCormick's Jersey Cream Sodas* make. You'll win trade if you do.

JERSEY CREAM SODA BISCUITS



This is a picture of

THE McCASKEY GRAVITY REGISTER

Over 50,000 merchants are keeping their accounts by the McCaskey Total Forwarding, One Writing System.

ARE YOU? IF NOT, WHY NOT?

Let us tell how it will save you money.
Information is free for the asking.

The McCaskey Register Co.
Cor. Hughson and Rebecca Streets - Hamilton, Canada

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E.
London, England

Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

HAVE COME TO CANADA

With their well-known Brand in Glass Moulds and Tins.

English Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

Excellence of Quality

Guaranteed Pure and all Packed in England

Agents for Quebec and Ontario---ROSE & LAFLAMME, Ltd., Montreal and Toronto.
Agents for Provinces Manitoba, Saskatchewan and Alberta--MASON & HICKEY, Winnipeg.

"ASEPTO"

SOAP POWDER

takes the place of soap on every occasion. Is most economical, and will positively destroy germs.

Better than the best on the market, and the packet is as large as the worst.

"Asepto" Sweetens Everything

and is everywhere having a wonderful sale.

Avail yourself of this opportunity of reaping a handsome profit on this quick-selling line.

Order to-day from your jobber.

MANUFACTURED BY

The Asepto Mfg. Co.

ST. JOHN, - - - - N.B.

Valencia Raisins

A. MAHIQUES PARIS
DENIA

For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

"It gives us great pleasure to say that "the A. Mahiques Paris Brand Fine "Selected Raisins purchased from you "this year have turned out exceedingly "fine in quality. We have compared "them with what we considered other "first-class brands, and in our opinion "they are superior to any Fine Selected "we have examined this year."

Thos. Bell, Sons & Co.

AGENTS

MONTREAL

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv,
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE WINNIPEG



She doesn't take kindly to substitutes for

Windsor Salt

nor to the grocer who fills her salt order with anything else but this bag, with this familiar trade mark on it. Most of the housekeepers in Canada agree with her, too.

The Canadian Salt Co.
Limited
Windsor - - - Ontario

Carveth & Company

Manufacturers' Agents
and Importers

Sole Agents for Canada for

The Swiss Frey Chocolate Company, Limited

MILK AND NUT CHOCOLATE SPECIALTIES

ALSO

Sultan Brand
Genuine

Turkish Delight

600 LINDSAY BUILDING, MONTREAL

It is a genuine satisfaction

to sell an article with a guarantee behind it. Are you stocking

CONCORD NORWEGIAN SARDINES?

The brand with a guarantee on each tin. The extra care taken in the packing of these Sardines preserves their natural delicate flavor in a remarkable manner. 24 to 30 fish are in each box, and there is an extra cover for use after the tin has once been opened.

This high-class sardine will appeal strongly to your better-class customers. Send your order to any wholesale grocer.

AGENTS:—R. S. McIndoe, Toronto. A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Watson & Truesdale, Winnipeg. Radiger & Janion, Vancouver and Victoria, B.C.

THE VINEGAR PROBLEM



is easily solved
if you just stock

WHITE COTTELL & CO.'S
Pure Malt Vinegar

It is a perfect vinegar, of delicious flavor, guaranteed strength, and rich delicate aroma. Keeps well in bottle or wood and gives such satisfaction that you'll find it desirable to stick to this particular brew and hold your trade with a good article.

CANADIAN AGENTS:
Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.
Messrs. G. Stanway & Co., Toronto,
Mr. Kenneth H. Munro, Montreal.
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

White Cottell & Co.
Camberwell, S.E., LONDON, ENG.

Guggenhime & Co.
CALIFORNIA

Packers and shippers of the celebrated

"Pansy" and "Daphne"
BRANDS

Evaporated Fruits, Prunes, Seeded Raisins, etc., etc.

Selling these Brands means satisfaction all round.

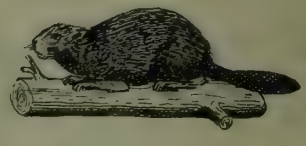
We are represented in the Dominion by the following well-known brokers:

Rose & Laflamme, Limited	Montreal, Que.
E. D. Adams	Halifax, N.S.
W. S. Clawson & Co.	St. John, N.B.
H. D. Marshall	Ottawa, Ont.
C. L. Marshall	Toronto
Geo. H. Gillespie	London, Ont.
G. B. Thompson	Winnipeg, Man.
Shallcross-Macauley & Co.	Calgary, Alta.
Dominion Brokerage Co.	Edmonton, Alta.
H. Donkin & Co.	Victoria, B.C.
H. Donkin & Co	Vancouver, B.C.

Valencia Raisins

These brands will certainly give your customers satisfaction. When placing your order this year remember QUALITY and buy

M.D. & Co. "Beaver" Brand
Special Fancy Quality



"W. Abel" Brand
Standard Quality

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:
ROSE & LAFLAMME, Limited, Montreal and Toronto



RECIPE:—

HOW TO MAKE

E.D.S. BRAND

JAMS AND JELLIES

Take the proper quantity of luscious, fresh fruit and finest granulated sugar, blend them scientifically as is done in the E. D. Smith factory, and you have a preserve that defies competition. Add ***no*** preservative whatsoever.

This is the article, Mr. Retailer, you can handle with credit to yourself, profit to your pocket and satisfaction to your customer. Write ***to-day*** for price list.

E. D. Smith's Fruit Farms, Winona, Ont.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

The Queen Quality Leads

WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is overlooked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get in them

PURITY, PERFECTION and SATISFACTION

Manufactured by

The BELLEVILLE CANNING COMPANY

BELLEVILLE - - - ONTARIO

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO

To the Trade:

THAT

CEYLON TEA

HAS THE CALL,—

A statement recently made by the Grocery House which has the greatest number of important Retail Establishments, and is consequently in touch with the greatest number of consumers, of any in the country,—

IS

Convincing Evidence

THAT

Ceylon Tea is the Best

AND THAT

Ceylon Tea is the Cheapest

H.P. SAUCE

England's Most Popular Sauce

is now being extensively advertised in Canada. Most of the leading Grocers are selling it freely and obtaining the full benefit of the money we are spending. **Wouldn't it be worth your while to stock it?**

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.

MIDLAND VINEGAR CO., - - LONDON, ENG.



BROOMS

For use in Home, Factory, Warehouse, Mills, Elevators.
Buy the BEST.

Oval Apple Baskets

We have them in

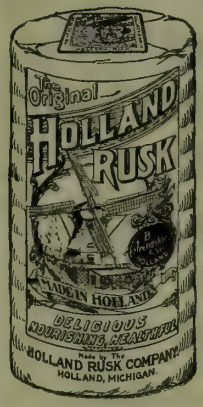
Willo-Willo Cane and old timer Hickory, Woodenware, Paper, Twine, Grocers' Sundries.

Walter Woods & Co.

Hamilton and Winnipeg



BULK—25 lb. Pails and 60 lb. Tubs
ALL WHOLESALERS.
NICHOLSON & BROCK, - TORONTO



HOLLAND RUSKS

This is the style of package you offer your customers. It is a sure seller all the time.

HOLLAND RUSK CO.
HOLLAND, MICH. *Sole Makers in America*

If your jobber cannot supply you, please notify
McGREEGOR SPECIALTY CO.
672 Yonge Street, TORONTO



Nothing like it for infants and invalids. Like what? Why!

Canada First Evaporated Cream

It is the purest, most easily digested, and nourishing evaporated cream made. It is perfectly sterilized, is unsweetened, and manufactured with the utmost care and cleanliness. Are you handling this Brand? It is worth recommending.

Order from your wholesaler.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

FRUIT JARS

We have a limited quantity unsold of Schram's Automatic Sealers.

THE DAVIDSON & HAY LIMITED

Wholesale Grocers - - Toronto



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

BUY FROM YOUR WHOLESALER
or
The Harnett-Ridout Company
Manufacturers TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - - Montreal



McLEAN'S

WHITE MOSS BRAND

COCOANUT

would not be on the market to-day unless it had given continual satisfaction all the years we have been making it.

THIS IS A SIGNIFICANT FACT

The Canadian Cocoanut Company
Montreal

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The

Canada Sugar Refining Company, Limited

MONTREAL, QUE.

PICKLING SPICES

This is the season during which it is profitable for you to push pickling spices and we strongly recommend you to feature

PRINCE of WALES Brand

The brand that always gives your customers, as well as yourself, entire satisfaction. MINT, SAVORY, THYME, SAGE, MARJORAM, all herbs, in ¼ lb. open-face cartons.

SEND IN A TRIAL ORDER.

S. H. EWING & SONS, Montreal and Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST

VINEGAR



LONDON, ENGLAND — MADE FROM THE FINEST MALT

COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co , South Wharf, St. John, N.B. — W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto — R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

The product of the T. A. Lytle Co. works is a daily prize winner - in the judgment and taste of most critical people. First stands

STERLING Brand PICKLES

Grocers who cater for the best class of customers will see that their stock this Fall is complete in all "Sterling" lines

The T. A. LYTLE CO., Ltd.
Sterling Road, Toronto, Can.





NEW SEASON'S

Strawberry, Raspberry, Black Currant and Cherry Jam

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

JAPAN TEAS

We can book a few more orders for low-grade teas if same are placed with us at once.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



When You Sell Borden's Brands—

You know, when you sell a customer Eagle Brand Condensed Milk or Peerless Evaporated Cream, that you have sold the best the world produces. Merchants all through Canada find it profitable to specialize on these brands, and besides, they get a lot of satisfaction out of it as well.



HAS BEEN BEST FOR OVER 50 YEARS

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,

ST. GEORGE, - ONT.

I offer for prompt shipment a very fine parcel of last season's crop

SULTANA RAISINS

AT AN UNUSUALLY LOW PRICE

ANDREW WATSON, Importer

91 Youville Square, Montreal



IN THE MAKING OF

IMPERIAL EVAPORATED CREAM

NO EXPENSE IS SPARED

We possess a most modern factory, equipped with the latest machinery and employ only the most skilled help.

We buy the richest milk—and pay the price for it—so we always secure it.

Imperial Brand is a Cream you can be SURE about.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

Tartan BRAND

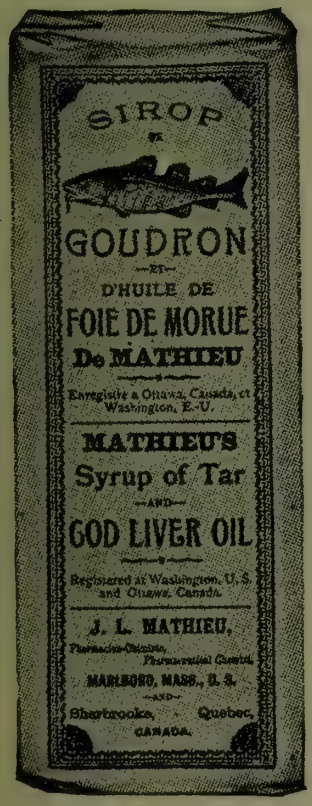
Phone 596—For hurry orders.

Spices Ask our travellers about a special deal that every grocer should take advantage of. Don't miss it.

Vinegar Imperial is the Brand you want. Don't take chances on poor vinegar.

Wagstaffe Pure Jams, Preserves and Marmalade, also Mincemeat, Plum Puddings, etc. Get your Fall order placed.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

ST. LAWRENCE GRANULATED and GOLDEN YELLOWS

made only from the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.

MONTREAL



It is to your own profit and credit

to handle a superior brand of Jelly Powders, and you have solved this problem of what to stock if your shelves hold

SHIRRIFF'S JELLY POWDERS

This well-known brand is always reliable, easy and quick to handle, and retains in a large degree the natural flavor of the fruit.

Order from your Jobber

Imperial Extract Co. 18-22 Church St., Toronto

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire

UNITED KINGDOM.—Two first-class organisers, large connection, proved ability, require sole agency, every day commodity. Unique opportunity to those wanting their goods placed successfully. Apply to "Turnover", c/o T. B. Browne's Advertising Offices, 163 Queen Victoria S., London, E.C. (40)

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with established connection with the grocery trade, is open to handle one or two first-class agencies. Box 349, Vancouver, B.C. (39)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

GROCERY BUSINESS FOR SALE on Main Street Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

SHOW CASES AND STORE FIXTURES for grocers. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont.

SITUATION VACANT.

WANTED—At once, a thoroughly experienced man for green grocery. Apply Dawson & Co., Brampton, Ont.

YOUNG MARRIED MAN wants position as traveller for a reliable wholesale grocery or confectionery house. Has had eight years experience in the retail confectionery, and three years in the retail grocery business. Would prefer territory East of Toronto. Address Box 320 CANADIAN GROCER, Toronto. (39p)

SITUATIONS WANTED.

YOUNG MAN of twenty-four wants position as traveler for wholesale grocery or wholesale liquor firm. Knows both lines thoroughly and can make good. Address Box 318, CANADIAN GROCER, Toronto. (38p)

MISCELLANEOUS.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will instal a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada.

IN SEVERAL GOOD TOWNS we have not yet secured a satisfactory resident agent. This is a permanent agency worth from $600 to $1,500 per year, according to the capacity of the representative to build it up. If you are well regarded in your nome town we can probably make a place for you. Send your references, state experience. Box 319, THE CANADIAN GROCER, Toronto.

KEEP AN ACCURATE ACCOUNT of you Employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

PEERLESS CARBON PAPERS AND TYPEWRITER RIBBONS are unequalled in typewriting, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies, handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indeliable ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

THOUSANDS OF DOLLARS go astray in the mails every year. YOU should therefore insure against a possible loss by sending YOUR remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable and buys and sells foreign money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writepress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

WE have 8 rebuilt Visible Oliver Typewriters for sale. The price is $30.00 each, and at that figure they are a bargain and should not be on the market long. Monthly payments can be arranged if desired. The Monarch Typewriter Company Limited, 98 King St. W., Toronto.

ACCOUNTS COLLECTED.

DOES ANYONE OWE YOU MONEY? We recover debts and trace missing debtors anywhere. Advice and information free. The Canadian Debt Recovery and Legal Aid Association, Merchants Bank Building, Vancouver.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BUSINESS OPPORTUNITY.

AN ESTABLISHED BISCUIT MANUFACTURER, with a good home trade, would like to hear from some good business men with some capital to invest, in order to extend the business outside Montreal. Address, "Biscuit," CANADIAN GROCER, Montreal.

BUSINESSES FOR SALE.

TO GROCERS—If you are looking for an opening in Vancouver or in any other part of British Columbia, it will be to your advantage to get in touch with us. We have a very large list of good paying businesses which only need aggressive people with some capital. This country is growing rapidly and there are many excellent opportunities for prospective buyers to get in and grow with the country. Correspondence solicited. The buyer pays us no commission. VANCOUVER BUSINESS MART, 9 Hastings Street East, Vancouver, B.C. (tf)

FOR SALE—Small grocery store in Vancouver, B.C. Car line within half block of store. Rent only $12 a month. Stock at invoice price. If you are looking for a really good business this is your chance. Vancouver Business Mart, 9 Hastings Street E., Vancouver, B.C. (tf)

FOR SALE—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; $2,500 stock; $1.500 will handle. Building solid brick, for sale or rent, easy terms. Clear profit last year $2,200. Address Box 316, CANADIAN GROCER, Winnipeg. (41p)

FOR RENT.

FIRST-CLASS STORE TO RENT, fitted up for groceries, facing on Beckwith St., Smith Falls, Ont.; good locality, lease if desired. Apply to The Washburn Millinery Emporium, Smith Falls, Ont., from whom all particulars may be secured. (40)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scottish, Liverpool

A LEADER

FOR OVER

50 YEARS



W. D. McLAREN, LIMITED
Manufacturers
583-585 St. Paul Street - MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:
W. H. ESCOTT, Winnipeg
J. A. KAVANAGH, Hamilton and London
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal

GREEK CURRANT CO.

260 West Broadway, - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.

P. & F.

VINCENTELLI & CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF

CANDIED PEELS

Specialities

CITRON, LEMON, ORANGE
Drained, Cut and Candied

Prices and Samples on Application

PURITY and CLEANLINESS
are essential parts in the manufacture of the

"White Dove" Products

The eating quality is there also, just try them.

Our Air Tight



Attractive Package

COCOANUT

Packed In



5 and 10 lb. tins

ALMOND PASTE

Made by

W. P. DOWNEY, Montreal



It dries them up ***Common Sense KILLS*** { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

Snowdon & Borland

MANUFACTURERS' AGENTS

Open to represent another good manufacturer. First-class connection with trade, especially retailers.

Write to

34 GUARDIAN BUILDING
MONTREAL

Teas! Teas! Teas!

GUNPOWDER TEAS

CROP 1909

702 Boxes in Store

				SELL
21	Caddies	Pin Head	V.C.A.	.35 lb.
21	"	"	L.C.	.30 lb.
25	"	"	F.C.L.	.28 lb.
25	"	"	C.H.	.25 lb.
36	"	Pea Leaf	K.K. / O.M.	.24 lb.
62	"	"	S.C.Z.	.23 lb.
34	"	"	R.L., No. 1	.23 lb.
60	"	"	S P	.22 lb.
42	Caddies	Pea Leaf	C.P.M.	.21 lb.
25	"	"	G V D L	.20 lb.
62	"	"	P.T.F., No. 1	.20 lb.
41	"	"	P.T.F., No. 2	.19 lb.
48	"	Gunpowder	A.L. / R.	.18 lb.
100	"	"	N.I.E.	.16 lb.
100	"	"	H.J. / S.E. No. 1	.13 lb.

5 Caddies or more, one delivery, 1c. per lb. less. TERMS: 30 days 3%, F.O.B. Montreal.

No better value can be offered by any tea house. We are ready to prove this.

Give Us a Trial

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers

2, 4, 6 and 8 De BRESOLES STREET - - - MONTREAL

BUSINESS BUILDING

Every successful grocer knows the business building value of good tea.

"SALADA"

has the qualities that get business. The simple fact that we have for eighteen years consistently maintained the high standard of quality for which "SALADA" is famous, and that our sales have increased 323-fold during that period, is positive evidence that we have served the public well.

"SALADA" IS A BUSINESS BUILDER.

A TEA THAT DOES CREDIT TO YOUR RECOMMENDATION.

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 86
American Tobacco Co. 80
Asepto Mfg. Co. 10
Aylmer Condensed Milk Co. 15

B

Balfour, Smye & Co. 19
Bell, Thos., & Son. 10
Belleville Canning Co. 13
Benedict, F. L. 74
Blue Ribbon Tea Co. 3
Borbridge, H. B. 2
Borden Condensed Milk Co. 18
Bostock, J. J. 67
Bowser, S. F. & Co. 90
Brack & Co. 2
Bristol, Geo. & Co. outside back cover

C

Canada Sugar Refining Co. 16
Canadian Biscuit Co. 75
Canadian Canners. 60, 61
Canadian Cocoanut Co. 16
Canadian Condensing Co. 18
Canadian Salt Co. 11
Capstan Manufacturing Co. 90
Cargill, H. 72
Carveth & Co. 11
Ceylon Tea Ass'n. 14
Champion & Slee. 17
Chaput Fils & Cie. 22
Chase & Sanborn. 84
Christie, Brown & Co. 75
Clare & Little. 2
Clark, W. 73
Clawson & Co. 2
Common Sense Mfg. Co. 21
Computing Scale Co. 7
Connors Bros. 85
Constant, H. 78
Cooper Cooper & Co. 9
Cowan Co. 76
Cox, J. & G. 77

D

Dalley, The F. F., Co., Limited. 90
Davidson & Hay. 16
Davis Milling Co. 84
Dawson Commission Co. 87
Dignard, Ltd. 75
Domenech, Mahiques. 12
Dominion Molasses Co. 8
Dominion Sugar Co. 64
Dominion Warehousing Co. 2
Downey, W. P. 21

E

Eastern Canning Co. 67
Eby-Blain Limited. 3
Eckardt, H. P. & Co. 24
Edmonds & Baker. 67
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 66
Epps, Jas. & Co. 78
Escott, W. H. 72
Essex Canning Co. 4
Estabrooks, T. H.
Evans, F. G., & Co. 67
Ewing, S. H., & Sons. 16

F

Farmers' Canning Co. 4
Fearman, F. W., Co. 70
Fisher, A. D., & Co. 87

G

Gibb, W. A. Co. 84
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 73
Goodwillie & Co. 91
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 11
Grant, W. J. 80
Gray, Young & Sparling. 78
Greek Currant Co. 21
Guggenhime. 12
Gunns Ltd. 70

H

Harnet-Ridout. 16
Hillock, John & Co. 91
Holland, Rusk Co. 15
H. P. Sauce. 15
Huber Account System. 66

I

Imperial Extract Co. 19
Imperial Tobacco Co. 80
Irish Grocer. 2
Island Lead Mills Co. 87

J

Jameson Coffee Co. 67

K

Kilgour Bros. 87

L

Lake of the Woods Milling Co. 79
Lakeside Canning Co. 5
Lambe, G. W. A. 2
Lind Brokerage Co. 2
Lucerna Anglo-Swiss Milk Choc. Co. 75
Lytle, T. A. Co. 17

Mc

MacKay, John, Ltd. 74
MacNab, T. A., & Co. 2
McCabe, J. J. 82
McCaskey Register Co. 9
McCormick Mfg. Co. 9
McDonald, Gordon & Co. 20
McDougall, D., & Co. 80
McIntosh, F. R., & Co. 67
McLaren, W. D. 21
McLeod & Clarkson. 67
McWilliam & Everist. 82

M

Magor, Frank. outside front cover
Mahiques, Domenech. 12
Malcolm, Jno, & Son. 18
Marshall, Alex. 67
Marshall, E. A. 67
Mason, Geo. & Co. 63
Mathewson's Sons. 73
Mathieu, J. L., Co. 19
Midland Vinegar Co. 15
Millman, W. H., & Son. 2
Minto Bros. 81
Montreal Biscuit Co. 78
Mooney Biscuit and Candy Co. 77
Morse Bros. 90
Mott, John P. & Co. 86

N

Nagle, H. 90
Napanee Canning Co. 13
National Licorice Co. 76
Nelson, Dale & Co. 76
Nicholson & Bain. 99
Nicholson & Brock. 15
Nishimura, S. T. & Co. 17

O

Oakville Basket Co. 21
Oakey, John & Sons. inside back cover
O. K. Sauce. 8
Old Homestead Canning Co. 6

P

Pickford & Black. inside back cover
Poulton & Noel. 10

R

Richards & Brown. 5
Richards Pure Soap. 72
Robertson, R., & Co. 67
Robinson, O. E., & Co. 84
Rose & Laflamme, Ltd. 12, 91
Royal Polishes, Ltd. 90
Ryan, Wm. Co. 70

S

St. Lawrence Sugar Refining Co. 19
"Salada" Tea Co. 25
Sanitary Can Co. inside back cover
Scott, David, & Co. 20
Segalerva, Jose. 91
Sherbrooke Cigar Co. 85
Smith, E. D. 13
Snap Co., Ltd. 8
Snowdon & Borland. 21
Sprague Canning Machinery Co. 72
Spratts Limited. inside back cover
Stamper, D. 2
Stevens & Solomon. 83
Stewart, I. C. 86
Stringer, W. B. 83

T

Thurston & Braidich. 69
Tippet, Arthur P., & Co. 1
Toronto Salt Works. 72
Truro Condensed Milk Co., Ltd. 70
Tuckett, Geo. E., & Son Co. 81

V

Verret, Stewart Co. outside back cover
Vincentelli, P. & F. 21

W

Wagstaffe, Limited. 17
Walker Bin and Store Fixture Co. 86
Walker, Hugh, & Son. 83
Warren, G. C. 2
Watson, Andrew. 18
Watson & Truesdale. 2
Weese, G. Wallace. 2
Wethey, J. H. outside back cover
White & Co. 23
White, Cottell & Co. 12
White Swan Spice & Cereals, Ltd. 72, 78, 85
Wilson, Archdale. 78
Wilson, W. Harry. 67
Windsor, J. W. 89
Winn & Holland. inside back cover
Wiseman, R. B. & Co. 69
Wood, Thomas & Co., Ltd. 92
Woodruff & Edwards. 87
Woods, Walter, & Co. 15

Y

Young, W. F. 8

The "Craig Idea" of Salesmanship Proves a Winner

How an Inspiration Put Into Practice Evolves New Principle for Selling Goods — The Misplaced Check Gives the Opportunity Which Makes the Sale—Made Out to the Wrong Company.

By Lynn Sumner in System.

When Woodruff stepped out of the western managership at Chicago to take general charge of sales in New York, four men fell naturally into a class by themselves as candidates for the vacancy.

Had you asked Woodruff specifically why they did, he would have told you you that Reeves had landed the big Wells-Burnham order for a hundred and forty machines at Milwaukee; that Langley had stood at the head in western sales for three months in succession; that in Toledo they said Hollowell could sell a Kingston typewriter to the gilded name on an office door; and that Craig—well Craig was the originator of the "Craig idea."

And now we will go back to the beginning.

Once down in Evansville, while perusing the day's news between his last call and train time, Craig had chanced to let his eye fall upon a single sentence in a verbose editorial on a pending alien exclusion act. "The best way to meet competition with cheap labor," it ran, "is to shut the door on it before it gets in."

Now, personally, Craig knew very little and cared less about the faults or virtues of alien exclusion, but he did have a very real idea about competition. It was the most serious thing he had to contend with every day he sold Kingston typewriters. It had lost him an order for two machines that very morning.

His attention arrested, Craig went back and read that sentence again, and unthinkingly, because the memory of the morning's lost sale was still the uppermost thing in his mind, he read it: "The best way to meet competition with the Wentworth machine is to—"

And right there the "Craig idea" was born. On the train going up to Fort Wayne he began to develop it, three days later he had almost perfected it—it only needed application. And it was something like this:

Just for a moment Craig stepped back and in that moment the whole situation



"Once each week he made the rounds of the building."

flashed before him. The Collins Company had moved in while he was in Chicago; the Wentworth man, on the trail in his absence, had jumped into the breach and sold them, delivered the machine, and that man sitting there this minute was waiting for the check.



"Craig described the little comedy that had been played in the outer office."

But the check was not delivered! That was the point, and until it was—! A step and Craig blocked the window, searching his mind for the right move, the right word. And before he could formulate a syllable, the girl, in the most deliberate way in the world, handed him the check.

Sluggish words cannot follow the flashings of the mind, especially Craig's mind in that moment when a foolish little absent-minded act brought just a hope out of an utterly hopeless situation. But Craig was not the man to yield to stage fright, even when he was thrust like a startled understudy into the most dramatic part he had ever played. Carefully folding the check, he placed it in his pocket and then, turning back, "By the way," he said, "may I see Mr. Collins for a moment?"

"Yes, you'll find him there in the back office," the girl answered.

Craig stepped in briskly to find Collins dictating, the stenographer seated at his left, the shining new Wentworth on the stand beyond. And Craig noted with inward exultation that even at serious work this man carried just a twinkle of good nature in his eye.

"Mr. Collins?" he queries, extending his hand.

"Yes," said the other, grasping it cordially, "and what can I do for you?"

For answer Craig held out the mis-delivered slip. "I want to see you," he said, "about this check."

"Why, is there anything wrong with it?"

"Yes, there is something very much wrong with it. In fact, it is made out to the wrong company."

"I don't understand," Collins stammered.

"The point is this,"—a smile lurked in Craig's lips as he watched for the words' effect—"this check is made out to the Wentworth Company and I represent the Kingston."

Then, replying to Collins' puzzled look of inquiry, Craig described the little comedy that had been played in the outer office. And when Collins saw it all, he did not stop at a smile, he burst out laughing, first at the undeniable humor of the situation, then in enthusiastic appreciation of Craig's quick turning of events.

"Now, I don't want to make unfair use, Mr. Collins," Craig resumed, "of this simple accident that placed your check in my hands. But aside from the humor of the incident there is a very serious side to this transaction. You are paying $100 for a typewriter. When you do that you want, of course, the very best typewriter that money will buy, a machine the durability and capacity of which have been proved in everyday service.

"You don't buy a $100 office appliance every day and when you do you want proof of its efficiency, not alone through a salesman's words, but through demonstration of what that machine has done in other offices. In short you want that machine that the experience of others has made their choice, has shown them to be best. Do you know Mr. Collins that every machine purchased in this building since it opened has been a Kingston?"

"But that may be a testimonial not to your machine, but to your salesmanship," Collins objected.

"In the case of the first machine, yes.

But every Kingston stands or falls on its merits. Eighty per cent. of the sales in this building have been re-orders. One machine given a trial, sells others. I take to myself only the credit for being on hand to get the order."

"Which after all," Collins smiled, "is not the least important principle of salesmanship."

"Now, Mr. Collins," Craig went on, "I am not going to take another minute of your time. But I do want to ask you simply for an opportunity. I want you to hold this check on your desk until five o'clock this afternoon and let me put a Kingston machine in here on trial. If you are satisfied after I have demonstrated its qualities that it is the best machine you can buy, I want you to keep that check and give me one instead for the Kingston Typewriter Company. Will you grant that favor?"

"If for no other reason," Collins agreed, "than to give a clever man a chance to plead his case."

That afternoon when Craig had demonstrated the qualities of the Kingston and the stenographer had voiced her own approval of its ease of operation, Collins drew a check from the top drawer of his desk.

"I made this out just after you left this morning," he said and a smile prefaced the added remark, "I hope you will find it payable to the right company."

Down in the lobby Craig took care to change that "127" to "128" before he dropped his postal in the mailbox.

* * *

And now you know what the "idea" was that put Craig, instead of Reeves or Langley or Hollowell, behind the frosted glass in the Chicago office.

UNDERNEATH VINEGAR BARREL.

A peculiar accident occurred to Fred Sayers, clerk for Oman & Mallion, grocers, Stratford, last Friday, which caused him several injuries. The wholesale grocery's dray had left a barrel of vinegar at the rear entrance to the store, and Mr. Sayers was moving it nearer to the boards by which the barrels are lowered to the cellar. The barrel, however, tipped too suddenly and started down the boards. Mr. Sayers stepped towards the steps leading to the cellar, but unfortunately did not go far enough and touching one of the boards he slipped down this to the floor beneath. The barrel followed and pinned him to the wall. The driver of the wholesale grocery dray ran down and removed him from his dangerous position. It was found upon medical examination that he had two ribs broken in addition to a hemorrhage of the kidneys.

THE GROCER CHANGED THE BOTTLES.

There is a good story going the rounds in Port Hope, Ont., about the traveling representative of a tea company with headquarters in Toronto. On a business trip there a couple of weeks ago, he carried a parcel with him and the shape of this parcel resembled a bottle very much.

Many merchants eyed it and finally a curious one asked what it was. The traveler replied that it was a gem of honey, a very favorite dish at his home. He had several calls to make in the neighborhood of this particular store and so decided to leave his honey there until his return. It was nearly train time when he got back and he grabbed up the bottle, and hustled away.

He reached home a few days later and several of his relatives were there visiting. He whispered to his wife that he had a great treat, a gem of fresh honey, and they must have it for supper. He knew his guests would enjoy it. The good wife went to the pantry to prepare the honey for the table, but on opening it she found that it contained a quart, full measure, of the sparkling waters of Lake Ontario.

The change in the bottles was made while the traveler was busy, but on his return to Port Hope, the sweet liquid was restored to him. Honey is a fighting word with "Me" now.

THE BEGINNER "CALLED DOWN."

"A new man in business" said an old experienced grocer the other day, "nearly always cuts the price or does things that have a bad effect on the trade as a whole. He suffers as much as the others, but doesn't know why until experience teaches him a severe lesson in the art of doing business on business principles.

"A salesman who believes that he can sell goods at a wrong price without his action being discovered by competitors was never more mistaken. Not one buyer in a thousand will keep the secret. He is so proud of his achievement that he will tell the first competitor that comes along all about how he "worked" the other salesman down in price.

"It is better to lose some business than to lose the profit on all business. I have never known a salesman who had the courage to refuse unprofitable business who failed to get an abundance of business of the right kind in the long run."

Canadian Industrial Prosperity is Manifest

President Hobson of the C. M. A. Sounds Optimistic Note at Annual Session—Effect of Splendid Crop Prospects on the Various Sections of Trade—Food Products Section Discuss New Pure Food Act.

Hamilton, Ont., Sept. 16.—Industrial interests in all parts of Canada were represented at the annual meeting of the Canadian Manufacturers' Association, which opened here on Tuesday morning. President R. Hobson, Hamilton, delivered his retiring address on Tuesday afternoon in which he reviewed the industrial situation and dwelt upon some of the problems calling for consideration on the part of manufacturers.

He expressed his satisfaction with the trend of trade conditions, and with the breaking up of the clouds of depression.

"No Surrender" was the keynote of his opinions so far as the United States tariff revision was concerned. Canadian manufacturers should strengthen their own position, and the Government of Canada should put into effect the provisions of the Surtax Act of 1903. The United States had for its object in the tariff revision, the forcing of Canada to grant similiar concessions as had been given to France, and various parts of the Empire. He strongly maintained, however, that Canada should hold to her guns.

Trade conditions everywhere in Canada were showing a great revival. The assurance of a bountiful harvest is restoring the confidence of the banker, the manufacturer, the wholesaler and the retailer. Money in consequence is easier and general conditions more free. The president's address was full of optimism on the prospects for the future, and he was widely complimented for his broad-minded opinions on the various industrial questions of the day.

Pure Food Law Discussed.

The Manufacturing Grocers' section met on Tuesday in Room C of the Conservatory of Music, where the convention was held. There were present: J. Litster, Litster Pure Food Co., Toronto; F. F. Dalley, Jr., of the F. F. Dalley Co., Ltd., Hamilton; Geo. Scott, of the White Swan Co., Toronto; Jos. Wagstaff, Wagstaff's Limited, Hamilton; Wm. Gorman, Gorman, Eckert & Co., London, Ont.; A. Gunn, Gunn's Ltd, Toronto.

There was a discussion on the proposed new pure food act being introduced by chief analyst of the Dominion Government, A. McGill, and which has been modelled after the New York State law. The members were not sufficiently acquainted with the act to go into it deeply, and Mr. McGill will be written to furnish copies.

On motion of A. Gunn, the name "Grocers' Section" was changed to "Food Products Section."

The election of officers for the Food Products' Section resulted as follows:—Chairman, J. Litster; Vice Chairman, S. W. Ewing, Montreal; F. J. Ward (Jno. Nott & Co.), Halifax; W. N. Hood, Blue Ribbon Co., Winnipeg; Geo. E. Barbour, St. John; A. Gunn, Toronto; F. F. Dalley, Sr., Hamilton; Wm. Gorman, London; R. Kelly (Kelly-Douglas Co.), Vancouver.

The Biscuit and Confectionery Section met on Tuesday afternoon, at 1.30 in Room D, and in next week's issue a report of this meeting as well as others will appear.

Newspaper Advertising Suggestions for Grocers

Ads. Reproduced Showing How Best to Talk to the Consuming Public—Ideas on How the Receipt of Broken Chinaware Might be Advertised to Advantage—Use of Borders Illustrated.

The main feature in newspaper advertising that the retail merchant who prepares his own ads. should take into consideration is "selling power." Through the newspaper the retailer talks directly to the people to whom he wants to sell his goods and he must present his case to them in the best possible manner.

Up-to-date retail advertising embraces principally selling talks which show to consumers reasons why purchasing can be done to the best advantage.

The Bradley & Son advertisement shown on this page is one about which little fault can be found. A feature, so far as the type arrangement is concerned, is the uniform type used for "Use the Phone" and "Bradley & Son." This uniformity is pleasing to the eye and attracts attention. The telephone talk is also a good one and the fact that prices are given makes the ad. of direct value to the intending purchaser.

While the ad. of F. A. Haddy has many interesting features, probably a few suggestions might be given for

Today's News at Bradley's

USE THE PHONE

If you have a telephone call up this store when requiring groceries. We can assure you of prompt and corteous service from the moment Central connects you with 350 until the groceries arrive at your door.

Can we serve you tomorrow?

Japan Tea, regular 30c, our price this month per lb.	**25c**
Windsor Table Salt	**3 bags 10c**
Perfection Corn Starch	**per pkg 7c**
Icing Sugar	**3 lbs. 20c**
Christie's Toasted Marshmallows a new line with us. Try it.	**per lb. 17c**
Perrin's Macaroon Snaps, very popular	**per lb. 17c**
Cooked Ham	**per lb. 25c**

We Deliver to all Parts of the City.

BRADLEY & SON

Phone 350 Cor. King & Third Sts

Sample of Ad. Written by Bradley & Son, Owners of Stores in St. Catharines, Niagara Falls and Chatham.

slightly improving it. For instance, the apple and fleur-de-lis border appears to detract somewhat from the central idea —that of the talk to the consuming public about tea and dinner sets. Straight rules might have been better. A little more information concerning how that particular brand of tea was bought in order to show its value at the prices named would possibly have produced better selling properties. Naming the prices of tea is an interesting feature in this ad. and the talks on the tea, so far as they go, are good.

Mr. Haddy had a splendid opportunity to make many good sales in dinner sets by inserting an ad. in the newspaper dealing especially with the receipt of the dinner sets and the fact that some pieces had been broken.

The accompanying suggestion we believe might have been used with effect. What is necessary is a talk tracing the exact facts of the case, laying stress on the feature that some of the pieces were broken in delivery and that the remainder of the sets were to be offered at a big reduction. The suggestion, as will be noticed, contains special mention of two dinner sets which have been written entirely from imagination, simply as an illustration showing what we consider would produce a good selling ad.



Haddy's Ideal Tea.

You get a delicate flavored gratifying cup of tea when you drink Ideal Tea.

The 25c Tea gives general satisfaction. You can get it in black, green, or mixed.

The 40c Tea is unequaled at the price in fact it is equal to many 50c Teas. Black, Green or Mixed.

Fruits Are Our Special

Oranges, Bananas, Lemons, Pineapples, and all Fruits in their season.

A Snap in Dinner Sets

We were unfortunate enough to have a few Dinner Sets arrive with an unusual percentage of breakage and cannot replace the broken pieces To those who can use them we will sell them cheap.

Groceries Crockery Fruits

F. A. HADDY,

China Hall Grocery

Copy of an Advertisement Recently Used in the Bowmanville Statesman.

BUSINESS LETTERS.

Do not say: "We will proceed to collect this account by due process of law."

Say, rather: "We do not believe you desire to compel us to collect this by process of law."

Do not say: "This charge is unjust and we will never pay it."

Say, rather: "We have too good an opinion of you to suppose you want us to pay a charge as unjust as this is."

Do not say: "We need this money and you must get it here by the 10th."

Say, rather: "If you knew how much we needed this money you certainly would get it here by the 10th."

Do not say: "After we have done you so many favors we are surprised that you, etc."

Say, rather: "The favors we may have extended you have been a pleasure to us and we hope to be in a position to extend many more in the future, etc."—Ft. Worth Commercial.

NO DISSOLUTION OCCURRED.

In the issue of Sept. 3rd of The Grocer a news item appeared to the effect that the Simpson Co., wholesale grocers, Guelph, Ont., had dissolved, with J. H. Simpson continuing. This has been found to be erroneous, although derived from a usually reliable source. There has been no dissolution, and The Grocer desires to make this correction.

Increasing Efficicncy of the Grocery Clerk

Things an Employer Takes Into Consideration Before a Clerk's Salary is Raised—How to Become Necessary to the Business of Proprietor—Initiative Must be Used.

By B. H. Thomas.

Every clerk is desirous of increasing his salary. In order to bring about this happy condition of affairs he must ask himself what he should do to obtain it. His query is invariably answered by the thought that he must increase his efficiency to his employer.

There is practically no limitation to the ways and means which a clerk will have the opportunity to utilize, in order to add to his present efficiency. No set rules can be laid down. He must meet the conditions as they arise and not delay until to-morrow. Do not say at 6 o'clock, "If I had done that better or in a different way my usefulness here would have become more of a necessity than it is now."

It's too late to think so when quitting time arrives. Learn to develop your capabilities when the proper occasion arises, and your proficiency will assuredly be recognized by your employer—providing he is honest to himself and to his fellow-men.

Many times are noticed proprietors turn to the clerks when travelers are in the stores and say: "How are we fixed for tea, etc.? Do you think we can sell more than what we have in a month? or what did we pay for the last?"

Necessary Accessories.

Those clerks kept tab on sales in the store. They know about how much of any particular goods leave the store, and they are in a position to be useful and practically necessary to the carrying on of the buying in that store—simply because they were observant and kept their eyes open and their heads at work.

The clerk who moves around like a mechanically driven toy, who simply does what he is guided to do when set in motion, and who takes no more interest in his work and the business of his employer than an Egyptian mummy, cannot expect many financial considerations from the store proprietor. He is doing what any other person with the same motive power could do, but he does not enhance his efficiency to his employer.

You often find clerks keen on window dressing. They take pride in showing the goods of the store to the best advantage, and where everybody can see them. The window is changed every few days or every week on their own initiative and not because of any order from the proprietor.

The effect of this upon the employer is evident. He has a clerk who is willing and anxious to aid as well as he can in booming his business. By his diligence and creative powers, he is bringing new custom to the store, and retaining the old. He sees that he is in earnest with his work and eventually comes to the conclusion that his clerk is indispensable. The result is he either voluntarily increases his salary or does not hesitate to do so when requested.

On the other hand there are clerks who would rather loaf about the store than see whether the window needs straightening up or not. Such a kind may expect an increase in his salary just because he has put in so much time there and "hands in his resignation" when it is not forthcoming. No person would blame any proprietor for letting him go, because there are scores who can easily take his place at the same wages. He has not increased his efficiency and therefore his services cannot be any more valuable than when he first sold a pound of sugar over the counter.

The actions of clerks towards customers is another consideration followed closely by their employers. When a customer is being served, courtesy and kindness on the part of the salesman must prevail. This is a characteristic that can always be cultivated, and it always creates a good impression upon the employer. He observes that his clerk respects his business so much that he is doing what he can to extend it. Such a clerk is in for a raise at the proper time. He should, of course, understand that this courtesy is due to all purchasers at all times. No exceptions should be made when the proprietor is not around, for if discourtesy is shown to anyone, he is practically sure of finding it out some time or another. Of course, there are times when clerks have reason to resent things, and on every occasion of this kind they should promptly explain to their employers the nature of the case, the course they took and the justification for it.

These are but a few things for clerks to consider if they want to do their duty to their employers. As stated above, opportunities occur often, and these should be met at the proper time if you want to enhance your efficiency and make your services so valuable that they become a part of the business.

A Snap in Dinner Sets

A little while ago we ordered a number of very fine dinner sets. When they arrived, however, we discovered an unusual amount of breakages. But there's nothing wrong with the dishes that weren't broken—they are beautiful in pattern and design and we are able to offer you some sets with only a few pieces missing at these attractive prices:

Dinner Set, Fine Porcelain, Pink and Blue Floral Decorations, 70 pieces. In the regular way with 75 pieces these sets are sold at $12.50. For the incomplete set we are asking only : $5.30.

Dinner Set, same as above, with 68 pieces. Special price : : : : : $4.50.

This is a splendid opportunity to secure a real bargain. Come in and see the goods.

F. A. Haddy

Groceries Crockery Fruits

China Hall Grocery

Suggestion for an Ad. to Sell Broken Chinaware at a Reduction.

——See Opposite Page.

The Canadian Grocer

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THE MARKET FEATURES.

The past week again brought forth several changes in prices in grocery goods in Canada. Business conditions are splendid, manufacturers being optimistic as to future trade. Canneries in various parts of the country are in operation and soon an estimate of the pack of different goods will be to hand.

Some two weeks ago frost was reported from western Ontario, but the tomato crop escaped and little damage done.

Prices of canned goods have practically all an upward tendency and the market is quite unsettled.

The hog situation is still unsolved. The scarcity is the feature in this market and prices of hog products advanced again this week. Cured meats on the Toronto market are all up from a half to a cent a pound and lard prices have also advanced. In St. John, N.B., the prices of hog products were never higher. Eggs are still firm all over the country with advances announced in some cases.

The Winnipeg market shows a decline in syrups, due to the expectations of the new corn crop and also a decline in rolled oats of 30 cents per sack.

The tea market is still firm according to cable advices from the Orient. Sugars are also firm at the advanced prices recently announced.

CANADA'S EXPORT FRUIT TRADE.

The last weekly report of W. A. McKinnon, Canadian Trade Commissioner located at Birmingham, Eng., contains a suggestion that should be followed up by Canadian fruit exporters. The commissioner points out that the Canadian Manufacturers' Association did yeoman service for Canada when it sent a deputation to Great Britain, to study the possibilities of extending our trade in that direction. The representatives were heartily received and the visit resulted in their anticipations being realized to a considerable extent.

That Canadian fruit growers and exporters have room to enlarge their trade with Great Britain may be easily observed from the government trade returns in connection with our fruit exports during the past four years. In 1904 Canada exported 578,720 pounds of dried apples to Great Britain valued at $25,539 ; she also sent 1,513,744 barrels of green apples valued at $4,379,826, and other fruit amounting to $331,448, making a total export trade of $4,736,813.

In 1905 this trade fell off to a total of only $2,705,012 ; in 1906 it was $3.757,995, and for 9 months in 1907 it amounted to $2,815,604.

Last year our export fruit trade made a considerable advance over the preceeding three, but was not as good as 1904. For instance only 157,130 pounds of dried apples were sent to the Mother Country, valued at $11,687 and 1,490,311 barrels of green apples valued at $4,422,772. In addition to this, fruit amounting to $265,047 was shipped, making a total of $4,699,506. This was about $36,000 less than in 1904.

These figures bear out the contention that Canadian fruit is not being so extensively sent to Great Britain as it might be. The reason is that Canadian shippers are not thoroughly acquainted with the existing conditions in the Old World.

There is, no doubt, ample room for improvement and if a deputation of fruit exporters were sent to Great Britain, it could open the way to trade enlargement without difficulty.

To show that other countries are doing this, Mr. McKinnon states in his report that a party of Belgian fruit growers recently visited England with a view to learning the possibilities of sending their products there. About the same time a French party went on a similar mission.

These facts are very significant. And unless Canadian exporters do something to counteract this force, we shall be losing more of our trade. Canada is naturally an apple producing country. Our climate is such that we are able to produce durable fruit and there is no reason why our trade with the Mother Country should not be strengthened year by year.

Should a deputation visit these markets, it would bring back definite information which would well repay it. In addition to this, many valuable business connections could be established on the basis of personal acquaintance and confidence created on both sides of the ocean which would prove advantageous to all concerned.

"Show me a house where all the employees are educated to think kindly of the customers, so that in speaking of them even they use courteous phrases, and I can safely predict for that house a rapid and continuous success so long as that policy prevails."

CASH REGISTER IN THE STORE.

A United States exchange recently pointed out that one of the problems confronting the retail merchant is how to care for the cash that comes over his counter in exchange for goods and also how to prevent goods going out of his store without being properly charged.

On the face of it, this may not seem a difficult question to solve. It has, however, caused the failure of many a merchant, who realized too late the importance of providing a safe method of taking care of the money he is spending his life to get. The day of the open cash drawer and trusting to memory to charge goods sold on credit has passed and the successful merchant must adopt more modern and safe methods. In these days of keen competition profits are small, making it doubly important that all possible leaks should be stopped.

Of the many labor and money saving devices that have been brought out in the past quarter century, perhaps none is of more value and importance to the retail storekeeper than the cash register. The truth of this statement is proven by the remarkable growth of this industry and the almost universal adoption of the safeguard to his business by the up-to-date merchant of to-day.

From the simple contrivance of twenty-five years ago, which in a crude way told the merchant at the end of the day how much money he should have in his cash drawer, the cash register has developed into the elaborate mechanism that to-day is found in the latest models, with their multiple drawers; adding counters are, in some instances, electrically operated.

With one of these mechanical cashiers a merchant no longer has to guess, but he knows each day every detail of his business: not only his cash sales, but his credit sales and all moneys received on account, as well as his paid out transactions.

In any business the prevention of mistakes and the stopping of losses cannot but result in increased trade and enlarged profits. Clerks, too, are better satisfied and customers pleased and glad to patronize such an establishment.

IMPROVE YOUR FIRE RISK.

Recent investigations by The MacLean Trade Newspapers go to show that in the matter of insurance there is not that careful consideration given by merchants and manufacturers to their rating which the best principles of economy would forcefully suggest.

In view of the instances which are being multiplied every day, in which reductions have been made in individual ratings as the result of some inexpensive precautionary measure, it seems proper to say that the merchant or manufacturer who postpones competent examination of his premises with a view to improve want of his risk, is certainly negligent of his own interests.

Where the local agents are competent men the merchant will have no difficulty in obtaining that information with reference to the constituents of his rating—where he is penalized and where he is credited—to enable him to improve those conditions on which his insurance is based.

It is intended to deal with this matter in detail, and there will be presented much information obtained from authoritative sources, which merchants and manufacturers will find of value in considering the steps suggested.

PROTECT LIVES OF TRAVELERS.

Now that the committee of the commercial Travelers' Association, acting with the Provincial License Department, has announced its award in the contest for the best device to aid escape from a burning building, it is the manifest duty of the Provincial Government to fully satisfy itself that the fire escape device selected is thoroughly practical and then adopt regulations compelling all hotels and lodging houses to equip their buildings with the device.

Several hotel fires have occurred in Ontario during the past year and in at least two lives have been lost owing to the lack of proper life saving equipment. It should not, therefore, be necessary for the government to wait for another holocaust.

The Commercial Travelers' Association have performed a commendable public duty in bringing the agitation for fire escapes on public houses to a head. Their offer of a $100 prize for the best life saving device shown on Travelers' Day at the Toronto Exhibition, brought out a number of competitors, one particularly meritorious device demonstrated by a New York State man being awarded the prize.

Every public building should be equipped with a life-saving apparatus, but more particularly is this necessary in hotels and rooming houses where strangers lie down to rest in unfamiliar surroundings. Human life ought to be protected by the best device, regardless of the expense attached to the installation of proper equipment.

KEEP YOUR STOCK CLEAN.

The syndicate stores which have made such a success in handling "nothing over 10 cents" make it a rigid rule in each of their stores that every article must be wiped off or dusted every morning. The closer you can come to this end in your store the more goods you will sell. Sales in departments run in an untidy fashion can be doubled by the simple expedient of a good cleaning up.

Insist on your bargain department being run as your wife runs your house. Have no mercy on dust or dirt. The labor will not be as great as it may seem in advance. Do not be content with half-way measures. See that everything is done with thoroughness. Cleanliness and tidiness are inexpensive and always pay a handsome profit.

Run your bargain department right and it will help you to work off the odds and ends that gather in any merchandise business. Such goods should be sifted in with the attractive quick sellers on the bargain counter and be marked at prices that make them really good values. You can hardly expect to get regular prices for stickers. Better sell them at any price and put the money into other things.

The W. A. Gay, who we announced a short time ago was unauthorized to take subscriptions for the MacLean Trade Papers and Magazines is not the Robert Gay, who for twenty years has been in the employ of the MacLean Publishing Co., and, who is likely to remain there for at least another twenty.

PRICE CUTTING DISADVANTAGES

One of the props upon which the success of the big department stores is founded is the assortment of goods. It has repeatedly been shown that the retail merchants throughout the country can meet the competition of mail order houses so far as prices are concerned. In assortment, however, many fall behind.

An item in the Vancouver correspondence this week points out how the cutting on the price of a particular brand of catsup resulted eventually in one grocer declining to handle it at all. One grocer cut the price and the customers of the other soon found it out. They claimed that they could get it elsewhere more cheaply and as the merchant who had kept up his price couldn't sell the catsup with a profit and at the same time meet the competition of the other, he declined to handle that brand of catsup at all.

This has an injurious effect on all concerned. The assortment of the retailer who would not lower the price is cut down; the one who slashed prices was running his business, so far as that catsup was concerned, at a loss; the wholesaler lost business and the manufacturer as well. If this were done repeatedly by many merchants the effect upon the manufacturer is easily seen. This means less money in circulation and consequently less business for the retail merchant. The principle of cutting prices therefore can scarcely be commended from a retailer's standpoint.

HOW TO TREAT "KICKS."

When a customer brings back an article he thinks defective or unsatisfactory, remember, keep your temper. Look the case over in a fair manner. It may be a just claim. Put yourself in his place. Before you say a word as to the merits of the case, decide in your own mind what you are going to do and have the nerve to stick to it.

For, if you say to a customer that you cannot allow for a claim and then argue the matter and finally give in, the customer has the same opinion of you that he would have had, had you refused to allow him anything in the first place, and the chances are he will think less of you.

It is probably best to be on the liberal side when a claim is made but is undoubtedly proper to do what you are going to do with as much despatch as possible and without a word of grumbling. Grumbling is what drives the customer away—constant grumbling on your part.

If you are going to replace the poor piece of crockery or the spoiled basket of fruit, do it with the grace of a prince. Be pleasant about it and the customer will think more of you and will give you his business in the future.

Interesting Trade Items Gathered in Ontario

Rents High in Brantford—New Produce Store for Kingston—Retail Grocer Displays Crockery at Guelph Exhibition—Many Bracebridge Grocers Selling Fruit Jars—Poor Season for Belleville Canneries—Berlin Merchants Watch Slow Pays.

TORONTO.

September 15.—W. T. Fullerton, 934 Dundas St., is one of those grocers who knows how to take real pleasure out of his business and at the same time please his customers, and make a good profit to himself. His aims are not too high and he is happy because he accomplishes more than he expects. His business has grown so rapidly that he found it necessary to enlarge his store.

Wm. Forster, of 104 Queen St. East, where he has been in business for a good many years, has built a new store on Roncesvalles Ave, which he has fitted up and equipped according to ideas which came to him through a long experience in the grocery trade. His counters and silent salesmen are all constructed to be proof against dust or dirt. The silent salesman, especially has features which are new and very convenient. He carries on both stores, but intends to make Roncesvalles St. his home and business place.

C. Mayes moved from Avenue Road to a new store on the corner of Roncesvalles and Jeffrey streets. His doors are not open yet for business, but when they do swing, a surprise will greet the many customers he expects to serve. He was very careful even to admit his best friend who always carries The Canadian Grocer in his pocket, for fear that he would give away what is waiting for the customers to see.

A. Snyder, Roncesvalles Ave., is occupying his new store which will be one of the leading stores on this new business street. Not only is the store new, but everything in it. The fixtures are complete and the goods all fresh from the wholesale houses. The appearance is attractive and with his experience and knowledge he is sure to capture a large share of the trade in that growing part of the city. Like all good grocers he values The Canadian Grocer as a great help in keeping up to the latest methods.

CHATHAM.

The question of early closing is again being agitated in Leamington. According to general report, the difficulty is with a number of the grocers. In the adjoining Town of Essex all business places are closed early three nights per week. All groceries are closed the other nights at 8 p.m., excepting Saturday, when the stores stay open till 10 o'clock.

The pickle industry in Essex seems to be yielding good returns to growers. As high as $125 has already been taken off three-quarters of an acre while one grower reports that a two acre patch is yielding $40 a day. Pickling is very expensive, however, owing to the scarcity of help. With more scientific methods, higher profits are anticipated.

Thomas W. Edwards, formerly traveler for Geo. E. Bristol Co. of Hamilton, has resigned to accept the position of Toronto manager for the Dominion Sugar Co. of Wallaceburg.

Tilbury grocers and butchers are out of ice, and arrangements are being made to import wholesale. The ice has kept poorly this season, owing to inferior quality.

Geo. Taylor, grocer, of Wallaceburg, is having a fine residence erected on James St., opposite his store.

W. R. Dawson, Inwood, has just concluded a popularity contest in aid of his business. The adjoining territory was divided into three districts, and coupons issued for cash sales, each counting for so many votes. The prize to each winner was a free trip to the Toronto Exhibition. Over $1,000 in cash was paid in on the concluding Saturady of the contest.

Products of the Leamington peach orchards and market gardens figure largely in Chatham grocery windows these days, as well as in surrounding towns. The first shipments of Crawford peaches have arrived, the 11-quart basket retailing at 75c, while smaller baskets run from 25c up. Some groceries, notably the King Edward, have been receiving daily shipments of melons since the opening of the season. The Leamington people go after the trade in business-like fashion, all the leading growers sending out attractive post card circulars with printed price lists, at regular intervals. The development of the Leamington country of late along this line has been marvellous.

The egg situation continues difficult. The retail price has climbed from 20c a dozen to 22c. Some grocers think eggs are coming more freely as a result of the higher price and that there will be no egg famine this winter; others consider that the outlook is rather dismal. There was quite a mortality among hens this spring, which would naturally affect the output.

Collections seem to be a great deal easier lately, merchants experiencing much less difficulty than for a long time past in securing settlements from customers. Evidently, there is money in the country. An indication of this is the fact that grain deliveries have been small, and that there has been no drop in grain prices during the past two weeks. This indicates that farmers have no pressing need of money and intend to hold their stuff for higher prices.

Clifford Mahler, of Spafford & Mahler, grocers, who recently purchased the grocery on Queen Street South, formerly conducted by D. Pelett, was taken ill last week, suffering several hemorrhages of the lungs. His condition is quite serious.

Miss Laura Dean, of G. A. Young's grocery, has been spending her holidays in Hamilton and Toronto. Miss Dean has the unique record of never having missed a single day in her six years of work at Young's grocery.

Miss Menota Burr, of the John McCorvie & Son staff, has been holidaying at Port Stanley, St. Thomas and London.

A. N. Doupe has resigned his position with the Craig Co., Limited, of Ridgetown, and leaves shortly for Brandon.

While delivering groceries recently for his father, Wm. Piggott, the South Side, Wallaceburg, grocer, Willie Piggott accidentally fell from the wagon, a wheel passing over his shoulder, breaking a collar-bone. He is progressing favorably, however. This is his third serious mishap, he having recently undergone an appendicitis operation, and also accidentally shot himself with a revolver.

A. W. Van Every, who for 20 years past has conducted a grocery and general store at South Woodslee, recently disposed of his business to W. J. Allison, and has moved to Essex.

A machine which has recently set many people in Leamington guessing has proven to be an onion-topper, which will top 1,000 bushels of onions per day. It is another example of the scientific way in which the Essex farmers conduct their business, and is the only machine of its kind in Canada.

GALT.

September 15.—Business of all kinds is good in Galt just at present. Industrial conditions were never better during the past five years. There are no idle men, factories are working overtime, people are paying their bills promptly, and are again beginning to indulge in those little extravagances which disappeared at the time of the financial depression. A canvass of the various merchants brought out the information that business conditions in Galt were never brighter.

Almost all the Galt grocers have visited the Exhibition. "We find that the trip is worth more than the expense," said one grocer. "There are many new pointers to be obtained at the Exhibition, especially in the line of making displays, and I consider a two days' visit to the various buildings an education in itself."

Galt merchants may petition the town council to have the system of oiling the streets given a trial in this town. They suffer considerably from the dust, and the watering carts seem inadequate to cope with the nuisance.

BRANTFORD.

Sept. 15.—James H. Edmanson, confectioner and baker, who has been in business in this city for several years, has sold to Williams & Co., who will continue the business at the present stand on Colborne Street.

Early next year, possibly in February, the Jackson Forde grocery will be re-

moved from its present quarters on Market Street, to a new stand, now occupied by Mitchell, the bicycle man. The Forde grocery is one of the land-marks of the city, as it has been in its present location for many years. The new stand will be fitted up in the latest style.

One of the problems which the grocers, as well as other business men of the city, are up against at the present time, is high rents. Lately there have been a couple of cases where grocers have been the victims of what would appear to be exhorbitant demands in the way of rental. Those dealers who are fortunate enough to own their own places are all right, but for others the situation is growing serious. Brantford has grown somewhat rapidly in the last few years, with the result that the business section of the town is wholly occupied. There is scarcely a vacant store in the business parts. This condition of affairs has a tendency to send the rents skyward. It is expected, however, that the conjestion will be relieved by the erection of some new stores this fall and winter.

Most of the grocers are now back from their holidays and have again settled down to hard business.

While out driving recently, Fred Corey, the East Ward grocer, met with an accident. His horse ran into an obstruction on Park Avenue, where a house is being erected, and was slashed and injured. He is holding the city liable for damages, on account of the obstruction of the street without a danger signal.

The first Crawford peaches of the season last week sold at 90c per basket.

Out of 32 samples of milk collected by Medical Health Officer Pearson from local dealers recently, 9 were found to be below the required standard of specific gravity and butter fat. The standard of weight is 10.29, and the percentage of butter fat should be at least 3.50. In one case skimmed milk was found, and the officer administered a sereve rebuke. Some of the dealers will have to do better. The city keeps a strict tab on the milk sold and makes regular tests.

BERLIN.

September 15.—Business is good in Berlin, and sales for corresponding months are ahead of last year, although perhaps not quite up to the sales of 1907. Berlin is recovering fast from the depression felt in nearly all places; being a manufacturing town, it was hit a little harder than other places, which certainly made a difference to merchants' sales. However, everybody is busy again and wearing a smile.

The one thing that is a little annoying at present is the difficulty in getting some of the people to square up for what the merchants were good enough to advance them in the so-called hard times. Nearly all Berlin grocers do a little credit business. Of course, they are careful to whom they give credit, but be as careful at they may, they will get nipped sometimes in crediting people. The Retail Merchants' Association has a credit list, which is growing gradually. A cash business certainly seems to be the ideal one, but the general experience is that a good many good accounts would be lost if everybody was put on a strictly cash basis. One firm who renders accounts monthly, in cases where debtors are slow, go and see them personally, and keep following up weekly until such accounts are paid.

Blueberries must have been very scarce in Guelph this season, according to the correspondent there. Not so in Berlin. One firm reports having sold nearly three hundred baskets. In fact, they were a drug on the Berlin market for a few days. One commission merchant, M. J. Gorman, received as high as one hundred and twenty-five baskets in a day.

Berlin merchants assemble every morning, buying fruit at Mr. Gorman's fruit market, called "The Native's Home." The best of spirit prevails, even if a fellow does not get what he would like, being, perhaps, overbid by a competitor.

Some of the stores receive fruit on commission, which is probably the most satisfactory way of handling fruit, providing your shipper does not overload you. Beck & Schell receive consignments daily, which they sell in this way.

Berlin's intentions are to secure some large industries and to get heads of families to move here with their families. All the merchants in town should certainly give a helping hand and try to solve the problem.

BELLEVILLE.

Sept. 15.—The John Sloan Co., wholesale grocers, are now settled in their handsome premises, formerly occupied by the Corby Distillery offices and warehouse, situated in the heart of the business district.

The steamer Belleville, on Wednesday last, took on 1,500 cases of canned goods from the Old Homestead factory at Picton.

Wanted, some sun! This is the cry from several of Prince Edward's large canning plants. Unless September is beamed upon profusely by Old Sol, the results will be disastrous as far as the output of canned goods is concerned, the canners will tell you. A typical example of the unusual lateness of the crop comes from a farm at West Lake, where tomatoes ripen and grow, if nowhere else in Prince Edward. The farmer has picked scarcely sixty bushels of tomatoes compared with 600 this date a year ago. One canner said: "We must pack at the very least 30,000 cases of tomatoes, but I don't see how we are going to do so. We have not 2,000, yet, whereas we had half our 1908 pack by this date." The agriculturist and canner view the situation affecting corn almost more seriously than the yield of tomatoes, so cold and backward has been the weather. The crop outlook for canning factory products of Prince Edward will have a great impression on the general outlook. This country is represented as having nearly a third of the canning factories of the province, and numbers among the most important.

GODERICH.

September 15.—A change took place last week in the ownership of the Maple Leaf Grocery, J. W. Vanatter taking over Mr. Snyder's interest in the firm of Morrish & Snyder. Mr. Snyder has been in poor health for some time past, and to this is largely due his retirement for the time being, from active business. Mr. Vanatter, who is a former newspaper man, being till recently part proprietor of the Goderich Signal, has just returned from a trip to the Pacific Coast. The new finrm name will be Morrish & Vanatter. The firm is making liberal use of advertising space.

W. L. Lindsay of the People's Grocery, Hamilton St., recently disposed of his business to P. J. Ryan, formerly of Walton. Mr. Lindsay has left to take a trip to the west, where he may locate. To the lines formerly handled the new proprietor is adding flour and feed, bacon, bologna and other meat products.

Practically all the old wheat seems to be out of the west, and few grain cargoes are moving. The first cargo of new wheat is expected to reach Goderich about to-morrow. Prospects for a record fall trade at Goderich elevators are bright.

Neil Cameron, of Cameron & Moore, grocers and dry goods merchants, was in Toronto last week taking in the Exhibition.

Cameron & Moore's grocery department is advertising largely for butter and eggs. For the latter 23c. trade, or 21½c cash, is offered. With the opening of the fall season, the store's closing hours are now 6 p.m. on week days and 10 p.m. Saturdays.

E. C. Biehl, formerly of this town, has purchased the grocery business of L. F. Killoran, at Stratford.

LONDON.

September 15.—This being Western Fair week, grocery travelers are off the road and are meeting their customers in the warehouses instead of in the country stores.

The feature of the past ten days in the grocery trade was the advance of ten cents in refined sugars, due to the high price of raws, which continue very firm. Teas of all descriptions are advancing and there is no prospect of lower prices. Other staples are firm. California prunes have advanced ½c. to ½c. per lb., and are likely to go higher on account of the shortage of large French prunes and the heavy demand both in England and Canada.

Ewen Rogers, clerk with Scandrett Bros., has taken a similar position in John Diprare's east end store.

The grocery store of J. A. Glen, West London, was entered by robbers one night last week, and the till rifled of its contents. Mr. Glen's residence over the store was ransacked and some valuables were carried off.

The local bakers finding that the cutting down of the five-cent loaf to a mere bun of a pound weight has had the effect of driving some wives to baking

their own bread, have decided to return to a more reasonable size and now the standard weight of the bakers' loaf is twenty ounces.

Housekeepers complain of the light weight of bags of potatoes sold on the market. It is claimed a bushel and a half bag of the tubers should weigh 90 lbs., but it is rare that it ever reaches that weight. Another grievance is that of the grocers who complain that the rolls of butter brought in from the country are from a quarter of an ounce to two ounces short of a pound, and as a result the grocers suffer the loss.

The grocery firm of Rowntree & Forger has been dissolved, Mr. Rowntree retiring. His interest in the business has been purchased by Mr. Taylor, who for some time has been a clerk in the store, and hereafter the firm name will be Forger & Taylor.

The merchants, including grocers, of the south-eastern section of the city have taken a step in the right direction in deciding to close their stores at 7 p.m. Wednesdays, and the hope is expressed that it will lead to early closing six nights of the week before very long.

PERTH.

September 13.—N. E. Dodds combined business and pleasure and visited the Niagara fruit district for a few days last week.

Sugar was on the scarce list last Tuesday and Wednesday. Dealers, however, helped each other out as far as possible, thus causing customers less inconvenience than would otherwise have been the case. The arrival of a carload on Thursday relieved the situation.

Present retail price of sugar here is: Extra granulated, $5.25 per bag, or 18 lbs. for $1. Practically no 2nd quality is sold here.

Almonte suffered its second big loss from fire within three years, last Thursday morning. This time the loss totaled $75,000. The chief loser is Wesley West. His large general store stock, valued at $22,000, was destroyed. Insurance is about $15,000. Mr. West was in Toronto when the fire occurred. This store carried as well-selected a stock of groceries as could be found in town and enjoyed a profitable trade.

C. E. Plain & Co., wholesale fruit merchants, Ottawa, have closed the Brockville branch of their business. Last orders were filled at Brockville, Sept. 11. J. G. Washburn has severed his connection with the firm.

Though H. F. Relyea occupies but a small store on Wilson Street, he enjoys quite a business connection, through having a wagon on the road in the country.

H. L. Jackson has closed his Christy Lake store for the season.

Lanark village dealers enjoyed "a big day" last Friday, it being the occasion of the annual fair. Quantities of bananas, oranges and basket fruit were disposed of.

Eggs still stand at 20c; butter at 22c. Potatoes are again easier, and 35c a bushel is probably the ruling price.

Retail book dealers must certainly be "up against it" with this famous Eaton school book contract. Very plainly on a page in Eaton's latest catalogue issued to the general public you find:

Primer Ontario Readers—4c each, 5 for 16c.

The 5 for 16c gives exactly the same discount as the retailer who buys $50 worth.

OTTAWA.

Sept. 15.—Joseph Cousineau, bailiff of Gatineau Point, has purchased the big general store at Gatineau Point owned by Wm. Smith. The store is the biggest in Gatineau Point, and does a large trade. The price paid was above the $10,000 mark.

KINGSTON.

Sept. 15.—A butter dealer sent in a circular to the trade offering creamery butter at a reduction by taking a quantity. One grocer had bought before and had been given satisfaction. But this time he sent sour butter. How can these methods be checked? Only by shipping it back at once. It's a mean business for creameries to practice, but they do it and bad butter is an invitation for customers to stay away from one's store—it's an insult.

Mr. Patterson, of Calgary, has opened a produce commission house on Clarence St. This makes two here, J. T. Parkhill having enjoyed the privileges alone for many years. Mr. Patterson expects to open up a trade for eggs and butter with the Northwest.

James McCulla, proprietor of the Belfast Grocery, spent his holidays at the famous Sand Banks. He brought a sample of the white sand home and it is just possible there will be a drop in the price of sugar.

Issac Allen general merchant at Missippi has purchased a large piece of land in Kingston and intends building a large saw mill and several dwellings.

BRACEBRIDGE.

Sept. 15.—Quite a number of our merchants spent last week in Toronto mingling business with pleasure. Among them are: P. Hutchison, E. J. Kirk, Andrew Gillespie and Melville Ross.

Wm. Hanna, of Hanna & Co., Port Carling, was a visitor to town last week. Mr. Hanna reports a busy season at the port this summer.

Saturday with warm sunshine brought many visitors to town, and many farmers, making the merchants happy with the steady rush of trade. Nearly all the fruit was sold off before closing time. The Canadian Crawford peach, the finest of all, seems to hold the banner for the day by selling at one dollar per basket. Bartlett pears sold at 50 cents, and good plums at 40 cents per basket.

Fruit jars in this town seem to be a ready seller with the grocer. Some years ago this important part of every household was sold only by hardwaremen. Now it is different, and all grocers claim their sales are increasing year by year.

With the opening of the pickling season comes the putting up of small spice orders, which should be done very carefully, not only for the protection of the owner of the stock, but also for the protection of the customer. When she orders one ounce of say, mace, she wants that amount—no more, or no less—which means a careful weighing. Then again the merchant at this season worries over the loss of so many vinegar jars and jugs through the carlessness of delivery boys. One way to prevent such losses is the charging of the jars up to the delivery man, in checking over orders, thereby making him more careful with the empties returnable.

GUELPH.

Sept. 15.—Robert Simpson, of R. & J. H. Simpson, wholesale grocers, predicts a brisk fall and winter season in the grocery trade.

A number of Guelph groceries keep open on Friday nights. They claim that Saturday night would not be sufficient for them to wind up ther lively week end business. These, of course, are the stores situated outside of the central section of the city—not the down town groceries, who have to hustle practically all day Saturday.

President Robert Simpson, of the Guelph Board of Trade, and senior partner in the firm of the Simpson Co., wholesale grocers, left this week for an extended trip to the west. Mr. Simpson is accompanied by Mrs. Simpson, and will likely be away for two or three months. They will take in the exhibition at Seattle, and will visit points of interest in the Canadian west, as well on their way through to Vancouver. Having stuck to business pretty closely for several years past, finding time as well to take an active interest in the welfare of this city, both as an alderman and Board of Trade member, Mr. Simpson feels that he needs the change, which, he believes, he will get in taking this trip west.

The Guelph Central Exhibition opened on Tuesday with several merchants' exhibits in the main building. One of the most outstanding displays in the whole building is that of J. A. McCrea & Sons. It is so situated that the display is a three-sided one. It is arranged in a pyramid and consists entirely of hand-painted and other beautiful and costly pieces of chinaware. It is a display that ladies of Guelph and vicinity look forward to every year with much pleasure and this year it is as beautiful as ever.

Butter and eggs seem to keep up in price well in Guelph. Last Saturday morning found eggs selling on the market at 23c and 24c a dozen, and butter at 24c and 25c a pound.

These busy days of late summer and early fall, when their customers are all crying for preserving and pickling supplies, it is almost impossible for grocers to refrain from displaying their goods

on the sidewalks. Guelph, with the widest main street in Canada, has wide sidewalks, which are particularly good for the displaying of goods in front of their stores. But even in Guelph, it might be well for the grocers to have a care in this respect, for, though the sidewalks are wide here and give ample room there are still some very fastidious city fathers who even now are talking in civic circles of bringing in a by-law prohibiting merchants displaying their wares on the streets in front of their stores.

What seems to be a very profitable little side-line and a booster for Saturday trade, is apparently successfully worked by J. A. McCrea & Son. The scheme is that of selling fresh rolls on Saturdays. McCrea's get in, every Saturday morning, fresh from the bakery an immense basketful of rolls. Warmed up and buttered, these rolls are fine for Sunday morning's breakfast. They sell at one cent each.

The front of Hadden's store, on Quebec Street, is considerably improved in appearance by the application of a coat of paint.

Archie Benalick, of the staff of Anderson's grocery, has returned from his holidays, spent at Shelburne and other p'aces.

Notes from the Maritime Provinces and Quebec

Early Closing By-law Not Strictly Enforced in Montreal — Unique Selling Display in Montreal Grocery — Flour Market Unsettled in St. John—Pork and Pork Products Advance.

MONTREAL.

September 14—The Laing Packing & Provision Co. opened two fine new branch retail stores here last Saturday. The one is on St. Lawrence Boulevard near Claremont, the other on the corner of Mount Royal and St. Andre.

One matter which is exercising the retail grocers of the city is the non-enforcement of the seven o'clock closing law. Two nights a week all grocers are supposed to close at that hour. It is manifestly unfair to those who do close to have one man in the neighborhood keep open, and as this seems to be the case in most sections of the city, considerable hard feeling has developed. This could, of course, all be avoided by a complete organization among the retail men, but as such an organization has not yet made its appearance the only remedy appears to be to either enforce the law properly or do away with it altogether. Otherwise violations are bound to increase until eventually it will become a dead letter as far as actual value is concerned. Men will not see others take their customers by unfair means.

The value of neatness and quick, accurate service is well exemplified in the store of one of our St. Catharine Street grocers. He has installed two phones, has a boy always on hand to deliver "specials" nearby, and a wagon kept only for rush orders at longer distances. In this way his customers are assured of prompt attention and this, combined with the general air of cleanliness about the store, tends to hold his old customers and gain him new ones. It would be well for every grocer to look over his store at intervals and see what improvements in this line are needed. None of us are ever beyond improvement.

H. Laporte, of Laporte, Martin & Company, Montreal is acting as president of the Montreal Citizens' Association, a body of ratepayers in Montreal who are seeking to promote better civic government. Mr. Laporte was at one time mayor of this city, and was one of the best chief magistrates the city ever had. He is always to the fore in movements of this kind, and it is no surprise to those who know him and his fine character to see him placed at the head of such a movement by a representative body composed chiefly of the business and professional men of the city.

One of the prettiest examples of stock display is shown by a general grocery concern here. Practically every article in placed in such a way as to be both easily accessible, and at the same time shown to the best advantage. Various stands for fruits and vegetables occupy the centre of the store, some giving a pyramidal effect, others a more massive. Most of the fruits are arranged on slanting tables and the whole effect is cleanly and yet not crowded. "People see the articles and want to buy them," is the expression used by the proprietor.

Walter Paul, owner of the large St. Catherine St. store, has just returned from a buying trip to Toronto.

The retail trade is increasing daily owing to the return of many of the customers from summer resorts. Trade has been particularly dull this summer but, with the cooler weather, it promises to shortly be as good as ever and, in fact, prospects are it will be considerably better than last year. One grocer reports the return of fifty old customers in the past week.

MONCTON, N. B.

Sept. 14.—H. A. Clarke has opened a nice and attractive grocery on Union St. which he has stocked with a fine line of groceries. Mr. Clarke is a young man of good business ability, and considerable experience. We trust his new venture will be successful.

Merchants here report business fair generally, and prices for produce are brisk.

Butter is selling at from 22 to 25 cents, and is rather scarce. Eggs are in good demand and bring 22 cents. Apples sell at $2.50 per barrel and potatoes are selling freely at from 45 to 50 cents per bushel.

Plums are being largely brought in from Nova Scotia and Ontario, and are selling at from 65 to 70 cents per basket.

ST. JOHN.

Sept. 14.—Local wholesalers report that the price of pork and pork products is now higher than ever before. On Monday last an advance of 50 cents a barrel was reported for American clear back, the quotation now is $28.75. Domestic mess is quoted at $26.50 to $27. Lard is firm at 16 cents per pound, by the pail. The high prices are attributed to the scarcity of hogs at the present time. It is thought prices will be a little easier, shortly.

The flour market is unsettled and sales lately have been light. The bakers are looking for easier prices with the coming of new wheat. Manitobas are now quoted at $6.75 to $6.85, and Ontarios range from $5.65 and $5.70 for medium patent to $5.75 and $5.80 for full patents.

S. W. DeWitt, of DeWitt Bros., wholesale feed and produce dealers, of Fairville, has been in Carleton county looking after the shipment of 3,000 barrels of potatoes for the Cuban market. The tubers are being shipped to this city, and will be put on board the steamer here. The price being asked for potatoes now in Carleton county is 75 cents a barrel.

Apples are coming in now from up river counties, and from Nova Scotia. The natives are selling at $1.50 to $2.50 per barrel, and the Nova Scotians at $2 to $3.

The buckwheat crop is reported to be heavy this year, and grinding has already commenced.

Stanley D. Carr, who has been conducting a grocery and confectionery store on Waterloo Street, was arrested last week on a charge of obtaining money under false pretences. Carr, who is hardly more than a boy, being only nineteen years old, started in busines a few months ago, and seemed to be doing well. Recently he borrowed sums of money, aggregating about $1,000, and left the city, going to Boston. Last week he returned to St. John, and was promptly arrested. It is understood that his assets amount to about $150 with liabilities about $1,200. The case is now before the court.

The annual exhibition at Fredericton opened on Tuesday, Sept. 14, and will continue until the 23rd inst. The list of entries is the largest ever received.

The Sussex exhibition held last week was not as largely attended as in other years. The agricultural and dairy exhibits were of a high order.

The factory of the Wilmot Spa Springs Company, at Middleton (N. S.) was burned, Sept. 7. The property was totally destroyed.

The grocery business at Amherst, N. S., carried on successfully for years by McLeod Bros., has been transferred to Wallis B. Calhoun.

THE WINDOW SELLS THE GOODS.

Your show windows are real, live salesmen, working for you at all times—and only salary you pay them is "attention." Keep these windows always attractive.

Your windows are advertising, and advertising is just one method of selling. Show windows, to prove most effective, to sell most goods, must display goods needed and wanted, right now. Seasonable goods. Not hurriedly placed in the windows, but carefully studying to get the effect which will do the most to bring people into your store to buy.

Large, neat, price tickets in connection with window displays are very important. Price tickets make the people ask themselves whether or not they can afford the article in question, and if so a sale is the result.

Keep your window display fresh—people get tired of seeing the same things in your windows, and unless they are changed regularly their value as salesmen is lost. Do not crowd the windows. Better too little than too much.—Tea and Coffee Trade Journal.

HOW A CUSTOMER WAS LOST.

Here is an example of service that a merchant should be careful not to follow as it was told by a critic who happened to call into a retail store:

"Men may endure more incivility than women, but they are more impatient of neglect. One morning I dropped into our suburban grocery. The old proprietor was alone behind the counter. A woman was checking over her monthly statement with him in a friendly manner, but leisurely interspersed with the gossip of the neighborhood.

"A hale, prosperous-looking man was pacing back and forth before one of the counters. How long he had been there I don't know, but he was evidently growing impatient, and the storekeeper paid no attention to him. Finally he stalked out, without a protest from the man behind the counter.

"Why didn't the storekeeper excuse himself a moment from the woman and wait on the man, or give the latter a friendly assurance that he would serve him in a moment? It would have held the man, made a sale, perhaps cemented a customer."

THE BISCUIT SITUATION.

The Biscuit Manufacturers of Canada held a meeting at the annual convention of the Canadian Manufacturers' Association in Hamilton, on Tuesday, September 14. Representatives were present from all parts of the different provinces, with Jas. McLachlan, Owen Sound chairman.

After the report of the last meeting held in Montreal was read and adopted, Mr. McLachlan gave an interesting address on the general conditions of business and the prosperity of the country, due primarily to the magnificient harvest the country has had. Mr. McLachlan was very optimistic and looked for improved conditions of trade.

A discussion followed on the question of imported biscuits, which were finding their way into the Canadian market, owing to the cheap labor and cheaper raw materials possible to obtain by the foreign manufacturer. Prices under present cost of manufacture in Canada do not show any too much profit, and while flour has been reduced somewhat the extremely high price of lard has more than counterbalanced the reduction in flour. Owing to the small production of lard in Canada, the bulk of the lard used by biscuit manufacturers has to be imported under a duty of two cents per pound. Biscuit manufacturers were not yet able to use the new season's flour and prices consequently could not be expected to be affected.

HAMILTON NEXT ON THE LIST.

The Hamilton Retail Grocers' Association is the next to take up the collection of accounts. At their last meeting the members discussed ways and means to effect a good system. It is probable that some person acquainted with collection systems elsewhere will be asked to give an address in Hamilton soon.

TRADE NOTES.

John A. Gunn, of Gunn, Langlois & Co., Montreal, is in New York at present on a business trip.

Jno. O. Carpenter, grocer, Hamilton, visited the Exhibition last week and was among the callers at the Toronto office of The Canadian Grocer.

It is well to see that you get what you order. Mistakes will happen, but you can guard against many of them.



A Handsome Grocery Store Showing the Value of Show Cases and Up-to-date Bin Fixtures, as Well as Neat and Attractive Interior Arrangement.



CANADIAN NATIONAL EXHIBITION—The New Transportation Building.

Great Possibilities Shown by National Exhibition

Almost 800,000 People Visit the Biggest Annual Event in Canada's History—Profits $11,000 Greater Than Last Year and a Surplus of Probably $50,000—Exhibits From all the Provinces Show Country's Vast Resources—Foodstuffs and Store Equipment Displays Illustrated and Described.

Toronto, September 15.—No annual feature in the life of the Dominion is greater than the Canadian National Exhibition. Whereas other countries hold at wide intervals and in honor of some special event or anniversary great displays which are dubbed "world's fairs," and which on account of their infrequency and irregularity have little influence on national life, Canada has in the National Exhibition a great national fair, which is the result of years of development and which therefore has all the characteristics of a national event. It is as unique a feature as the great fair of Nijni-Novgorod, which is typically Russian, just as this is typically Canadian. They are both merely the perfection of the ordinary county fair, and this gives them all their beauty and their value.

The thirty-first season of the great Exhibition now belongs to the past and this year it was a greater success than ever before. In fact, the growth of the Exhibition becomes more remarkable with every time it is held. There are no signs that it has yet arrived at anything like its full growth. On the contrary, everything seems to point to its great development into the greatest annual fair in the world, a position it is already the second largest institution of the kind on earth, and it begins to be doubtful if even the great fair at Nijni-Novgorod surpasses it materially. But mere size is not everything. Even if there were many fairs surpassing in extent the Canadian National, this would not lessen its great national value. It would still serve as the great meeting place of Canadians from all parts of the Dominion. It would still bring them together as nothing else can do; and it would still make them acquainted with one another and with distant parts of their country in the best possible way—that is, through their productions. This is the great value of such an institution as this Exposition, and this is why Canadians of every province unite in "booming" it. They all realize that the Fair has grown beyond mere local restrictions, and that it is in every sense a national event.

This year the Exhibition was opened by one of the ablest and best liked men in all the British Empire, Admiral Lord Charles Beresford—"Condor Charlie"—and the enthusiasm of his reception has made abundantly clear the high esteem in which he is held by the Canadian people for his services to the cause of Imperial defence.

When the gates closed it was officially announced that the aggregate attendance had reached within a few thousands of the 800,000 mark, and it is expected that the receipts will show an increase of nearly $11,000 over last year. This means that the surplus will amount to about $50,000, which goes to the City of Toronto.

All Provinces Represented.

The exhibits from the various provinces of Canada are always one of the features of the Exhibition. They stand in silent testimony to our vast wealth-producing Dominion and show the possibilities of a country the resources of which are practically unlimited. Fruits, grains, mineral products, manufactured goods and products of the sea all combined to demonstrate the variety of the resources included between the Atlantic and the Pacific.

British Columbia, Alberta, Saskatchewan and Manitoba came from the west and Quebec, and the Maritime Provinces from the east, combined with Ontario, and the result was the finest display of natural products that one would desire to see.

The display from the British West Indies in the Railway building was one of the strong educational features. Chas. S. Pickford, representing Pickford and Black, Halifax, was in the charge of the exhibit, his purpose being to demonstrate the commercial value to Canada of the products of the British possessions in the West Indies. The display was a magnificent one and thus served admirably the purpose for which it was established. Mr. Pickford attended to the exhibit personally and a great deal of interest was manifest in the thousands who traversed the Railway building daily and it should aid materially in increasing trade between Canada and the West Indies.

Many Food Exhibits.

Hundreds of merchants from all over Canada visited the Exhibition and naturally were more interested in the foodstuffs and store equipment displays than in any other. There has been such a great deal of comment during recent years on pure food that one could not expect anything else than see this department well represented, and the great crowds that surrounded foodstuff exhibits showed plainly the interest displayed in them by the public.

It is safe to say that had there been more accommodation, many more exhibitors in this line would have been there and considerable dissatisfaction was expressed because such was not the case. Plans, however, are under way whereby this hindrance will be met in all probability in another year. The various exhibits are illustrated and described at length in the following pages:

EDWARDSBURG STARCH CO.

A firm that has always been advancing steadily in the estimation of the grocery trade is the Edwardsburg Starch Co., of Cardinal, Ont. This firm was established half a century ago—to be exact in 1858—and its rapid progress proves beyond contradiction that it produces goods that the public appreciate and endorse. The display at the Canadian National Exhibition in the Manufacturers' Building was indicative of wide awake business methods. It was arranged in two distinct sections, one given entirely to the display of Crown Brand Syrup and the other to Silver Gloss Starch and Benson's Prepared Corn. The exhibits were in charge of Fred A. Verey, Toronto representative and J. T. Paul, traveler for the firm. They were kept busy handing out souvenirs to the crowds that stopped to admire the display. The Edwardsburg Starch Co. make a special feature of Children's day, and on that day over 14,000 pieces of advertising literature, including cards, blotting paper, etc., were distributed. They are not there merely for a day, but for years to come, and they believe in educating the folk, while they are young, to the quality and merit of their products. Every member of the grocery trade in Canada realize the extent of the business of this company. The question may be asked: Why is this trade so extensive? It is simply because the manufactured products of the Edwardsburg Starch Co. are the best that raw material, modern machinery and the latest scientific methods can produce. No grocer need hesitate to stock Crown Brand Syrup or Silver Gloss Starch, and Benson's Prepared Corn. The business that has been done in these products in the past is their guarantee, for the reputation of any business must depend upon its past. These goods, as every grocer knows, have been weighed in the balance, and not found wanting, and they have come to be so universally used in Canada that grocers everywhere find them absolute necessities on their shelves.



CANADIAN NATIONAL EXHIBITION—Display of Edwardsburg Starch and Crown Brand Table Syrup.

Evidences of their extensive reputation were observed in plenty at the Exhibition. The first man who had the privilege of seeing the exhibit, when it was presented to the public, was one who handles the goods in Vancouver. Visits from grocers in Halifax, Edmonton, Winnipeg, Ottawa and even from away up in newly explored districts in the Temagami were welcomed. They all sell the products of the Edwardsburg Starch Co. so that the range of its trade is limited only by the oceans. This can only become the case when goods have such a quality when they command universal attention. Grocers can always increase



CANADIAN NATIONAL EXHIBITION—Exhibit of Toledo Automatic Computing Scales.

their sales of such goods as the products of the Edwardsburg Co., by educating the consumer on the various ways of using them. The Edwardsburg Starch Co. is doing this for them. At the Exhibition they distributed thousands of recipe booklets to the ladies. These contained 84 receipes for dishes that can be prepared from their goods. This illustrates how this company is aiding the grocer to sell more goods, and is a business method to be commended.

TOLEDO COMPUTING SCALE CO.

Every merchant who wants to give his customers a "square deal" all the time, knows that the greatest matter of importance in the store is that of weighing goods. There is no merchant who does not want a "square deal" when he purchases from the manufacturer or distributer, and, therefore, it is nothing but simple honesty that he should treat the consumer as he desires to be treated himself. Weighing has now been elevated to such a science, with the introduction of automatic computing scales, that there can be no excuse for any unintentional dishonesty on the part of anyone. The scales manufactured by The Toledo Computing Scale Co., which were exhibited at the Canadian National Exhibition, for accuracy in weighing and computing, are unsurpassed. This statement may be borne out, at least, in part, by a knowledge of the remarkable growth of the company. In July 1901, the patents and property of the De Vilbiss Co., were purchased by the Toledo Scale and Cash Register Co., and in 1902 the Cash Register interests were disposed of and the entire efforts of the company were concentrated on the betterment of the scale. The name of the company was changed to its present one. Then as a result of the universal recognition of superiority of the springless principle of the scale, business immediately began to expand, and has continued to do so. In 1902 the Toledo line of scales comprised three sizes and eleven styles from $35 to $75. This year there are 91 styles and sizes running in value from $37.50 to $165, and there are over 60,000 in use. The Toledo is the first springless computing scale ever made, and it presents one of the greatest advances in scale building and in retail store weighing that remains on record. It has solved the problem of absolutely accurate weight, and is an undisputed practical and reliable device for the merchant. The Toledo is so constructed mechanically that it is impossible for it to give anything but the honest weight. Coupled with this fact, the Toledo is a positive insurance against any error in figuring and eliminates all the results of carelessness in mathematics. The value of this alone cannot be estimated. It is something with which every merchant has had to contend. These worries are definitely settled by the introduction of the Toledo Computing Scale, which, because of its springless principle, cannot be affected by varying temperatures. Another reason why this scale is a big asset to the merchant, is that it causes no delay to the customer. In these days service is one of the paramount features in the store. The merchant who gives the best service stands the best chance to succeed. No one wants to wait when he buys, and the computing scale materially aids in shortening the time between

the order and the delivery of the goods over the counter. No customer wonders whether the salesman is good at fractions when the Toledo scale does the computing. Again the merchant who uses this absolutely honest scale has a talking point which is valuable in his advertising. He can positively assure his customers of accurate weight without fear of contradiction. There is nothing that will cause a customer to forsake his merchant more quickly than a belief that he is getting short weight, and the Toledo scale is absolute proof against this. The trade of this company in Canada is going ahead rapidly, simply because the Toledo Springless Automatic Computing Scale bears a reputation that is unsurpassed.

Manufacturers' Building at the Canadian National Exhibition gave a splendid opportunity to the visitors to see them demonstrated. It was that of the Pure Gold Manufacturing Co., 381 College Street, Toronto.

The demonstrators included several young ladies, who supplied some tempting dishes, which will undoubtedly create a greater demand for Pure Gold products. The company make it a feature to put quality into their goods. They believe in the old truth that "the memory of quality lingers when prices are forgotten." Quality is therefore placed before everything else in the manufacture of the Pure Gold brands. This has been recognized by leading grocers in all parts of Canada and has been the reason why their trade has extended so widely. The consuming public in these times are rapidly coming to the point when they demand only pure goods—goods of quality. This is undoubtedly a step up the ladder in the matter of food consumption. The products of the Pure Gold Co. are guaranteed the best of their kind in domestic use, and are absolutely pure.

Among the high-grade products manufactured by this company in Pure Gold brands are flavoring extract, coffee, table jellies, spices and salad dressing powder. These were all shown in the company's handsome exhibit, and the splendid appearance and arrangement of the various jellies were first-rate attention-attractors. In addition, recipe booklets were given away and these will do much to increase the demand for Pure Gold goods.

The value of the jelly powders was shown in different flavors and a great deal of satisfaction was found by the many visitors who tested them.

The important fact for retailers to bear in mind, however, is that Pure Gold products are goods of merit, and are such that any grocer can conscientiously and safely recommend.

This is something that all should bear in mind, because during recent years there has been considerable discussion on this particular point. More attention is being paid every year by the government to quality in foods and sooner or later we will have a pure food law which will be rigidly enforced. Pure Gold goods have always been found to be absolutely reliable. They are a safeguard against trouble which often arises when retailers persist in selling adulterated goods.

From a glance at the reproduction of their handsome booth, it is no wonder that it created a good impression upon the crowds who passed. Everything in it and surrounding it was neat and clean; the jellies which were served were tempting and perfectly made; the demonstrators were courteous and waited gracefully upon all who approached.



CANADIAN NATIONAL EXHIBITION—Display of Pure Gold Goods.

Charles H. Collins is district sales manager, located at 335 Yonge Street, Toronto. Offices are located at Montreal, Toronto, St. Thomas, Winnipeg, Moose Jaw, Calgary, Edmonton and Vancouver.

The new Canadian factory, which is the largest of its kind in Canada is at 243 Macdonnell Avenue, Toronto.

PURE GOLD MANUFACTURING CO.

Every grocer knows what a hold salads, salad dressings, jellies, etc., have on the mistress of the household. During recent years the sale of these goods over the grocery counter has been immense, and the demand for them is steadily increasing. One booth in the

BORDEN'S CONDENSED MILK.

While much is said these days in regard to Pure Foods, reference is usually intended for manufactured articles, and little consideration is given to the milk used in the household, and this is the most important article of food which enters the house. The health departments of all the leading cities have been issuing warnings about the indiscriminate use of dairy milk, and their work has brought Condensed Milk more prominently to the attention of the public, and the result is the consumption of Condensed Milk during the past year or two has shown a wonderful increase. Condensed Milk was originated by Gail Borden in 1857, and Borden's Eagle Brand Condensed Milk has always been acknowledged as the highest standard. The house-keeper can thoroughly rely upon the quality that has so satisfactorily stood the test of time. This valuable product was demonstrated at Borden's Booth in the Manufacturers' main building at the Exhibition. In addition to Eagle Brand Condensed Milk, the company also demonstrated Borden's Peerless Brand Evaporated Cream, unsweetened. The latter article is simply pure, rich dairy milk evaporated to a creamy consistency by Borden's original process, preserved by sterilization only. Nothing whatever is added, and the company claim it is pure and safer than so-called "fresh milk" ordinarily obtained, as it has all the advantages of fresh milk, and none of the disadvantages. Peerless Brand Cream is suitable for any modification, and may be used for any recipes calling for the use of fluid milk. With Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream, Borden's Condensed Milk Co. solves the milk question by supplying substantial and wholesome nourishment in a compact form prepared at their Tillsonburg Condensary with scrupulous care for those who demand the best. The Borden booth was in charge of Jos. Irving and W. J. Bartley, who are special salesmen for Borden products in Eastern Canada. Crowds of Exhibition visitors surrounded it every day, and considerable demonstration was done, which must prove of considerable benefit to retail grocers. The reputation of Borden's products is one founded on merit. Their quality is of the highest order, and this fact has more than once been brought home to the retail grocer, who has been handling them. They are manufactured under a system of sanitary regulations, which are so rigidly observed that purity is absolutely assured.

This system does not only obtain during the process of manufacture, but it goes back to the dairy farm, where the raw milk is produced, embracing the care and feeding of the cattle, proper construction, lighting and ventilation of barns and location of milk houses, and minute details governing the handling of the milk from the cow to the can.

With these facts in mind the retail grocer has information that will be advantageous in the selling of Borden's milk products, the merit of which cannot be questioned.

Wm. H. Dunn, 27 Front Street East, Toronto, is the general sales agent for the company.



CANADIAN NATIONAL EXHIBITION—Borden's Condensed Milk.

NEWFOUNDLAND FRESH FISH PACKING COMPANY.

The success with which the Newfoundland Fresh Fish Packing Co. has met in the short time their products have been on the market in Canada has more than amply justified their decision to enter this field. The cod steak manufactured by this company is an innovation that must be successful. It is made by a double steaming process which removes all skin, bone and oil. The fish is chosen from prime No. 1 shore cod and nothing more than 6 hours old goes into package. Wax paper is placed between the contents and package to absolutely prevent any deterioration. The product has for three years been under climatic tests in all sorts and conditions of weather. The fact that Swift & Co. have been appointed United States agents, where it is known as Tallasman Brand Cod Steak, is sufficient evidence of its importance.

The interests of the Newfoundland Fresh Fish Packing Co. are looked after in Canada by W. J. Young, 25 Front St. East Toronto, who in a very short space of time booked orders for 5 carload or 150,000 pounds. This cod steak is made ready for the table in ten minutes by simply placing the package in hot water and there is not the semblance of an odor while it is being prepared for table use. It will keep indefinitely, every package being guaranteed by the packers. The company intends eventually to handle a full line of all choicest deep sea fish.

As an instance of the enterprise of Mr. Young, it might be mentioned that he only secured the booth at the exhibition at 12 o'clock on Friday, the day before it opened.



CANADIAN NATIONAL EXHIBITION—Newfoundland Fresh Fish Packing Co.'s Demonstrating Booth.

HEINZ' 57 VARIETIES.

Probably the first thing that struck the visitor on passing through the main entrance to the Manufacturers' Building was the huge electric pickle above the H. J. Heinz Co.'s booth. The arrangement of the exhibit was artistic—a large pagoda was in the centre, and counters surmounted with pillars fenced off the booth. The woodwork was painted white, and was relieved with gilt lettering and trimmings. Samples of the famous "57 varieties" were placed in panels and in pyramids about, and while they were numerous enough there was not the slightest look of crowding, so well were they set off. The exhibit was under the direction of R. Muat, Toronto representative of the company, and he was assisted by Mrs. A. D. Schell, and six young lady demonstrators.

The company has recently completed an addition to its Canadian factory at Leamington, Ont., making it a fine six-storey structure. Before the end of the year all the goods required by the Canadian trade will be supplied from that branch plant. The company has contracted for the produce of 500 acres to cater to Canadian tastes, and the representatives in the Dominion have grown to ten in number, H. P. Eckardt & Co., Toronto, and Hudon, Herbert & Co., Montreal, are selling agents and distributors for the Dominion.

In the United States the Heinz Co. has 11 branch factories, beside the main plant at Pittsburg, employing 4,000 hands, which during the growing season is increased to 40,000. Besides these there are 69 receiving and salting stations, and 31 branch houses. The traveling salesmen number 450, and they circle the globe. As well, there is a factory in London, Eng., and still another in Seville, Spain, where is prepared for the market, Heinz' celebrated olive oil. A number of related industries have grown up about the business. The company makes its own glass bottles, boxes and tanks, and build its own refrigerator



CANADIAN NATIONAL EXHIBITION —Heinz' 57 Varieties.

cars as well as doing its own printing. The latest addition is a splendid "Administration Building" for the head office at Pittsburg.

The Heinz Company has always been noted for its quality goods. In fact "purity of product" is its watchword, and "cleanliness" the rule of conduct in its factories, which are models for other manufacturing concerns. The kitchens of the Heinz Company are always open for inspection. Just now, during the pure food controversy, the company occupies a foremost position by its aggressiveness. Its goods are guaranteed, nothing but pure fruit and vegetables being used in any of it plants.

olate, etc. Their exhibit at the Canadian National Exhibition this year was just another evidence of their energy and of the quality of goods they produce. Their goods are absolutely reliable, and there is a steadily increasing demand for them. They are, as well, backed up by a series of aggressive advertising campaigns, which are of material aid in extending that demand. The trade is covered from coast to coast by traveling salesmen, so that their products can be easily procured.

only one of the many improved machines in the Cowan factory to facilitate the making of their products.

The Cowan Co. is an old established firm. Its standing in Canada is unquestioned. Their factory equipment is freely admitted to be excelled by none on the American continent. This is fully evidenced by the favor with which "Maple Buds" have been met. Their manufacture has been amply justified by the extent of sales that have been made. It is chiefly due to the fact that their reputation has been built upon a quality foundation.



CANADIAN NATIONAL EXHIBITION—Exhibit of The Cowan Co. Limited.

THE COWAN COMPANY.

Retail grocers in all parts of Canada have long since recognized the advantages in handling the products of the Cowan Co., manufacturers of cocoa, chocAt their booth at the Exhibition were demonstrated their celebrated Perfection cocoa, their quality chocolates, including Maple Buds and Nut Chocolate, etc., all manufactured at the company's large establishment in Toronto. An interesting feature of their exhibit was an automatic wrapping machine for wrapping Cowan's Cream Bars. This was operated in full view of all passers-by, and it attracted a great deal of attention. It is

The exhibit was the most successful the Cowan Co. ever held. They were delighted with the business they did by selling cocoa at five cents per cup, and attribute this to the fact that visitors are more willing to get a quantity perfectly made, at a slight consideration, than to merely obtain a taste. They, therefore, served large cups of cocoa

made by an expert demonstrator and were highly pleased with the results.

C. Dimmock was in charge of the exhibit at the Exhibition. In fact he has been there for the past 16 years or more —another important feature in evidence of the standing of the company. Seven young ladies were kept busy attending to the thousands of customers who passed daily.

The exhibit was one of the most handsome in the Manufacturers' building, as the accompanying cut will testify.

MAPLE TREE PRODUCERS' ASSN.

The exhibit of the Maple Tree Producers' Association, of Waterloo, Que., in the Process Building this year was one that attracted constant and interesting attention, particularly of the visiting grocers and merchants. The fact that this company's efforts during the past ten years under the determined and consistent efforts of J. H. Grimm, president, have been the means of improving the quality of Maple Syrup and sugar generally throughout the producing districts as is shown by the report of the Dominion Analyst, has secured the confidence and support of the jobbing and retail grocers. This confidence of the trade is reflected in the increased demand by the consuming public in Pride of Canada brand Maple Syrup, and it is safe to predict that this splendid exhibit will result in further demand for this company's products. W. J. Dack, 512 Dundas Street, Toronto, is agent for the city and district, and his work during the past year has shown phenomenal increase



CANADIAN NATIONAL EXHIBITION—Exhibit of The Maple Tree Producer's Association.

in the consumption of Pride of Canada Maple syrups and sugars. The syrups are absolutely pure, and under the arrangements made with the producing farmers must all be up to the highest standard. The prices paid to the farmers are so high that it pays infinitely better to deliver the pure syrup than to attempt any adulteration, or to attempt to market their products direct with the chances of being manipulated before reaching the consumer. All credit is due to the Maple Tree Producers' Association for their work in the direction of of absolutely pure maple syrup and sugars.

HUYLER'S CONFECTIONERY.

For quality in confectionery, Huyler's products stand in the first rank. They were exhibited in a handsome booth at the Canadian National Exhibition, and certainly attracted a good deal of attention. Confectionery is an article which the retail grocer knows can be displayed to advantage. Where the display is clean and attractive, it gives the whole store an appearance which raises it in the estimation of the intending purchaser. Huyler's exhibit, with handsome electric light fixtures, made a splendid impression.



CANADIAN NATIONAL EXHIBITION—Huyler's Confectionery Display.

There is a great deal in the phrase "a man is known by the candy he sends," and with the quality that exists in Huyler's, a grocer can safely recommend it.

One of the features of the exhibit was a display of a model, among others, of improved machinery used in the manufacture of Huyler's cocoa and chocolates.

RED ROSE TEA.

The popularity of the Red Rose Tea booth at the Exhibition this year was a remarkable demonstration of how wide spread is the knowledge that "Red Rose Tea is good Tea."

It never seems to occur to the Red Rose Tea people to be anything but original and at the head of the parade. Their unique plan of borrowing five cents from each person as they came in to have a cup of tea was the advertising "hit" of the Exhibition and created a lot of talk among experienced advertisers.

The beauty of it was, it was so simple. They charged five cents for a cup of Red Rose Tea with a small crisp roll and butter and gave the money right back again in the form of a coupon, good for five cents anywhere within sixty days as part payment for a package of Red Rose Tea.

Each coupon is numbered and bears on the face of it a fac-simile in red ink of T. H. Estabrooks' signature, so that there can be no mistaking them. Every merchant is authorized to accept them as five cents on a package of Red Rose Tea, and they will be redeemed promptly at their face value by any Red Rose Tea traveller or when sent to the Toronto office.

The readiness with which the people gave up their nickles for a cup of Red

Rose Tea and a coupon and often waited for the privilege while free demonstrations and counter attractions abounded on every hand, reminded one forcibly of the wonderful progress Red Rose Tea has made in a very few years to the front rank among package teas. Standing at the exit and hearing the people as they left almost without exception, praise the tea, one got nearer to the secret of this remarkable success. It is the quality of Red Rose Tea. Indeed Mr. Estabrooks' position in the tea trade has been won by a steady adherence to the policy of competing in quality rather than in price. As a result of that policy Red Rose Tea has been made the best possible value in tea and the quality is always maintained.

The great success of the Exhibition demonstration was due also to the evident care with which it had been planned to the last detail. Snowy linen covered the small tables, special Red Rose china was used, the young ladies were attentive, courteous and attractive, and the greatest care was taken to explain the coupon system thoroughly. There was an entrance which was always crowded and an exit where, also, grocers and merchants visiting the Fair were admitted without inconvenience to a compartment reserved for them. During the two weeks a great many trade friends of Red Rose were welcomed by Frank Leech, who had charge of the booth or by Mr. Campbell, manager of the Toronto branch, who spent much time at the booth.

Throughout the demonstration Blue Label, the 40c grade of Red Rose was served and whatever may be said for the daintiness of the service, the coziness of the booth and the kindliness of the welcome the delicious quality of the tea was always the central attraction. The people came eager for it and went away praising it and with the coupon as an reminder and an incentive to buy a package of Red Rose.



CANADIAN NATIONAL EXHIBITION—Exhibit of Red Rose Tea.

JNO. B. PAINE CO., LTD.

The advance that the Jno. B. Paine Co. has made since its inception in March, 1907, is proof conclusive that it is manufacturing products which are in splendid demand. "Bull Dog" brands of Ammonia Powder, Chloride of Lime, and Liquid Ammonia have met with a good reception from the public, simply because they are what the public want. Knowing this, grocers throughout Canada, are feeling the necessity greater every day to lay in stocks of these products. By exhibiting them at the Canadian National Exhibition, the company aided the grocery trade materially by demonstrating their value to the thousands of visitors in attendance. Ammonia Powder is used for washing clothes and dishes and for general disinfecting around the house. Chloride of Lime is a disinfectant and bleaching powder unexcelled. Liquid Ammonia is used for softening water for washing clothes. It will thus be observed that these articles are practically necessary for the grocery store where the bulk of buying for the household is done. Although Liquid Ammonia and Chloride of Lime have just recently been added to the Jno. B. Paine Co.'s products they are meeting with much favor. "Bull Dog" Ammonia Powder has been on the market for over two years and the extension of the trade during that time has been remarkable. The care exercised in putting up the Chloride of Lime canisters is worthy of

notice. The interior is lined with an absolutely porous proof mixture which when hardened prevents any possible chance of air passing through. The company gives away coupons which require being placed together to obtain a perfect "Bull-Dog." This may then be redeemed at the offices of the company in $5 gold coin. Jno. B. Paine, president of the company personally superintended the exhibit at the Exhibition, and it attracted large crowds. Mr. Paine is thoroughly acquainted with the manufacture of his products having been in the chemical business in Canada for 25 years. The secretary of the company is F. W. Anderson. Snowdon & Borland are the Montreal agents, and Lock & Williams the Winnipeg representatives. The manufacturing is done in Toronto.



CANADIAN NATIONAL EXHIBITION—The John B. Paine Co.'s Display of Bull Dog Ammonia.

ST. CHARLES CONDENSING CO.

The demonstrations that daily took place in the booth of the St. Charles Condensing Co., at the Exhibition, met with a greater reception than ever before. Questions concerning the purposes and manufacture of St. Charles Evaporated Cream were continually being asked by the crowds of visitors, who passed this exhibit, and courteously answered by those in charge.

In these days we hear much about the trouble of obtaintng a pure milk supply and of commissions being appointed to look into the causes, especially in the large centres. In fact, we can be hardly sure of our milk supply anywhere. Very often householders are disappointed, and too often they do not get a sufficient supply should company call unexpectedly. These are conditions which have practically forced people to look for their milk supply elsewhere.

St. Charles Evaporated Cream has solved the problem, and in a great many ways it has been found to be superior to ordinary cream or milk. Besides being more convenient, it is a purer article on account of its being thoroughly sterilized and consumers are absolutely sure of the quality of their supply.



CANADIAN NATIONAL EXHIBITION—St. Charles Evaporated Cream Display.

The fact that St. Charles Evaporated Cream can be kept indefinitely before opening, is one of its paramount features. After opening it will keep longer than fresh milk if kept in a cool place. Consumers also find it more economic than ordinary cream or milk as they can use what they require and put the remainder away in a cool place until they wish to use more. Ordinary dairy cream or milk has to used up, as it is bought every day. The public is just beginning to realize the purity and convenience of this article, and it cannot be wondered at that thousands of people each day asked the ladies who were demonstrating this article, question after question regarding the product. Most of them left orders to be delivered through their regular grocers. This fact should be appreciated by the retail trade because by demonstrating this article to the public in this manner, new customers are made for the grocer and trade brought to him which ordinarily would be going to the dairyman.

The booth itself was more attractive than ever before. It was in charge of Dane, Hortop & Co., Toronto, the Ontario agents, who spared neither time nor money and went to considerable trouble in making it one of the most attractive in the Manufacturers' Building. The curtains hanging from the sides gave it a splendid appearance, and the interior arrangement was never more atractive.

INGERSOLL CREAM CHEESE.

The Ingersoll Packing Co., Limited, of Ingersoll, Ont., had a very attractive booth in the Manufacturers' Building at the Exhibition. Draperies hung from the sides handsomely setting off the dis-

play of the products of this company neatly arranged around the interior. The demonstration of their well known product, Ingersoll Cream Cheese, in blocks, was instrumental in securing many new admirers, which cannot fail to be of much assistance to the retail trade.

Thousands of visitors saw and appreciated their exhibit. Cleanliness was sufficient to draw crowds at all times, and the demonstrators courteously supplied Ingersoll cream cheese to thousands every day, the majority of whom were already familiar with that product. This demonstration at the greatest of Canadian exhibitions, cannot fail to produce a much greater demand from all over Canada. In this way the Inger- and the Pacific, where Ingersoll Cream Cheese is not known as a valuable food product. It is easily handled in the retail store, and can be used to advantage in window and interior displays.

But the best reason why retailers are handling Ingersoll Cream Cheese is the reliability of the product and of the firm. This explains why the product of this



CANADIAN NATIONAL EXHIBITION —Exhibit of Cream Cheese by The Ingersoll Packing Co.

one of the important features of the booth, and had much to do with the favorable impressions made on the passers-by. Panels in green burlap decorated the walls in addition to attractive hangers and handsomely printed advertising show cards.

Pyramid piles of cream cheese in the well-known wrapper with the cow in the centre were neatly and systematically arranged on the counters. These were soll Packing Co., is materially aiding the retail grocer, through which medium the goods are distributed to the public, to increase his business.

The high quality of the Ingersoll Cream Cheese has already won over many customers. Plain, reasonable facts tell the story of the progress the company has made. There is scarcely a town of any size between the Atlantic company has been sold so extensively over the counters of the retail stores in all portions of the country.

This firm is also curers of the celebrated English Breakfast Bacon and Beaver Brand Hams and Lard. Whereever high class pork products are used these brands will be found in the best demand, simply because their quality is unsurpassed.



CANADIAN NATIONAL EXHIBITION—Exhibit of Salada Tea.

"SALADA" TEA.

When any article prepared for food consumption withstands the test of time for eighteen years and continues to grow in public favor, it is proof positive that it is of real value to the retail grocer. When it comes to the knowledge of the trade that its sales have increased 323 fold during that period, it is beyond contradiction that such an article is an absolute necessity to the success of every store. That is the simple case of "Salada" Tea. "Salada" is a name familiar to practically every home in the Dominion and the United States. The Company's exhibit at the Exhibition was, as in former years, a splendid one. A feature which attracted much attention was the display of a herd of 16 ebony elephants. These "Natives of India" told the story of the Company's progress in a most effective and striking manner—beginning with the miniature quadruped of 1892, barely an inch in height, and ascending to the mammoth of 1909, measuring nearly two feet high.

Grocers who comprehend the importance of Ceylon as a tea-producing country, have every reason to be directly interested in "Salada." Investigations into its climatic conditions and soil have lead scientists to declare that it is the finest tea-producing country in the world. Before "Salada" was introduced to the public, the tea trade was in a wretched condition, peddlers and department stores doing a very large share of it in bulk form As pioneers of Ceylon Tea on the continent, The "Salada" Tea Co. have always believed that there was no tea the equal of that from Ceylon. Modern Anglo-Saxon skill, care, cleanliness, superseding the primitive, unsanitary, unwholesome methods of handling that still prevail in all other tea-growing countries, have made Ceylon Tea the standard of excellence throughout the Oriental as well as the Western World.

In 1892 "Salada" was placed on the market in sealed packets, and offered in this form to the consumer through the retail grocer. Nothing can aid the grocer more than the knowledge that he is in a position to absolutely guarantee his customers tea "fresh from the gardens," absolutely pure, of incomparable flavor

and fragrance and strictly uniform quality. This last characteristic is an important one for there is nothing that will lose a customer quicker than to sell goods that vary in quality from time to time.

Not to know "Salada" implies the misfortune of not knowing the finest and purest grade of the world's best tea, free from all impurities, artificial coloring, hand rolling by Mongolians and other primitive disregards of cleanliness. The tender leaves and buds which contain the essence and vigor of the plant are prepared by modern scientific methods and machinery and packed in sealed lead "Salada" packets in the largest, most modern tea warehouse on the continent. "Salada" is a tea that wins on its own flavor and proves its claim as the choicest, purest and most economical tea for all occasions.

Reasoning the matter out in a business-like way it amounts to this:—every grocer by selling "Salada" makes for the betterment of his tea-trade all the way round—better satisfaction—better tea—better profits and better trade generally.

During the eighteen years that "Salada" has been before the public, more than one hundred firms have imitated their style of doing business. They used the "just as good" argument to get their packets on the grocers' shelves but after the public tried them they would not buy them again, because no firm has ever succeeded in imitating "Salada" quality.

Ever since they commenced business the same thought, the same effort and the same careful attention has been given to "Salada" Tea. This experience, gained by meeting and surmounting actual problems in the tea business, is the grocers' strongest guarantee of efficiency and absolute reliability.

Their enormously increasing sales are conclusive proof that the public are finding out in increasing numbers every year that they are best served when they purchase "Salada" Tea. They have placed a good article on the market, they have told the people of its goodness and the people have bought it and have continued to buy it. Their service has been honest and consistent and they have received the reward of merit.

The extent of the business of this Company is another point of interest. Its trade extends over the whole North American Continent with officers at Toronto, Montreal, Winnipeg, Calgary and Vancouver in Canada, and in the United States at New York, Boston, Buffalo, Cleveland, Pittsburg, Philadelphia, Detroit, Chicago, St. Louis and Los Angeles. The exhibit at the Exhibition was visited by scores of retail grocers from all parts of the continent and details of the business were explained by the firm's representative in charge.



FRY'S COCOA AND CHOCOLATE DISPLAY.

FRY'S COCOA AND CHOCOLATE.

The display of Fry's cocoa and chocolate was an especially attractive one, the panel-work on the sides, both at the top and bottom, setting it off to the best advantage. A few sprigs of foliage hung from the top and greatly increased the effect upon the eye of the appearance of the exhibit. A feature which attracted much attention was the display of medals which Fry's cocoa and chocolate have won at various expositions throughout the world. Incidently this points to the quality of these goods, with which, of course, every experienced grocer, is already familiar.

VINOLIA SOAPS.

Without any doubt the display of Vinolia products in the Manufacturers' Building at the Canadian National Exhibition was one of the handsomest that was to be seen in any building on the grounds. The floral decorations, which hung from the sides of the booth were very atractive and the pleasant odor, which at all times emanated from beneath the purple foliage kept a constant crowd.

Lever Bros. (who are the sole agents for Canada of Vinolia soaps,) have world wide fame as manufacturers of Sunlight, Lifebuoy and many well-known brands of toilet soaps, were the exhibitors of the products of the Vinolia Co.

The soaps shown which are of direct interest to the grocery trade were Vinolia Baby, Liril Violette de Parme, Vinolia Sweet Pea, Premier Vinolia, Vinolia Bouquet and Vinolia Lasario Peau de Espagne. All of these sell to the trade at $9.50 per gross, either in one kind or assorted. They are all toilet soaps of the finest quality and are undisputedly among the leading toilet soaps manufactured.

The Vinolia Co are soap makers to His Majesty the King. Several Vinolia soaps are supplied regularly to the Royal palaces, including Vestal Vinolia and Vinolia Otto soap. Vinolia was introduced into Canada a couple of years ago, and the success which has attended its introduction shows conclusively that it is what the people want. Grocers who stock this high grade product, therefore, have selling points, which are of much value. This is something always to be desired.

The grocery trade has begun to handle Vinolia Shaving Stick successfully. It is particularly acceptable to the man who shaves himself, for comfort and ease and as a time saver. The Shaving Stick is enclosed in a metal case with a metal



CANADIAN NATIONAL EXHIBITION—Vinolia Soaps.

cap, easily removable. The soap is well matured, fragrant in perfume, quick and lasting in lather, and easily applied by simply rubbing on the face previously moistened with a wet brush.

Vinolia Baby Toilet soap is another that is making rapid headway. It used to be said that soap is not good for a baby's skin. For this popular error the soap of an earlier day may have been responsible. Nowadays there are factories in which soap manufacture has reached such a pitch of perfection and purity as to challenge the old and false tradition and to prove conclusively that it does not apply to the soaps there produced. No better evidence can be had of the value of Vinolia Baby soap than the words of a medical practitioner when he said, "For roughness of the skin in a little child Vinolia has proved eminently successful."

For the bath Vinolia soaps are unexcelled both from the point of cleanliness and pleasure. Vinolia Toilet Soaps are strongly recommended for the bathroom, and are extensively purchased for this purpose. This is because most people in these days believe their bodies are deserving of as much courtesy from refined soap treatment as are the hands and face.

The standing that Lever Bros. have in the world's soap trade is worthy of attention. They are known in every continent as the manufacturers of soap of merit, and quality, and this fact is sufficient to impress upon the retail grocery trade the value of trade connection with them.

QUAKER OATS COMPANY.

When the facts that only healthy persons enjoy life and that wholesome food is necessary to health are comprehended, we are in a position to understand the great growth of the Quaker Oats Company. Grocers know that Quaker Oats is a commodity, the food value of which commands attention. They know that if they sell Quaker Oats Quality Products that they are positively assured of giving satisfaction. That's why so many members of the trade carry the products of this company on their shelves. These products were splendidly exhibited in the Manufacturers' Building, at the Canadian National Exhibition, and thousands were given the privelege of testing them. A company which is not afraid to show its food products to the critics, which attend such an exhibition as the Canadian National, is considered one that manufactures goods of high standing in purity and quality. In both these characteristics, the Quaker Oats Company can easily qualify. It produces goods that are undisputedly pure because they are manufactured from the choicest of grains. This is knowledge that can be used with the best of results by grocers who handle the products. They are in a position to recommend them without fear of being in error or without fear of losing custom. Now-a-days the public is clamoring for quality in preference to quantity and the Quaker Oats Company stand in the first rank in this respect. The extent of the manufacture of Quaker Oats products is sufficient evidence, if these were none other, that they are what the consuming public wants. The mills are the largest and cleanest in the world. They are located at Peterboro, Ont.; Akron, Ohio; Battle Creek, Mich., and Cedar Rapids, Iowa. Another significant fact is that the products turned out from these mills are more generally sold than any other food products sold in package, and the amount of sales by retail grocers is greater than that from the sale of any other package food product. It is therefore easily seen that grocers who are not handling these goods can



CANADIAN NATIONAL EXHIBITION—Quaker Oats Display.



CANADIAN NATIONAL EXHIBITION—A Splendid Display of Confectionery in The Harry Webb Co.'s Exhibit.

dust and germs, brightens up carpets and rugs, and keeps floors neat and clean. When used on tiles, linoleums and oil-cloths "Soclean" possess properties that grip the dust and dry-cleans them. It is as well a powerful disinfectant.

All these features should commend themselves to the grocery trade, through which avenue of trade "Soclean" is being pushed. Besides the above-mentioned qualities "Soclean" is economical, is fireproof and leaves a fragrant odor after sweeping. It can be used over and over again until saturated with dust, and last of all it is guaranteed.

Its use is increasing outside the home, and it has been introduced with great success into clubs, banks, schools, hospitals, hotels, theatres, steamboats and stores. For commercial use "Soclean" is put up in three sizes of barrels weighing respectively 125, 250 and 350 pounds; and for home use in tins retailing at 25 cents, 50 cents, and $1. At the booth a young lady demonstrator explained its use, and showed how even a child could sweep a floor without raising dust by simply shaking on the floor beforehand a handful of "Soclean."

CHRISTIE, BROWN & CO.

Of particular interest to grocers was the exhibit of Christie, Brown & Co.'s 500 varieties of biscuits in the main aisle

make no mistake by laying in a stock. The public has after many years experience by comparison, pronounced Quaker goods the best value for the money. Their cleanliness and purity have won them universal favor. The company have issued and are distributing booklets showing Quaker Oats being carried across the desert by camels; they are shown in stores in India, and on the banks of the Rhine. Scenes in South America, Switzerland, the West Indies and South Africa, also are shown where Quaker Oats are in evidence. The reputation is world-wide. Another asset to the grocer who carries the products of this company is that numerous wholesome, tasty dishes can be made from them. Recipe books were distributed by the four ladies in charge of the booth at the Exhibition, and these contained some valuable information on the preparation of various dishes. The products of the company include Quaker Oats, Puffed Rice, Puffed Wheat, Corn Flakes, Pettijohn and Yellow Corn Meal. These are all manufactured in Canada at the mills in Peterboro, where car loads of the best possible oats are manufactured into cereal products every day.

"SOCLEAN" DRY CLEANER.

The Harnett-Ridout Co., Toronto, manufacturers of "Soclean," had a tasty display of their product in the Industrial Building. "Soclean" is a scientifically-prepared compound that makes sweeping possible without raising dust. It is a dry cleaner a little of which sprinkled on the floor at the beginning point of sweeping saves scrubbing, kills



CANADIAN NATIONAL EXHIBITION—"Soclean" Dry Cleaner.

of the manufacturèrs' Building. Each of the four sides of the booth served as a frame for the display of the boxes of biscuits, (no two of them alike), which were set cornerwise to admit of a prettier effect. Above were suspended a number of colored electric lamps, and below on the shelf were set palms and ferns interspersed with small boxes of dainty confections and fancy biscuits. The display ranged from plain sodas to fancy macaroons, a new and very high-grade of which are now made for receptions and 5 o'clock teas. Another new line is the "cherry ring," which will likely become as popular as some of the older lines. Then there are plum puddings and fruit cakes put up in one and two-pound tins, and a variety of wafers, biscuits and cakes, plain and fancy, put up in special neat packages.

It would be impossible to name over the many lines of biscuits made at Christie's. The grocers of the country already know the majority of them by sample at least—from the arrowroot for babies, up through the animal biscuits for children, to the light reception wafers and fruit and fancy lines for grown-ups. Through all the varieties there is the stamp of quality. From the inception of the business the company has rested its claim on quality, and now the name "Christie" on a biscuit is a guarantee of purity. The purest ingredients only are used in their making, and nothing is permitted to enter into their manufacture that is not the best money can procure. Every batch of goods before being shipped is subjected to rigid inspection, and the many awards secured in competition attests the worth of Christie's products. A determining factor in the quality of the goods is the cleanliness of the factory, which is open



CANADIAN NATIONAL EXHIBITION—Christie's Biscuits.

for the inspection of friends. Improved machinery is installed, which necessitates very little handling of the biscuits in the making. There are baths and washrooms for the employes and white linen clothes are worn by all. To keep these spotless a fully equipped laundry is located in the building. Tin boxes returned before being used again are thoroughly sterilized, and naturally this care shows in the quality of Christie's goods.

The company although at present the largest biscuit manufacturing concern in Canada, is continually making additions to its plant, and it now has some 244,000 square feet of floor space in its Toronto plant, which itself speaks of the popularity of Christie's goods in the majority of homes from coast to coast.

TRUMILK AND MILKSTOCK.

The Canadian Milk Products Limited, Toronto, made a very interesting demonstration in the Manufacturers' Building, of the product of their new process, by which milk is reduced to a sterile powder soluble in cold water. This product is so fine that large quantities of liquid milk made from it were sold by the glass, many persons remarking that it was considerably better than the liquid milk which they were getting from their milkman.

From a scientific standpoint Trumilk and Milkstock, the dry milk powders, are very interesting in view of the fact that never before has milk been put into a form in which it would keep without the use of preservatives, except where the milk has in the process been subjected to such high temperatures as to injure the flavour and coagulate the albumens. It is also noteworthy that no exhibitors of condensed or evaported milks have ever dared to restore their products to liquid form and offer them for drinking to the public. The makers of Trumilk have not thought it necessary to disguise the taste of their products by serving them in tea, coffee, cocoa, etc., but have shown them as milk.

The advantages of these goods in quality, taste, portability, keeping qualities, freedom from freezing, etc., was evident to all who saw them. We are told that that the demand for these products is growing so fast that the makers will shortly build a second factory, although their present plant was only finished in July.

E. D. SMITH'S JAMS AND JELLIES.

One of the most striking exhibits in the Manufacturers' Building was the display of preserved fruits, jams, jellies and marmalade made by E. D. Smith, Winona, Ont. These goods are known for their absolute purity, only fresh fruits and pure granulated cane sugar being used in their manufacture. The exhibit was well set off in a white booth with gold lettering, the trimmings being in brown and green. Two demonstrators were kept busy showing the preserves and giving tasty samples. Mr. Smith's factory is located in the very heart of the fruit district of Ontario, and his farms are models for the surrounding country. He is thus enabled to obtain sound fresh fruit immediately after it



CANADIAN NATIONAL EXHIBITION—Exhibit of Trumilk and Milkstock.



CANADIAN NATIONAL EXHIBITION—E. D. Smith's Jams, Jellies, etc.

is picked. The factory, too, is a model of cleanliness, and is open for inspection at all times. The visitor may follow the fruit through its process of manufacture, and thus be able to satisfy himself as to the excellent quality of the E. D. S. product. In fact, Mr. Smith's trade mark is a recognized guarantee of the high class quality of the contents of the bottles bearing his name. If proof is wanted on this score it may be had by a study of Bulletin No. 119 issued by the Department of Inland Revenue. Of 182 samples collected by that department in various parts of Canada, 128 were found to be adulterated, and only 29 were found pure and genuine. Of these 29 samples, 10 were made by E. D. Smith; not a single pure sample coming from any other large jam maker in the country.

E. D. Smith's Tomato Catsup is another product of his Winona factory. It is considered by judges to be equal to the best catsups selling in Canada, whether made in the Dominion or imported. It costs a little more than a number of other domestic brands, but it pays to buy quality goods. The exhibit was in charge of F. J. Blackburn. The agent for E. D. Smith's goods in Ontario is W. G. Patrick, Toronto.

THE McCASKEY REGISTER CO.

One of the great troubles of the retail merchant is paying proper attention to his credit accounts. Neglect to carefully watch this end of the business has caused many failures, and one of the best methods used in overcoming this difficulty is by using the McCaskey Register. The fact that with a McCaskey register, a grocer knows his own standing at any time in the year, makes its value inestimable.

Only five years ago a retail merchant who would rather sell goods throughout the day and play with the children at night, instead of working, and who hated drudgery at books anyhow, invented a simple device for keeping credit accounts. This was the register. He then threw into the fire every book-keeping book he possessed, and to-day over 60,000 merchants in the United States are using the McCaskey Register. It is because it relieves them of all accounting anxieties and drudgery, that it becomes an asset worth while possessing. It shows at a single glance how all accounts stand—this is a particular feature of the McCaskey Register. It prevents errors; it collects money automatically; it prevents disputes with customers, and it stops forgetting to charge goods.

The customer's account is carried forward and totaled with every purchase, and as the customer always has a duplicate, he becomes legally liable for the amount it shows.

With a McCaskey register, the man who gives credit stands practically no chance of losing money by bad debts. Credit sales are handled as rapidly as cash sales and you can see in five minutes' time what one hundred good customers owe you. The moment a customer calls, a glance at the McCaskey Account Register shows exactly what he owes, and he knows it too—so there are no disputes.

All copying, posting, making out statements, night-work, etc., is eliminated. Every clerk is a bookkeeper, but it costs him no time, trouble or work. The McCaskey register is a silent bookkeeper, with every account kept up to the minute. By a simple due card de-



CANADIAN NATIONAL EXHIBITION—McCaskey Register Co.'s Exhibit.

vice, goods are prevented going out if the customer's account is already overdue.

The exhibit at the Canadian National Exhibition was visited by many grocers, and the systems carefully explained. Two show cards, one reading "McCaskey Physician's and Surgeon's Clinical and Financial Record System" and the other "The McCaskey Commercial Credit Registers—Only One Writing System," were conspicuous and attracted a good deal of attention.

THE NUGGET POLISHES.

The waterproof qualities of Nugget Polishes were exhibited with splendid effect in the Process Building at the Exhibition. The booth used for Nugget Polishes was attractively arranged, and the demonstration so successfully carried on that it kept a continuous crowd of interested spectators.

As intimated above, the feature of the exhibit was demonstrating that Nugget Polish is absolutely waterproof. This was accomplished by polishing a shoe, until the shine showed the splendid qualities of Nugget Polishes, and then dipping into a basin of water. When the water was washed off with a cloth the shine still remains as well as before demonstrating, another important quality—that of durability. The cloth itself showed no signs of blacking so that Nugget Polishes do no harm to clothing.

The retail merchant who has trouble with frost in his store in winter may have no fear with Nugget Polishes. They are absolutely frost-proof, and moreover they will not dry in stock. Lines exhibited were Nugget Black, Tan and White Polishes, Patent Creams, Honest Polish, and Nugget Furniture Paste. These goods can be handled by the retailer on an attractive basis of profit. Therefore with such qualities as are possessed by Nugget Polishes, a grocer can place perfect reliance upon them, and at the same time make a good margin of profit.

A CHICKEN A MINUTE.

Harrow, Ont., Sept. 15.—It is not generally known that Harrow is the centre of a chicken-dressing industry second to none in Essex county, and the revenue derived therefrom means something to the farmers of this and adjoining townships. In addition to local hucksters who supply dredges at Amherstburg, Gordon Halstead has the contract for Bois Blanc Island, and his output runs as high as 1,000 chickens weekly, for which from $300 to $400 is paid out. The fowl are brought alive to Harrow and left to the tender mercies of Thomas Bridges, expert chicken picker, who has a record of killing, scalding and picking a chicken in 24 seconds. His usual "stunt" is a chicken a minute for all day if necessary.



CANADIAN NATIONAL EXHIBITION—The Nugget Polishes Display.

HEAD OFFICE LOCATION.

In the advertisement of the Comet Chemical Co., on page 21 of the issue of August 6th, there was a slight omission. It should have been stated that the address of the head office of this company is in the Victoria Buildings, Manchester, whereas the advertisement referred to, contained only the address of the Canadian representative. Readers who are interested in the business proposals made by this company would do well to make a note of both addresses.

SMALLER CLOVE CROP.

Arthur Garrels, under date of July 20, writes as follows on the yield of cloves for this season in Zanzibar, East Africa:

It is expected that the total clove production in the crop year 1909-10 will be considerably less than in the crop year 1908-9. This forecast is based on the condition of the trees at the present time. Picking will probably begin in August and continue until January, part of the crop being early and part late. Clove deliveries for the 1908-9 crop amounted to 165,733 frasilas (frasila=35 pounds) for Zanzibar and 449,685 frasilas for Pemba, with average prices of 8.75 rupees (rupee=$0.3244) for Zanzibar and 8.31 rupees for Pemba per frasila.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

A table delicacy introduced into Canada in recent years from England, its mission being to make the art of eating more enjoyable, is meeting with much favor. It is known to every housewife in the home country as H. P. Sauce, and is prepared at the largest malt vinegar brewery in the world, where pure malt vinegar is specially brewed for its production by the Midland Vinegar Company, Birmingham, England. Cleanliness is a feature of the manufacture of H. P. Sauce, and it is not touched by hand from beginning to end. It is used for both cold and hot meats, fish and fowl, as well as with bread and cheese, and has been found to give a relish to food that is at all times pleasing.

EXHIBITION NOTES.

The various buildings on the grounds included exhibits of many other food products and store equipments, among them being the following: Armour & Co.; Blue Ribbon Tea Co.; S. F. Bowser & Co.; Canadian Shredded Wheat; Computing Scale Co.; Canada Maple Exchange; Dalton Bros.; Domestic Specialty Co.; Eureka Refrigerator Co.; W. A. Freeman Co.; Gowan, Kent & Co.; John Hillock & Co.; Hackney Stock Food; Imperial Tobacco Co.; Lowney Co.; Minto Bros.; J. J. McLaughlin, Ltd.; Tobler's Chocolates; Maggi Soups; Metallic Roofing Co.; National Cash Register; M. Peters; Stewart's Chocolates; Schram Automatic Sealer Co.; Black Jack Stove Polish; and the Wm. Davies Co.

On Labor Day 4,500 people were served Shredded Wheat at their booth. They had a miniature factory in operation.

Thousands of visitors were served Melagama Tea during the exhibition.

The "flying ship" in the exhibit of Dalton Bros., was certainly an attention—drawer due, no doubt, to its appropriateness at this time.

KELLOGG'S TOASTED CORN FLAKES.

In the centre of the Manufacturers' Building was set a booth which at all times had a crowd of people around it. It was the booth of Kellogg's Toasted Corn Flakes in charge of T. M. Sibbald, 20½ Front Street East, the Toronto agent. The young lady demonstrators in white caps and aprons gave a homelike look to the booth and were kept busy serving visitors with samples of Corn Flakes served in devious ways. Toasted Corn Flakes are made in Battle Creek, Mich.,

and in London, Ont., for the Canadian trade. Although the business in Canada has been in existence only two years, there are already more corn flakes sold in the country than any other cereal. the large consumption of these flakes is owing to the fact that it is the only cereal that has the starch changed by a secret process into dextrine, making it much more palatable than any other, and providing a food perfectly pre-digested and capable of being eaten by young children and dyspeptics.



CANADIAN NATIONAL EXHIBITION—Kellogg's Toasted Corn Flakes.

There is a unique system of coupons attached, one in each case for the grocer, which are redeemable at the end of the year for extra packages of Corn Flakes. This gives the grocer a handsome rebate on the goods. The company also makes a feature of window displays, and will send material for these window pictures as well as samples of the corn flakes to any grocer inquiring for them.

Corn Flakes are handled by the wholesale trade throughout the Dominion, and are sold at $2.85 per case of 3 dozen. Besides the Toronto agency there are offices in charge of Locke & Williams, Winnipeg; Howe, McIntyre & Co., Montreal; Chas E. McMichael, St. John, N.B., and Shallcross, McAuley & Co., Calgary.

SOAP MAKER CUTS OFF LARGE JOBBER.

Claims That Latter Violated Terms of Agreement by Cutting Prices.

New York, Sept. 14.—Determination on the part of manufacturers who have contracts in force calling for a selling price not less than specified in the agreement has caused the cutting off of the supply of a New York wholesaler until he furnishes evidence that his company did not sell at less than the agreed price. The companies involved are among the largest in the United States in both the manufacturing and jobbing trade.

According to a statement given out this week the jobber was given time to prove that there had been no violation of the contract before the source of supply was cut off, but the necessary evidence was not forthcoming.

Last week it was told that a New York City house had cut the price of a cereal food, and had found it could not purchase from the makers until affidavits were furnished, and the present instance is directly in line with that situation, except that soaps instead of cereal foods are concerned now.

The latest infraction of the conditions of a selling contract involve the Proctor & Gamble Co., of Cincinnati, and a large local wholesale concern. The wholesaler, according to the statement of the New York manager of the soap company, had charges preferred againt it some time ago by rival concerns, but failed to properly refute the charges.

"Our company has a contract in force with every jobber who handles our goods to the effect that prices will be maintained in accordance with the agreement," said Manager Eiswald, of the Proctor & Gamble Co. "When we received complaints from wholesalers that certain concerns were violating their agreements we naturally called for an explanation.

"In one specific instance this proof was not forthcoming, and according to the contract we have refused to further sell the accused concern goods.

"We have no feelings, personally, in the matter, and the action on the part of our company is only in accordance with our selling policy, which is known all over the country. Our contract calls for certain conditions, and if they are not complied with the agreement automatically cuts off the supply of our goods.

"In this matter we deal with all concerns, be they little or big, alike, and while we are sorry to sever business relations with a company we have been friendly with for many years, we cannot, in justice to those who are abiding by our contract, do otherwise than to protect them under the conditions.

"It has been the policy of our company for many years to distribute our goods only through the wholesalers, and that all must be treated alike, and we consider that the violation of the selling agreement is unfair to those who maintain the provisions of the contract. Those who sell less than the stipulated price take unfair advantage of those who do not, and it would not be right for our company to overlook these infractions, either for the interests of our own or our majority customers.

"We have found that the wholesaler is the best distributing medium for our products, and we have followed that line for many years, and the success of our house shows that our plan was right, or we would not have been in the commercial position we are now.

"We are sorry that we were compelled to take the course we did, but there was no other open. The concern has been one of our best friends, and largest customers, and there was never the slightest friction until a few months ago."

Exhibits at Canada's Great Eastern Exhibition

Unfavorable Weather at Sherbrooke Kept Down Attendance but not Enthusiasm — Foods Shown for the First Time—Attractive Exhibits by Manufacturers Caught the Attention of the Grocery Trade—Some of the Displays Illustrated.

Sherbrooke, September 14th. — The 25th annual exhibition under the auspices of the Eastern Townships' Agricultural Association, at Sherbrooke, was, unfortunately, attended by such poor weather that the number of visitors was hardly as large as last year. However, it was a great success and those who did attend were well satisfied with the exhibits.



EASTERN TOWNSHIPS EXHIBITION—Exhibit of Rock City Tobacco Co.

The show of horses was fully up to that of last year and the exhibit of cattle was one of the finest ever seen on the grounds. There were many exhibits in the main building which claimed the attention of the grocery trade. One or two of the old regular exhibitors were missing but then there were also some new faces. Mackintosh's Toffee was shown for the first time—in fact the candy distributed and sold was of the first Canadian boilings. The inevitable baby contest was held and the three first prizes carried off by "Borden's babies." This company donated twelve special prizes for this event. Packards polishes and shoe bindings, etc., were shown in a manner which won for the exhibit the diploma of the fair, for the best dressed booth. J. B. Crochier who was in charge has been succeeded in the Eastern Townships by James Leddy. Fonner's orangeade was shown and free drinks of this beverage served by E. F. Trimble and assistants. There were many others of which the following illustrations are good samples:

THE ROCK CITY TOBACCO CO.

This was a very well decorated and set up exhibit, the work of C. S. Milette, the company's popular Eastern Townships' representative. The main feature of the exhibit was the showing of their famous "Rose Quesnal" brand of Canadian tobacco, a brand which has perhaps the largest sale of any in the Dominion. Among the other lines shown appeared the popular "Pipe Kenel" brand compressed plug smoking tobacco, the sales of which are rapidly approaching the volume of that attained by "Rose Quesnal. "Long Tom," too, had a place and little can be said to strengthen the hold that this brand has on the favor of smokers, and another of their brands in the same class is their "Master Mason" cut plug smoking tobacco.

An interesting part of the display was the leaf tobacco shown in the various stages of its manufacture up to finished cigars. Of these the exhibit consisted of the popular "Check" five cent cigars and "Laurier" ten centers. In connection with the latter was displayed a sample of the fine painting in oils of Sir Wilfrid Laurier, each one of which is valued at $40, but which are given away free to merchants purchasing 1,000 or more cigars of this brand.

DOMINION CEREAL MANUFACTURING COMPANY, LIMITED.

Some months ago L. G. Heon commenced to manufacture "Cafe Francais" at Victoriaville, Que. For a long time previously to this he was at work perfecting the special machinery needed to cut, roast and cool the imported French wheat used in its manufacture. It is simply the very finest French wheat washed and prepared by a secret process and the result is a delicious beverage. Besides being very palatable it is absolutely free from the harmful drug caffeine and possess nutritious qualities in a marked degree as is testified by many eminent analysts and doctors.



EASTERN TOWNSHIPS EXHIBITION—Dominion Cereal Manufacturing Co.'s Display.

The company is growing a crop of this wheat near Lindsay, Ontario, in an endeavor to ascertain whether or not Canadian climate is adaptable for the production of this special species of wheat. The result is still uncertain.

That the drink is fast becoming popular is testified by the fact that 8,000 pounds (four tons) of the cereal was recently sold in Montreal in one week. The first day's sales at the fair was over 2,200 pounds. The Dominion Cereal Manufacturing Co. is the only concern in Canada manufacturing this sort of beverage and the process is patented.

At the present 16 hands are employed at the factory and already extensions are planned. There is a big market ahead of "Cafe Francais."

There were four attendants at this booth which was incessantly besieged with visitors clamoring for a drink of this delicious beverage.

Canadian Markets and Market Notes.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Teas—Advance expected.

Sugar—Firm.

California Dried Fruits—Strong market.

Montreal, Sept. 16, 1909.

Canned salmon has remained fairly steady this week in spite of indications that it would go higher. Sugar has remained firm. Teas are high and in all probability will go still higher. Japans particularly are scarce. Until the new crop arrives, the dried fruit market will be very bare although it continues active. A few early apples have appeared, chiefly Duchess and Alexanders.

In general, trade is good for this time of year, and prices are comparatively steady.

SUGAR.—Sugar prices are unchanged since the 10-cent rise reported last week. The market is featureless.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " 50 lbs.	5 60
" " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" " 100 lb. boxes	5 50
" " 50 lb. "	5 60
" " 25 lb. "	5 80
" " 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES.—The demand is not good, but nevertheless is fair for the time of year. No changes in price.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 22	0 35½
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03½
" ½-bbls.	....	0 03¾
" ¼-bbls.	....	0 03¾
" 38½-lb. pails	....	1 75
" 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
" 5-lb. " 1 doz. "	....	2 75
" 10-lb. " ½ doz. "	....	2 65
" 20-lb. " ¼ doz. "	....	2 60

TEA.—The latest cable from Japan quotes a rise of 1½ cents. Stocks are light, and receipts are falling off. Season is nearing its close.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE.—The market is weak, but no changes in price are recorded.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS.—The dried fruit market continues active, though at present it is almost bare. The prices of all lines are comparatively steady. The S. S. Bellona is now loading at Denia, and has obtained a full cargo. She is expected to sail for Montreal the 20th inst. The S. S. Jacona, now loading currants at Patras, will be the last direct steamer to Montreal this season.

California fruits have evinced a decided strength, particularly apricots and peaches. Packers are asking an advance on recent quotations.

Currants, fine filiatras, per lb	0 06	0 07
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	....	0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
California, choice seeded, 1-lb. pkgs	0 06½	0 07½
" fancy seeded, 1-lb. pkgs	0 07½	0 08
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 08
Valencia, fine off stalk, per lb	0 04¼	0 05
" select, per lb	0 05	0 05½
" 4-crown layers, per lb	0 05¾	0 06

SPICES. — Market firmer, but no changes in quotations.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA.—The rice market is firm. Higher prices for Rangoon are asked in the primary markets, owing to a large demand from India for rough rice. Tapioca slow sale, but the demand should revive now that cooler weather has set in. Singapore prices are rather higher.

Rice, grade B, bags, 250 pounds		2 95
" " " 100 "		2 95
" " " 50 "		2 95
" " pockets 25 pounds		3 05
" " ½ pockets, 12½ pounds		3 15
" grade c.c., 250 pounds		2 85
" " 100 "		2 85
" " 50 "		2 86
" " pockets, 25 pounds		2 96
" " ½ pockets, 12½ pounds		3 05
Tapioca, medium pearl	0 04⅛	0 04½

BEANS AND PEAS.—The market is quiet. Demand is only fair.

Ontario prime pea beans, bushel	....	2 35
Peas, boiling, bushel	1 50	1 60

EVAPORATED APPLES.—None have appeared on the market as yet.

Evaporated apples, prime	....	0 08½

MAPLE PRODUCTS. — No changes are reported, and it is not probable any will occur for some time.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL.—The demand for vegetables remains constant, but only for small lots. The line of sweet wrinkled peas is small, though the price has remained about the same. Fruits have improved much over last week. Salmon also has been active.

Peas, standard, doz.	$ .95	$1.02½
Peas, early June, doz.	1.00	1.07½
Peas, sweet wrinkled, doz	1.07½	1.12½
Peas, extra sifted, doz.	1.52½	1.60
Peas, gallons	3.87½	3.92½
Beans, doz	.75	.77½
Corn, doz.	.75	.77½
Tomatoes, doz. (Ontario and Quebec)	.82½	.85
Strawberries, doz.	137½	1.40
Raspberries, 2's, doz.	..	1.75
Peaches, 2's, doz	..	1.65
Peaches, 3's, doz	..	2.65
Pears, 2's, doz	..	1.60
Pears, 3's, doz	..	2.30
Plums, Greengage doz.	1.50	1.55
Plums, Lombard, doz.	.95	1.00
Lawtonberries, 2's, doz.	..	1.60
Clover Leaf and Horseshoe brands salmon:		
1 lb. talls, per doz.		1.87½
½ lb. flats, per doz.		1.30
1 lb. flats, per doz.		2.02½
Other salmon:		
Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz	1.60	1.55
Red Sockeye, doz	1.85	2.00

TORONTO.—The canned goods situation is still uneasy with an upward tendency, but no fixed or settled prices. The damage to tomatoes through frost is not worth mentioning and the weather is most favorable and therefore the full supply may be expected.

Beans	$ .75	.80
Corn	.75	.80
Peas	.85	1.40
Tomatoes, 3's	.80	.82½
Strawberries, 2's	1.32½	1.37½
Raspberries, 2's	1.60	1.65
Peaches	..	1.55
Lawtonberries	..	1.50

Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.40	2.50
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90
Clover Leaf and Horseshoe brands		
1 lb. talls per doz.		1.72½
½ lb. flats per doz.		1.15
1 lb. flats per doz.		1.87½
Other salmon prices are:		
Humpbacks, per doz.	.95	1.00
Cohoes, per doz.	1.40	1.50
Red Spring, per doz	2.55	2.65
Red Sockeye, per doz.	1.55	1.65

ONTARIO MARKETS

POINTERS—

Sugar—Sales brisk.

Tea—Market firm.

Spices—Good demand.

Nuts—Easier prices.

Toronto, September 16, 1909.

The wholesale trade is active and looking forward to a splendid business this fall. The Exhibition visitors who called in to see the men who get all their money, reported good prospects all over. In consequence of their visit a good deal of goods was shipped out this week. On the whole, business is quite satisfactory and hopeful. The sugar trade, although up 10c per 100-lbs. is still brisk and sales have not suffered in consequence. Those who had exhibits at the Exhibition are well pleased with the results and expect increases in their business.

SUGAR—The recent advance in sugar has not in any way affected the sales. The fruit must be taken care of and to do that the sugar is required.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 50-lb. boxes	5 80
" in 100-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	7 25
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 "	4 55
No. 1 "	4 45

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—The molasses market has not gained its wakefulness yet from its summer slumbers, and prices are not considered. There is considerable on hand waiting to be moved.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels	0 03¾
Half barrels	0 03¾
Quarter "	0 03¾
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 0 33
" bbls.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

DRIED FRUITS—Old raisins, on account of light stocks on hand, are firm and a little higher. Australian new raisins have arrived. These are in quality similar to the Valencia raisians which are expected to be in, in about three weeks. While the dried fruit market is firm, it is however, the general opinion that they will rule lower than last year.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 10½
40 to 50 " "	0 09
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ¼ cent less.

Apricots—			
Standard			0 13½
Choice, 25 lb boxes			0 14½
Fancy, " "			0 15
Candied and Drained Peels—			
Lemon	0 10 0 11	Citron	0 17 0 20
Orange	0 10½ 0 12		
Figs—			
Elemes, per lb			0 08 0 10
Tapnets, "			0 03½ 0 04
Bag figs			0 03½ 0 04
Dried peaches			0 08 0 08½
Dried apples			0 07½
Currants—			
Fine Filiatras	0 06¼ 0 07	Vostizzas	0 08½ 0 09
Patras	0 08 0 08½		

Uncleaned ¼c less.

Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees	0 05½
Sairs	0 05
Fards choicest	0 08
" choice	0 07¾

TEA—The tea market has been firm for some time, and several lines have advanced, especially the cheaper grades. Japan is very high, and little can be secured. Business is exceptionally brisk and the tea men are not sleeping.

COFFEE—Business in coffee is steady, with a fair average demand, and there is nothing in sight to cause any excitement.

Rio, roasted	0 12 0 13
Santos, roasted	0 15 0 17
Maricaibo, roasted	0 16 0 18
Mocha, roasted	0 25 0 28
Java, roasted	0 27 0 30
Rio green	0 08 0 09

RICE AND TAPIOCA—There is nothing to report except the ordinary regular order trade. There are no changes in the prices.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05¼ 0 05¾
Japan	0 05¼ 0 06¼
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½

SPICES—The spice men were reported last week as being in their harvest. This week they are too busy to talk to you, except to say that they are very busy and things are lovely.

Peppers, black, pure	0 14 0 17
" white, pure	0 20 0 25
" whole, black	0 16
" whole, white	0 23
Ginger	18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 20 0 30
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 14 0 16
" whole	0 14 0 16
Mace, ground	0 75 0 80
Mixed pickling spices, whole	0 15 0 16
Cassia, whole	0 20 0 25

NUTS—There is very little doing in nuts, and prices are easy with a decline in some lines.

Almonds, Formigetta	0 12½
" Tarragona	0 11
" shelled	0 28 0 30
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 11½
" shelled	0 23 0 26
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

BEANS—There will be very little done in beans until the new crop comes in. The old stock is nearly all used up and sales are only in small quantities.

Beans, per bushel	2 25

TEA PRODUCTION AND TRADE OF INDIA.

The area under tea in all India during the year 1908 was 544,937 acres, producing 246,722,551 pounds. In value the exports of tea from India during 1908-9 amounted to $33,743,627, or 7.2 per cent. of the total of all exports of merchandise from the country. The United Kingdom took 177,259,000 pounds; Russia, 18,552,000 pounds; Australia, 8,998,000 pounds; China, 6,770,000 pounds; and the United States, 2,139,000 pounds of the tea exported. There was an increase of 7,934,000 pounds in sales to the United Kingdom, 3,145,000 pounds in sales to Russia, and a decrease of 1,979,000 pounds in

SULTANA RAISINS A GOOD CROP.

Ernest L. Harris at Smyrna, sends a report dated July 26, to the effect that this season's crop of raisins in that Turkish district is estimated at 1,200,000 kintals (145,230,000 pounds), against 900,000 kintals (108,922,500 pounds) last year, the vines being overcharged with fruit. The quality is not yet definite, as weather conditions in July and August have great influence on the crop. It is feared that prices of sultanas this year will be very low on account of the large crop, but the Ottoman Government has proposed to submit to Parliament a law prohibiting the exportation of sultanas of inferior quality, so as to sustain prices, and give a chance for the introduction of alcohol manufacturing industries.

PERSONALS.

Archibald Snowden, of Snowden and Ebbitt & Co., Montreal, called upon the trade in Toronto and Hamilton last week and while in the former city visited the Toronto office of The Canadian Grocer.

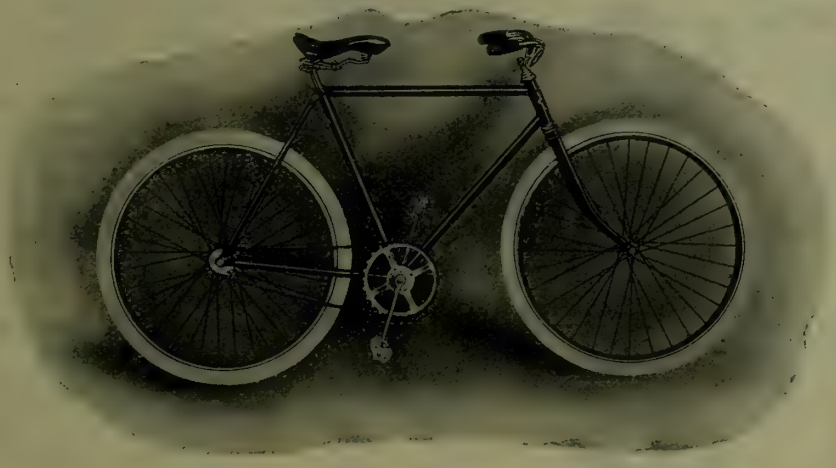
Frederick Fowler, an Ottawa grocer, visited the Canadian National Exhibition last week and while there called at the Toronto office of The Canadian Grocer.

H. G. E. Choate, son of A. F. Choate, general merchant, Warsaw, Ont., visited Toronto over the week-end on a business trip. He also spent a day at the Canadian National Exhibition.

Wm. Meen, better known as "Billy," who has been assistant manager for Minto Bros., Toronto, for some time, is returning to the road again for the same firm, owing to his health becoming impaired by close confinement. Not only the firm's customers, but his associate travelers, will be glad to welcome him again. He begins his trips next Monday.

This is Your Wheel

You can have it free of cost by doing a little easy work for us among your acquaintances in your spare time.



MODEL 88 **IMPERIAL**

It is a first-class wheel made for us by The Canada Cycle and Motor Co., of Toronto, and will give you excellent service. Here is a table showing the regular sizes of the various parts, with the other sizes that may be had instead, if desired:—

	Regular	Option
Frame	22-inch	20, 24 and 26-inch
Finish	Black	
Chain	3-16 inch. Block.	
Gear	77	72, 80, 87.
Handle-bar	No. 20, Adjustable.	

	Regular	Option
Pedals	Rubber 3¾-inch	3¾-inch or 4½-inch Rat Trap.
Cranks	7-inch.	
Saddle	No. 15	No. 14, 11, 17.
Tires	1⅜-inch Dunlop	1 5-8-inch Dunlop or Hartford single tube
Wheels	28-inch, with striped rims.	

To Get this Wheel

absolutely free of cost, send us in 32 Paid-in-Advance yearly subscriptions to the **BUSY MAN'S MAGAZINE** (2 six-months or 4 three-months subscriptions count as one yearly subscription). You will find it an easy matter to get these subscriptions with surprisingly little canvassing as the Busy Man's Magazine is very attractive and interesting. Try it!

Let your boy earn one.

This bicycle offer is an excellent opportunity for your boy to acquire some training in the art of salesmanship. Send him out to procure the 32 subscriptions with the bicycle as his reward. He will enjoy the work; it will help rouse his enthusiasm for a business career; and it will put him in possession of a splendid bicycle that will be useful in your business as well as affording the boy a lot of pleasant, healthy exercise.

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Place.....

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Every Glass Jar or other package of "AYLMER" Jams or Jellies is guaranteed absolutely pure, put up from FRESH FRUIT when in season and FINEST

GRANULATED SUGAR

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp. **No Preservatives. No Coloring.**

At every process cleanliness is reduced to a science.

Fresh Fruit, Finest Granulated Sugar, Cleanliness, Up-to-date Methods.

Order to-day. Stocks are limited.

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LIMITED

Hamilton - - - - - - - Ontario

We are pleased to announce that we have appointed Mr. T. W. Edwards as our resident representative for the City of Toronto.

We will, as in the past, manufacture purely No. 1 Sugars, equal in quality to the best that is on the market.

Mr. Edwards will call on you regularly, and we trust will be favored with a share of your business.

Phone and warehouse address in later issue.

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" Turn Your Spare Time Into Money."

When you read this paper do you ever think of the opportunity open to you if you have spare time to look up new subscribers.

We publish other trade papers and require representatives to push circulation.

If you show business-getting qualities, we can always offer you promotion. Consider the opportunity of further extending your business education, and adding to your income at the same time; because, to be successful in canvassing for trade papers, you must study and understand them; to study and understand them is to absorb practical information, and to increase your earning power, by getting a grasp of every day actual business happenings as they occur and are disposed of.

This work, while affording valuable experience in modern business methods, will substantially increase your income, as our commissions are liberal.

When applying give references and state your qualifications for the appointment.

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IF you want a new clerk.
IF you want to rent your store.
IF you want a situation.
IF you want to sell your store.
IF you want to buy a store.

THEY
BRING
RESULTS

See page 20.

Current Business Happenings in Western Canada

Disadvantages of Price Cutting in British Columbia — British Columbia Canneries in Operation — Methods That a Calgary Beginner is Using—Western Retail Merchants' Association Incorporated.

VANCOUVER.

September 14.—The harm resulting from the cutting of prices on an article is shown here in the case of a particular brand of catsup. This is bought wholesale at 24c, and retails generally at 30c. Some of the grocers in the down-town section who offer bargains as pullers have been selling it for 25c, with the result that trade is apt to fall off. A grocer in one of the residential districts said to your representative: "I have customers coming in, who, when I quote 30c for it, tell me that they can get it elsewhere for 25c, and when I reply that I cannot sell it for that they think I am very high in price. The result is that I do not handle it at all, since there is so much uncertainty about it, in preference to other brands."

Canning companies in the Okanagan are in operation this year. The Wood Lake cannery's first run proved very successful, the quality of the product being all that could be desired. Wilson Bros., of Victoria, have purchased the whole of this year's output of the Kelowna Canning Company, and negotiations are being made to secure next year's pack as well.

Tom White has gone on a trip to Fernie, where he was formerly in charge of the grocery department of the Trites-Wood department stores.

Broder Bros., who came from the American side of the line about a year ago and established a fruit-canning business at New Westminster, are about to start a vinegar factory. The vinegar will be made from apples, the capacity of the plant being 45 barrels a day. This firm will also start canning clams in a couple of months, and canned crab will be another departure. This latter was experimented with last year and found to be successful. As for the clam canning, the hulk of an old steamer will be used and taken around to wherever clams are caught by the hunters, mostly Indians.

Stewart & Co. have opened a new grocery store in Nelson, B.C., under the management of Major Lorne Stewart.

Thomas Cunningham, provincial inspector of fruit pests, is back from an extended trip to the eastern part of the province, where he inaugurated a thorough system of inspection of fruit coming from the United States. While there he condemned a large shipment at Kingsgate, and another consignment of wormy peaches for the Nelson market. Mr. Cunningham is highly pleased with prospects in the Kootenay. There the damage from last winter's frosts, which affected other parts of the province, are hardly noticeable, although the crop of fruit will be light. As an instance of the progress in that district, he said that at Creston, seven years ago, he held a meeting and advised settlers, who were engaged in cutting ties, to turn their attention to fruit. Many did so, and achieved success. Two young men, in particular, have made splendid orchards by their own exertions, and one of them was offered $25,000 for his place a short time ago, but refused to sell. A large number of new orchards were noticed in the Kootenay. In the Grand Forks district, where the Italian prune is extensively grown, a Mr. Hanzburger expects to ship ten carloads this year. Among the apples, Mr. Cunninghom found the McIntosh Red to be best this year in cultivation, quality and frost-resisting powers. The Wealthy and Duchess varieties have also done well.

VANCOUVER MARKETS

Sugar, standard granulated		6 00	Tapioca, per lb.		0 03¾
Val. raisins, lb.		0 05½	Evaporated apples		0 08½
Cal. " "		0 06¾	Butter, per lb.	0 25	0 26½
Prunes	0 05¾	0 07½	Cheese, per lb.		0 15
Currants	0 06½	0 07½			
Dried apricots	0 11	0 13	Canned Goods—		
Flour, Standard, bbl		7 10	Peas		1 05
Cornmeal, p. 100 lbs		2 60	Tomatoes		1 32½
Beans, per lb.	0 03½	0 04½	Corn		1 10
Rice, per ton	68 00	76 00	Apples		3 42½
			Strawberries		2 15
			Raspberries		1 65

CALGARY.

September 14.—The grocery business like the boundaries of Calgary's residential districts continues to extend. Paterson & Mills have recently taken over the Bow Marsh Grocery; the premises have been enlarged, refitted, and neatly painted, thus adding greatly to the appearance of this west end establishment. The present proprietors are capable grocers, Mr. Paterson having spent several years behind the grocery counter in the Hudson's Bay stores here, and for the past three years city salesman for G. F. & J. Galt, Ltd., wholesale grocers. His experience together with personal qualities admirably fit him for his new undertaking. Mr. Mills was for a number of years proprietor of the Palmers Cafe, a high class 8th Ave. confectionery and refreshment house. Both partners have spent several years in Calgary, have a good connection, and with the city growing westward the business of the Bow Marsh Grocery is bound to expand. The new firm carry only reputable goods and are determined to build up a business on quality, fair prices, courteous treatment of all customers, prompt delivery and terms cash or thirty days to all approved accounts.

The most important change in wholesale grocery circles is the drop in price of condensed milk and evaporated cream. How long the present low prices will prevail is a mere guess. It is certainly a propitious time for the retailer to stock up.

Sugars after a long period of steady prices took an upward trend, resulting in an advance of 10c. per 100 lbs. Other grocery lines are unchanged, but the market is firm.

Flour and rolled oats are likely to decline shortly, although the latter will not be affected for a week or two, until new oats begin to move freely.

Some apprehension was felt through a report that Alberta wheat would not come up to the usual high grade of former years. This has happily been dispelled by a statement over the signature of Grain Inspector Hill to the effect that Alberta wheat would grade No. 1 and a good No. 2. Prices being paid are satisfactory and the next month or two should see millions of bushels marketed throughout the province.

CALGARY MARKETS.

Sugars—	
B. C. granulated	5 64
Raymond, beet	5 35
Icing sugar, in boxes	7 10
Powdered sugar, in boxes	7 10
Lump sugar, in boxes	7 10
Raisins—	
Valencia, layers, 28 lb. box	2 40
California, 3-crown muscatels, per lb	0 06½
" 12 oz. choice seeded, per pkg	0 06
" 16 " " " "	0 07
" S.C. prunes, 90-100, per lb. (½c. rise on a size).	0 05¼
" S.C. prunes, 30-40, per lb	0 10
Currants, fine Filiatras, per lb	0 08
Cal. evap. peaches, choice, in 25 lb. bxs	0 07½
Cal. evap. apricots " "	0 13
Cal. evap. dates, bulk, Hallowee, per lb	0 07½
Pure maple sugar, per box 40 ½-lb. cakes	4 00
Rolled oats, B. & K. brand, 80's	3 00
Flour, Hungarian, per 98 lb. sack	3 40
" Economy	3 15
" S. Bakers	2 65
Cornmeal, yellow, per 98 lb. sack	2 40
" " " 10-10's	2 65
Beans, Canadian, hand picked, per bush	3 00
" California, limas, per lb	0 06½
" " pinks, per lb	0 06
" " Bayos, per lb	0 06½
Rice, Japan	0 04
Tapioca	0 05
Evap. apples	0 10
Butter, Alberta creamery	0 24
" " dairy, No. 1	0 20
Cheese, Alberta	0 14½
" Ontario, large	0 15½
" " twins	0 15½
Eggs, fresh gathered, per case of 30 dozen	7 50
Pork, prime Alberta s.c., per brl	22 50
" " " per ½ brl	12 00
Canned Goods—	
B. C. salmon, clover leaf sockeye, 1 lb. tall, 4 doz	7 00
" " cohoes, 1 lb. tall, 4 dozen	5 25
" " pinks, 1 lb. tall, 4 dozen	4 00
Peas, in case, 2 dozen	2 35
Tomatoes, in case, 2 dozen	2 90
Corn, in case, 2 dozen	2 40
Apples, per case ½ doz., gallon	2 00
Strawberries, per case 2 doz. gallon	4 50
Raspberries, per case 2 doz	4 50

WINNIPEG.

Sept. 14.—A meeting of the retail merchants of the city was held in Travelers' Hall on the evening of Sept. 17. The object was the discussion of the incorporation of the Western Retailers' Association. The wording of the charter had been previously prepared, also a constitution and by-laws. The former was drawn up by Edwin Loftus, of Mulock & Loftus, and was pronounced by the members complete and satisfactory. The constitution and by-laws were prepared by a committee consisting of W. R. Milton, W. T. Devlin, Horace Chevier, Jas. Hyndman, John Dyke, Norman Lindsay and A. T. Connell. Both by-laws and text of charter were adopted. The terms of the proposed Act, as drawn up by Mr. Loftus, embody the incorporation of the association with perpetual succession and a common seal, which may be changed by a by-law; the power of consideration and discussion of all questions affecting the retail business and the protection of the interests of retail merchants; the communication with chambers of commerce, boards of trade, and other mercantile and public bodies in re-

tail interests; improvements in the law affecting retail merchants; the collection of debts for members; the providing of club conveniences for members and friends; the supplying of information regarding persons seeking employment in the retail business; the recovering by suit or action in the name of the association of all subscriptions and penalties due under any by-law. In the meantime the business of the association is being carried on in the old rooms of the association, in the Travelers' Building. The work of Acting-Secretary Clark has been generally commended by the merchants with whom he has came in contact, and it is pleasing to note the general harmony that prevails in every phase of the work of the association.

D. W. Buchanan, of the Buchanan nurseries, St. Charles, Man., called at the Winnipeg office of The Canadian Grocer recently. Mr. Buchanan's name is perhaps the most familiar one in the sphere of horticultural experimentation in Canada. He produced nine varieties of plums, which he had cultivated, by crossing the wild native plum with other varieties. The plums are declared by experts to compare favorably with the celebrated "American." Dr. Saunders, of the experimental farm, Ottawa, is highly pleased with Mr. Buchanan's achievement, and says that the new variety will grow luxuriantly anywhere. When these varieties become propagated, it will only be a matter of about three years when the local market can be supplied with Manitoba grown plums.

The great rush of the day among the retailers is in the fresh fruit trade. Until recently the preserving has been decidedly limited, owing it is thought, to the supposition that housekeepers have been waiting for the time when cheaper fruit would be obtainable. The price, however, is not lower than in previous years, in spite of the extra attempts to have it so. One thing, however, is noticeable, and that is, the quality of the Ontario fruit is greatly improved.. If the Western and Ontario co-operative Company has not been successful in landing fruit at lower prices than heretofore paid, they have been successful in establishing a new record in handling Ontario fruit, and in landing it in good condition. The C. P. R. some time ago negotiated with the British Columbia fruit growers in order to perfect the facilities for fruit transportation from that province. As far as distance is concerned there is no reason why fruit from Ontario could not be brought in as well as from the western province. And if the Ontario shippers have secured the assurance of more rapid and perfect transportation from the railways, the western provinces should be more liberally supplied with fruit than ever before.

A permit has been granted G. F. & J. Galt, wholesale grocers and tea importers. for the construction of a six storey warehouse and basement on a prominent corner in this city. The building will be 92 feet by 80 feet in dimensions.

J. Patterson has been granted the tender to supply groceries to the isolated hospital for one year. Those who tendered were asked to state their price for each individual article to be supplied, and although Mr. Patterson did not make any sacrifice, his items totalled considerably less than any other merchant.

W. Harbing, chief clerk in the employ of the J. G. Hargrave Grocery Company, returned last week from a trip to the coast. Mr. Harbing strongly recommends a brief holiday for all grocery clerks.

W. Flavelle and A. E. Silverwood, of Flavelle's Ltd., wholesale produce merchants, London, Ont., were in the city last week, reviewing the produce trade. It is rumored that the London Company may open a branch in Winnipeg.

Mr. Baird, of Christie-Brown Co., Toronto, and Walter Woods, of Hamilton, called on retailers last week.

MANITOBA MARKETS

Corrected by Telegraph.

POINTERS—

Advances—Sugar, peas, walnuts.

Declines—Corn syrup, rolled oats.

Firmer—Valencia raisins.

Weaker—Evaporated apples, canned fruits.

Winnipeg, Sept. 16, 1909.

There are a few important changes in this week's quotations, mostly due to

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Made in Canada, Used by Hundreds of Merchants

The System That They Are All Talking About



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"Is perfect from every standpoint"
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Adapted to Any Kind of Retail Credit Business

Cuts Out Book-keeping and Does Your Collecting

"Will save me at least $500 per year."
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Coffees, Teas, Spices, Etc.
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Write us for information about B.C. trade.
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We have an established connection and can handle a few more good agencies to advantage.
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Could not be otherwise than of first quality.
The choicest fish are secured, and then they are scientifically packed in pure oil by experts.
Our factory is up-to-date.

HAVE YOU A STOCK?

The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents; C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 145 Centre St., Ottawa; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

new crop harvests and new crop outlooks. Perhaps there is no time in the year when the output is as large as at present. The extended period of beautiful weather is good for the farmer, and harvest supplies continue to go out in large quantities. The various construction camps in every part of the country have been a constant drain on the wholesalers. The fact is that the weather has been so favorable to the farmer that he has had little time to visit the merchant regularly. The consequence is that little money is coming in and the merchants have not finished ordering their later fall and winter stocks. The season will be comparatively long this year and the usual fall business will be prolonged into the winter months.

Housewives have delayed their preserving duties in the hope of getting cheaper fruit, and many are disappointed; the result is that there is a great rush in the fruit line at present before the season closes. Prices are quite firm, but large quantities are moving. The preserving means a good trade in sugar and this has tended to advance the price that was quoted last week.

SUGAR—We quote an advance of 10 cents on all sugar. The market has been strong for some time previous to the rise.

Montreal and B.C. granulated, in bbls	5 25
" " in sacks	5 20
" yellow, in bbls	4 95
" " in sacks	4 80
Icing sugar, in bbls	5 85
" " in boxes	6 05
" " in small quantities	6 10
Powdered sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 35
Lump, hard, in bbls	6 05
" " in ½-bbls	6 15
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES—A decline has just taken place in syrup. Both brands maintain a uniform price. The trade is good and lower prices may stimulate the output. The new crop of corn is the cause of the break.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. tins, per 1 "	2 60
" " 10-lb. tins, per ½ "	2 45
" " 20-lb. tins, per ¼ "	2 50
" " ½ barrel, per lb	0 03
" " Sugar Syrup, per lb	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	2 20
" 5 " 1 "	2 60
" 10 " ½ "	2 45
" 20 " ¼ "	2 50
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 36

FOREIGN DRIED FRUITS — Last week's declines in prunes and currants remain unchanged. Valencia raisins are much firmer, owing to a shortage in the much firmer. Owing to an advance in the new crop an advance of a shilling per 100 lbs. is reported. It is assumed that the advance will be made on the market before the new goods arrive.

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " " cleaned, per lb	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 50
" " selects " 28's	1 70
" " layers " 28's	1 80
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " " "	0 06½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb	0 14
" choice, per lb	0 14½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

MAPLE PRODUCTS—Local retailers are pushing off old sugar stocks at present at a low figure. The syrup market is injured by the mapleine, which sells at a lower price. As a consequence little of the genuine is moving.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per doz	9 60
" ¼ " 1 doz. to case, "	5 35
" ½ " 2 doz. to case, "	2 85

HONEY — Wholesalers have their stocks in and it is mostly Ontario production. The Manitoba product, although acknowledged to be slightly superior in quality, has the same market as the Ontario. The following prices prevail:

Honey, 2 lb. tins, per tin	0 33
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

CORNMEAL—These figures have remained unchanged for some time. The trade is quite good generally.

Cornmeal, per sack	2 15
" per ½ sack	1 08
" per bale (10, 10's)	2 45

NUTS—Shelled nuts have rarely been so high before on the western market. Walnuts are up 1c, and almonds are still firm. Sales are heavy.

Shelled Walnuts, in boxes, per lb	0 24	
" " small lots, per lb	0 25	
" Almonds, in boxes, per lb	0 33	
" " small lots, per lb	0 34	
Peanuts, Virginia, per lb	0 10	0 13

ROLLED OATS—Prices are again lower, owing to new and heavy crops. It is expected that quotations will be comparatively moderate for some time in this line.

Rolled oats, 80 lb. sacks, per 80 lbs	2 20
" 40 " " 80	2 25
" 20 " " 80	2 35
" 8 " " 80	2 55

BROOMS—Wholesalers are asking $3 to $3.25 for their cheaper brooms. The market in all lines is weaker, and gradually the old prices will be restored.

RICE AND TAPIOCA—

Japan rice, per 100 lbs	3 90	
Pearl tapioca, per lb	0 04	0 04½

QUAKER OATS—

Family size	5 00
Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs	2 00
Pettijohn breakfast food, 18 pkgs	2 25
Puffed rice in bbls., per lb	0 22

EVAPORATED APPLES—The price of evaporated apples is expected to break shortly. The new crop will compel the market to weaken. The price to-day is 8½c per pound. Wholesalers are endeavoring to disperse their stocks at this price.

BARLEY—

Pot barley, per sack	2 60
Pearl barley, per sack	2 65
" per ½ sack	1 90

BEANS—

3-lb. picker, per bushel	2 55
Hand picked, per bushel	2 65

CANNED FRUITS—In a general way the following are the prices that are prevailing in these lines. As reported before, each wholesaler has his own price and no standards can be quoted:

Apples, 3s	1 20
Blueberries, 2s	1 00
Peaches, 2s	1 85
Pears, 2s	1 75
Plums, Lombard, 2s	1 00
Raspberries, red, 2s	1 80
" black, 2s	1 80
Rhubarb, 2s	1 80
Strawberries, 2s	1 40

FRESH FRUITS AND VEGETABLES—The trade in fruits has revived greatly within the past few days. The closing rush of the preserving season is on at the present time. Stocks of vegetables are heavy.

New potatoes, per bushel		0 45
Native cauliflower, per dozen		0 75
Native cabbage, per lb		0 01
Native green beans, per lb		0 04
Native celery, per doz		0 40
Native beets, per bushel		0 60
Native lettuce, per doz		0 20
Native onions, per doz		0 20
Native radishes, per doz		0 20
Native cucumbers, per doz		0 20
Ontario tomatoes, per basket		0 30
Green corn, per dozen		0 12½
Oranges	3 75	4 00
Lemons	5 50	6 00
Pears, per basket		0 75
Plums, Ontario, per basket		0 75
Peaches, per basket		0 75
Melons	4 50	5 00
Apples, Ontario, per bbl		4 50
" American, per bbl	5 50	6 00

MEATS—

Clark's 1 lb., porkand beans, plain, per case	2 70
" 2 " " " " "	2 30
" 3 " " " " "	2 95
" 1 " tomato sauce, per case	2 70
" 2 " " "	2 30
" 3 " " "	2 95
" 1 " Chili " "	2 70
" 2 " " " "	2 30
" 3 " " "	2 95
Soups, per doz	1 20
Corned beef 2's per doz	2 70
" 1's per doz	1 50
Roast beef, 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 50
Sliced smoked beef, ½-lb. tins, per doz	2 05
" " 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" 2's, "	3 25
Geneva sausage, 1's, per dozen	3 50
" 2's, "	3 65
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 30
" 2's, "	6 60

BUTTER—This commodity is in fairly good demand, particularly the No. 1 dairy, which is jobbing just now for about 21c. No. 2 is moving from 16c to 17c per lb. The creamery, which always has a good market, is 24c to-day.

EGGS—The fresh laid candled eggs are 24c per dozen to-day. The demand for eggs is good, notwithstanding the uncertain quality. The first order for southern eggs left the city last week.

WHITE SWAN
100%
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR
CUSTOMERS .

Buffalo Brand Rolled Oats

We are open to quote to Eastern dealers for shipment last half September, all October and November.

YOUR ENQUIRIES WILL HAVE OUR PROMPT ATTENTION

NICHOLSON & BAIN

Winnipeg

Agents for The Dow Cereal & Milling Co., Pilot Mound, Man.

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East — WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

WE PREDICT AN ADVANCE
IN PRICE OF

EASIFIRST SHORTENING



Present price 10½c. tierce basis. Figure what you will save compared with Pure Lard at present prices.

Get your order in this week.

Many users of EASIFIRST have discontinued handling Pure Lard entirely and have better satisfaction.

IT'S WORTH YOUR WHILE TO TRY IT.

GUNNS Limited Pork and Beef Packers WEST TORONTO

LARD

The prediction which we made regarding prices for Lard during September has been more than proved correct. The quotations this week are the highest we have ever known. Such, however, is the scarcity of Pure Lard that we should not be surprised to see prices even higher before the end of the month.

We want to remind you we have excellent Lard Compounds and Cooking Oils. These are quoted at very reasonable prices and are being largely sold at the present time.

F. W. Fearman Co.
LIMITED
HAMILTON, ONT.



Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs
Made under Government inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East TORONTO

Produce and Provision Situation of the World

Few Hopes for Packers in Getting a Sufficient Supply of Hogs —Not Enough Stock Fed on the Farm—Surplus of Butter on Hand—Cheese Prices High.

Hopes for more liberal supplies of hogs and lower prices must be abandoned for the present, and likely for some time to come. Hogs are not in the country to supply the requirements of the packing houses to meet the constantly and rapidly growing demand for cured meats, and farmers, in spite of the high price, are not disposed to go largely into hog-raising. The high price of feed tempts them to sell the grain, and save them the trouble of feeding swine.

This, however, must be drifting away from the best methods of farming. The custom of selling everything off the farm was followed by the farmers years ago, until they found that their land was so exhausted that it was impossible to raise paying crops. A better system was introduced, and more cattle, sheep and hogs were kept, and the grain fed on the farm and returned to the soil. This improved the land to such an extent that farmers are now raising more than double what they did then. The present generation is now reaping the benefit of the lessons learned by their fathers and are forgetting that they are in danger of drifting back into the same unfortunate condition again.

Hogs are now selling at country points throughout Ontario at $8.25 per 100 lbs. f.o.b. live weight. This, at even the high prices of feed, which, however, is grown by the farmers themselves, must leave a fattening profit to them, to say nothing of the value which goes back to the land.

The butter market is now, and has been for some time, waiting for something to turn up. That the large surplus of our butter, which is not required for our local needs, is still on the hands of dealers and makers, must be admitted, and unless some foreign demand springs up to take this from our hands, we may have a repetition of last year's experience. The English market just now is ready to take some, but our prices are just a few cents above their idea of the value of it. In a very short time they will look for fresh supplies from Australia and New Zealand, and if the prospects materialize they will have there a large increase in their production.

Cheese is very much in the same position. Prices during the whole season have been at a point where it required an extra strain to reach them. As our cheese, however, as a rule, will be required in England at some time during the year, it stands in that respect on safer ground than our butter.

MONTREAL.

PROVISIONS.—The market is quiet. Supplies are short, which has caused a slight rise in some of the lines. It is expected prices will be easier shortly.

Pure Lard—	
Boxes, 50 lbs., per lb	0 15⅝
Cases, tins, each 10 lbs., per lb	0 15¾
" " " 5 " "	0 15⅞
" " " 3 " "	0 16
Pails, wood, 20 lbs. net, per lb	0 15⅜
Pails, tin, 20 lbs. gross, per lb	0 15½
Tubs, 50 lbs. net, per lb	0 15⅝
Tierces, 375 lbs., per lb	0 15¾
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 09⅞
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 10¼
" 5 " " " "	0 10⅜
" 3 " " " "	0 10½
Pails, wood, 20 lbs. net, per lb	0 10¼
Pails, tin, 20 lbs. gross, per lb	0 09¾
Tubs, 50 lbs. net, per lb	0 10
Tierces, 375 lbs., per lb	0 09¾
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 00
Canada short cut back pork, bbl. 45-55 pieces	26 50
Heavy clear pork, bbls. 20-35 pieces	28 0
Heavy clear fat backs, bbl. 40-50 pieces	29 00
Heavy flank pork, bbl	26 00
Plate beef, 100 lb bbls	7 00
" 200 "	13 50
" 300 "	20 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 13½
Long clear bacon, heavy, lb	0 14
Long clear bacon, light, lb	0 14½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 13½
Large sizes, 18 to 25 lbs., per lb	0 14½
Medium sizes, 13 to 18 lbs., per lb	0 15½
Extra small sizes, 10 to 13 lbs., per lb	0 15½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 16
" " " small, 9 to 12 lbs., per lb	0 16½
Breakfast bacon, English, boneless, per lb	0 17
" " " " "	0 16½
Windsor bacon, skinned, backs, per lb	0 18
Spiced roll bacon, boneless, short, per lb	0 15
Picnic hams, per lb	0 09
Hogs, live, per cwt	9 25
" dressed, per cwt	13 00

BUTTER.—Creamery butter is higher in the country, owing to the decrease in make, and competition among some buyers to secure stocks while the market is at present level. Apparently stocks are accumulating here and it is difficult to say how the market will shape later on. Dairy butter is in slow demand. The total receipts for the week were 13,522 packages as against 12,791 packages for the corresponding week last year. The total receipts for this season are 308,211 packages as against 281,581 packages same period 1908.

Creamery, solids, lb	0 24
Creamery prints	0 24½
Dairy, tubs, lb	0 18 0 20

CHEESE.—Several large shipments have slightly lowered the price of large westerns. Otherwise the market is unchanged. Receipts this week 87,813 boxes as against 73,444 boxes same week last year. For the season they have been 1,367,979 boxes as against 1,320,455 boxes same season 1908.

Quebec, large	0 11½
Western, large	0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12½ 0 13
Old cheese, large	0 15 0 16

EGGS.—Eggs are in good demand this week at present prices. Deliveries continue free with not much change in quality.

Receipts for the week are 5,727 cases as against 5,124 cases same week last year. Total receipts for the season are 155,821 cases as against 156,087 cases same period last year.

Selects, dozen	0 27
No. 1, dozen	0 23 0 24
No. 2, dozen	0 18 0 19

HONEY.—There are no changes in prices this week. From indications there will be plenty of buckwheat. It is notable that what has been offered is in large quantity only.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 10½

TORONTO.

PROVISIONS.—Hogs are again higher, and as a natural consequence prices of several lines of cured meats have advanced from ½ to 1c. per lb. Lard especially is scarce and higher. "Will this high price affect the consumption ?" was asked by The Grocer representative. "Not a bit, I never saw as good a demand in my life," was the reply.

"Well, do you call these good times ?" "I do not," said the manufacturer, "I think the ordinary working people as well as the business men have a hard struggle to make things meet. The farmer is king now."

Long clear bacon, per lb	0 14½ 0 15
Smoked breakfast bacon, per lb	0 16 0 16½
Roll bacon, per lb	0 13½ 0 14
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13½ 0 14
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 17½ 0 18
" pea meal	0 18½ 0 19
Heavy mess pork, per bbl	23 00 23 50
Short cut, per bbl	26 00 26 50
Lard, tierces, per lb	0 14½ 0 15
" tubs "	0 15 0 15½
" pails "	0 15½ 0 16
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	8 50
Dressed hogs	12 00

BUTTER.—Good butter is in fair demand, but lower grades are offered for less money. Prices are practically the same as last week.

	Per lb.
Fresh creamery print	0 23 0 24
Fresh creamery solids	0 21½ 0 23
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
Tub butter	0 17 0 19
Baking butter	0 15 0 16

CHEESE.—The local demand for cheese is fair but not what it ought to be. At the high prices of many articles of food, cheese is below its value, and should be more largely used. Prices are unchanged.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

EGGS.—Eggs are firm and some are asking 26c. for good stock. The receipts, as usual at this time of the year, are gradually growing smaller each week.

Fresh eggs	0 24 0 25

POULTRY.—A very noticeable increase in the receipt ol poultry takes place each week, and prices are well maintained. Demand is good.

Early spring chicken, alive, per lb	0 13
Spring chicken, dressed	0 14 0 16
Hens, per lb. dressed	0 14
Turkeys, per lb., large	0 16 0 18
Spring ducks, alive	0 13 0 14
" dressed	0 15 0 16
Old ducks	0 08

HONEY.—There is considerable honey coming in, but prices are firm and high. The honey men at the Exhibition report that their sales were much below last year. This may be owing to the fact that the people of the city are learning that all honey is pure and can as well be bought from their grocers.

Honey, 5-lb. pails	0 60
" 10-lb. pails	1.15
" 60-lb. cans, per lb	0 10½ 0 11

[Editorial Note].—"Subscriber" who referred in last week's issue of The Grocer to the article of M. Moyer, apparently made a slight error. The reference to "bonusing babies" was not made by Mr. Moyer, but was contained in another article written by a consumer, and which followed directly after Mr. Moyer's story on "The Policy of Retailers Going Out for Orders."

New Ontario Merchants Lead in Store Equipment.

F. C. Preston, & Co., Haileybury, Have Latest Methods for Holding and Increasing Trade—Exclusive Cash Trade Necessitated by Drifting Population—Up-to-Date Bin Fixtures, Show Cases and Shelving—Carry Dry Goods as Well.

Haileybury, Ont., Sept. 13.—General merchants in old Ontario must not go away with the idea that there are no up-to-date stores in the north. Right here in Haileybury—a thriving New Ontario town—practically discovered but yesterday—there is a retail store second to none north of Toronto.

It belongs to F. C. Preston & Co., and is laid out in modern style and fitted up with the most modern equipment.

The F. C. Preston Co., although only in business for the past twenty months, have worked up a splendid trade.

Their store is a solid pressed brick building, handsomely fitted with the latest bin fixtures and sectional show cases and shelving. The block is electric lighted and steam heated.



Handsome Interior of the Grocery Department of F. C. Preston & Co., Haileybury, New Ontario.

Do Cash Trade Only.

Since coming to Haileybury, the company have carried on a strictly cash business. They carry on hand at all times an average stock of about $10,000 in groceries. This may seem a rather large stock for the population of this town, which is only between four and five thousand people, but owing to the large floating population that is constantly coming and going, this being the great distributing point, they have to carry a large stock.

F. C. Preston has had some eighteen years' experience in the general store business, having been associated with the Playfair-Preston Company, of Midland. In coming to this section of the country he has been very successful, and that success he attributes to the running of a cash business.

The fact that Haileybury is located in a mining district makes it practically necessary to do a cash business. So many come so suddenly and leave similarly that credit to them would be disastrous.

A Splendid Interior.

F. C. Preston & Co. pride themselves in having one of the best-appointed grocery departments in the north—in fact, the fittings, as the accompanying illustration implies, are not excelled in any of the large city stores. The size of the department is 18x80 feet, with a 14-foot ceiling.

The company has also a large dry goods and men's furnishing department. The size of the whole store is 50x80 feet.

BUSINESS IS GOOD

you will say and we will save you money in discounts and freight if you stock our full line of—



RICHARDS
Quick Naptha Soap
Snow Flake Soap Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

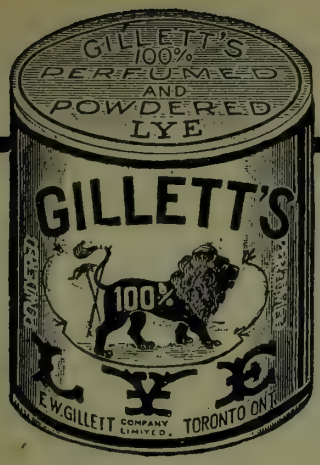
Custard Powder
The BIG Two-Power 5c. pkg.
Manufactured only by
EDWARD J. NATION & CO.
BRISTOL, - - ENGLAND
WE STOCK IT
W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

WHITE SWAN
100%
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**

E.W.GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Sell Clark's Meats

BENEFIT BY CLARK'S ADVERTISING

All the benefit of Clark's liberal advertising comes through the grocer.

If you are not handling Clark's Meats you are losing the benefit of all this advertising.

You are also disappointing customers who ask for Clark's Meats.

There is not a single reason why you should not handle Clark's Meats, and the most substantial one of all why you should—***IT WILL PAY YOU.***

Clark's Pork and Beans	Clark's Mince Meat
Clark's Tongue, Ham or Veal	Clark's Ox Tongue
Clark's Sliced Smoked Beef	Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WRITE FOR SPECIAL PRICE LIST.

WM. CLARK, - MONTREAL

Manufaoturer of High Grade Food Specialties

Be Careful About Your Salmon!

The scarcity this year will result in the packing of much salmon which will not be up to usual quality.

To ensure your getting reliable salmon, the kind your customers want, order

QUAKER BRAND SALMON

Only the choicest fish from the Fraser and Skeena Rivers find their way into the tins bearing the QUAKER label.

SECURE PRICES FROM

MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

CANADA ON THE ALERT.

Trade Between This Country and South Africa Recognized by United States Authorities.

Edwin S. Cunningham, Durban, South Africa, writing from a United States standpoint in reference to the efforts of the Canadian government to promote trade between Canada and South Africa says:

"The Canadian government is on the alert to obtain as much of the South African trade as possible for its manufacturers. It is fully alive to the fact that this trade will be a very important one in time, and the appointment of a trade commissioner, with headquarters in Durban, for Natal, Transvaal, Orange Colony, Portuguese, and British East Africa, gives notice to the rest of the world that it is the intention to place the Canadian exporter in possession of as great an amount of information as is possible to obtain as to the trade conditions existing in this district, so that he may avail himself of the lower freight rate on certain articles made possible by the Canadian-Cape Direct Steamship Line.

"Many articles are carried by this line from St. John to Durban at a cheaper rate than they are carried from New York. Besides this, Canada being a reciprocating British colony, obtains a preference in the matter of duty upon her merchandise shipments. There is no doubt that American business will increase, or at least hold its present proportions in South Africa, but with an American line of steamers a trade between American ports and South Africa would materially increase.

"The value of imports into British South Africa from Canada in 1907 was $1,927,528, and in 1908, $2,055.445. The imports into Natal for the same two years were $723,356 and $557.726, respectively."

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

SUCHARD'S COCOA
This is the season to push SUCHARD'S CO. COA. From now on cocoa will be in demane daily. It pays to sell the best. We guaranted SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

WEDNESDAY HALF HOLIDAY.

Some Toronto Grocers Want it the Whole Year Round—Their Reasons for it.

Toronto, September 15.—Some of the grocers who had their stores closed on Wednesday afternoon during June, July and August, and suffered no loss are now considering whether it would not work to have them closed not only during these months but during the whole year.

They claim that the ordinary laboring people who work no harder than they do, get a half holiday each Saturday, but as they could not ask for the Saturday they should have the half holiday each Wednesday. They also claim that during the winter, there would be no fruit to spoil and that nothing would interfere with business as it does in the summer.

They also say that it takes several months to get customers used to the store being closed, and if they were closed all the year on Wednesday afternoons they would find no difficulty. While these are discussing the advisability of weekly half holidays, there are others who are opposed to it entirely They never close on any Wednesday. The trouble therefore would be to get them united.

However, those who close through the summer state that as soon as their customers get used to it, they lose no business. If this is the case it would show that the general public would sympathize with the merchants and govern themselves accordingly in making their purchases.

FIX RETAILERS' SUGAR PRICES.

B. C. Sugar Refining Company Issue Ultimatum to the Trade.

Vancouver, September 14.—The latest move in the sugar situation here is the ultimatum by the B. C. Sugar Refining Company that the dealer who sells its product shall sell it at a certain price come of the bringing here of sugar manutured by no other firm. This is the outcome of its bringing here of sugar manufactured by the Glebe Company, of Greenock, Scotland. This has always been sold at 25c cheaper than the British Columbia product. Last week mention was made of a step by the B.C. Sugar Refining Company to meet this opposition.

In issuing the following circular to the trade, the B.C. Sugar Refining Company, increase the price of sugar half a cent per pound: "The sugar covered by this invoice is sold to you under the conditions that it be not resold to the consumer at less than the following fixed prices, viz., standard granulated in 100 lb. bags, $6; standard granulated in 20 lb. bags, $1.25, and further that no sugar is bought or sold by you other than that manufactured by the B. C. Sugar Refining Company, Ltd., and in case both of these conditions are not adhered to no further orders for sugar will be accepted from you."

The increase in the price of sugar is from $5.50 to $6 per 100 pounds, which is 75c more than the imported article.

TRADE NOTES.

M. J. Lavigne, grocer, Hull, Que., is dead.

David Durie, butcher and grocer, Toronto, died recently.

The Canada Pottery Co., Iberville, Que., has incorporated.

Beauchemin, McDuff & Cie., grocers, Montreal, have dissolved.

James Murphy, general merchant, Mitchell's Bay, Ont., is dead.

Jos. D. McCleary, general merchant, Berwick, Ont., assigned to G. I. Gogo.

The Nickel Plate Stove Polish Co., Windsor, Ont., has obtained a charter.

A. Grosland, general merchant, Holden, Alta., has sold to Johnston & Hurum.

The Winona Fruit Growers, Limited, Winona, Ont., is a new Ontario company fromed to grow and deal in fruit.

H. H. Cole and W. W. West, general merchants, Almonte, Ont., sustained losses by fire recently. They were insured.

W. W. Wallace, lately of Toronto, but more recently of Entwistle, on the new line of the G.T.P. has opened a grocery business in Strathcona, Alta., in the store building, on the corner of Whyte and Fourth street east. Mr. Wallace has been impressed with the possibilities of Strathcona as a centre of importance and has gone into the grocery line with the expectation of making the business pay and at the same time giving his customers the benefit of close and particular buying.

EPPS'S
GRATEFUL AND COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, D. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
NUTRITIOUS AND ECONOMICAL
COCOA

Some Grocers have decided that it is not good business to import Fancy Biscuits

They do not question the quality of Fancy European lines—*before shipment.* But, they know that a long sea voyage depreciates the flavor of any food stuffs. Besides, it ties up cash in considerable quantities placing long orders months ahead. That's how they argue the point. They stock

CHRISTIE FANCY BISCUITS

because Christie's are immensely superior in *Quality*, *Purity*, *Nutriment* and lasting *Goodness* to any fancy lines baked on this continent. Our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, et cetera, are equal in every quality that makes for biscuit perfection to the best fancy lines in the old lands. Then our fancy goods have the merit of freshness. You can get them when you want them.

N.B.—Our latest fancy lines "Madeira Mixed" and "Cherry Rings" are the delight of biscuit connoisseurs.

Christie, Brown & Co., Limited, Toronto

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

PROFITABLE BISCUITS

Sell them. It does not pay to sell biscuits that do not yield you a profit any more than it pays you to sell any other goods at cost. All our biscuits, very high quality, yield you splendid profits.

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

If you are not quite satisfied with the receipts from your candy counters, put in a line of

Cowan's

Maple Buds, Cream Bars and Chocolate Confections

—Nut Milk Chocolate, Chocolate Croquettes, Milk Chocolate Sticks, and the rest, and note the improvement.

Pure, wholesome—Cowan's please almost everybody.

The Cowan Co., Ltd.

Toronto

Canadian made Licorice
Y&S BRAND
All Druggists.



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse, Calgary and Edmonton

By Royal  **Letters Patent**

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Millers Paying More for Wheat but Flour Prices Remain as Last Week—Some Figures About the World's Supply—No Change in Cereal Products—Good Demand for Confectionery.

The flour and wheat situation is still in an unsettled condition. The old stock is pretty well exhausted and the new stock has hardly began to move. According to the Hungarian estimate of the world's supply, this year's wheat crop exceeds last year by 262 million bushels. If this estimate is anything like correct, and the world's daily need is 1,400,000 bushels, then this surplus would feed the world 180 days, and the entire crop of this year would feed the whole world for over 6 years if we did not grow another bushel. This will probably explain why dealers in spite of all the newspaper reports are acting cautiously and according to their own judgment. Reports when figured out very often show their absurdity. At the Canadian National Exhibition an enthusiastic demonstrator made the statement that they served 30,000 people in one day with a little lunch. This would mean that, if they kept going for 8 hours, 62 people had to enter the booth, sit down, eat the lunch and get out again every minute.

Besides the uncertain reports, millers are taking this time of the year to repair their mills, which also has an effect on the market. Farmers are yet too busy to bring out much wheat, and in order to get supplies, millers in some places are paying $1.02 which is a few cents higher than last week. The harvest in the Northwest is progressing rapidly, the quality of the wheat is excellent and the yield quite up to expectations. Although wheat is holding its own at the present time, it is, however, the general opinion that lower prices will rule later on.

Confectionery manufacturers state that there is a good demand for high class goods from the best grocers in the various cities. They expect that Christmas orders will be large this year in view of the better trade feeling in the country and the tendency of consumers to purchase confectionery for Christmas presents.

MONTREAL.

FLOUR—Trade has been fair. Prices have not changed.

Winter wheat patents, bbl	5 75
Straight rollers, bb	5 50
Extra, bbl	5 00
Royal Household, bbl	5 90
Glenora, bbl	5 40
Manitoba spring wheat patents, bbl	5 90
" strong bakers, bbl	5 40
Five Roses, bbl	5 90
Harvest Queen, bbl	5 40

FEED—No changes are reported in this market.

Ontario bran, per ton	22 00
Manitoba shorts, per ton	24 00
" bran, per ton	22 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

ROLLED OATS—No changes in price. Market is steady but demand is only fair.

Fine oatmeal, bags	2 75
Standard oatmeal, bags	2 75
Granulated " "	2 75
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 35
" barrels	5 20

TORONTO.

FLOUR—There is not much wheat coming out. Farmers are not as much in a hurry to sell as was anticipated, and in order to get it, millers are paying $1.02 a bushel, which is 2 cents higher than last week. One miller says, "we are paying $1.02 but it is not worth it." They must have it to supply their trade. Although wheat is, on this account, a little higher, flour is still sold at the same price as last week.

Manitoba Wheat.

1st Patent	5 50 5 60
2nd Patent	5 30 5 40
Strong bakers	5 20 5 25

Winter Wheat.

Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

CEREALS—Local markets for both wheat and oats are a few cents higher, owing to light receipts, but the manufactured goods are without change since last week.

Rolled wheat, car load	3 00
" oats "	2 50
Oatmeal, car load	2 75
Rolled wheat in barrels, 100 lbs	3 25 3 50
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

TRADE NOTES.

Hunt & Co., tea importers, Montreal, now have their offices at 22 St., John St.

The Dominion Sugar Company, Wallaceburg, Ont., have appointed T. W. Edwards their resident representative in Toronto.

C. E. Colson & Son. Montreal, manufacturers' representatives, have moved their offices from 10 St. John Street, to No. 124 Coristine Building.

A. E. Forde, now representing Geo. E. Bristol & Co., Hamilton, in central western Ontario, will cover the territory formerly looked after by W: T. Harris.

L. Chaput, Fils & Cie., Montreal, have purchased a powerful five-ton delivery truck for their local deliveries. It is made by the American Motor Car Co., of Lockport, N.Y., and, when loaded to its full capacity, will carry 18,000 lbs., about equal to what it would take six good teams to handle.

Geo. F. Foote, who up to some years ago represented Geo. E. Bristol & Co., Hamilton, Ont., but retired to go into business at Port Arthur, will, on October 1st, rejoin the old firm. Mr. Foote will have his old territory from Sudbury to Fort William and Rainy River country and along Port Arthur to the Sault branch.

Keep your eyes open.

The Grocery Trade is not all profit, and your nearest competitor is very much wide-awake! You will also be showing yourself to be a real live man, if you handle only the lines the public are clamouring for.

In Soda Crackers

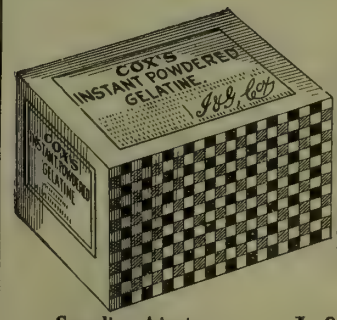


are just a little better than all the rest. Extra care, extra facilities and extra good materials have made Mooney's the best Cream Cracker on the Market. Be sure and stock this line.

THE MOONEY BISCUIT & CANDY COMPANY

Stratford - Ontario

Cox's Gelatine



COX'S GELATINE is a STEADY SELLER; therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS.

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills,
EDINBURGH



"BORDO"
(REG.)
CHOCOLATES

Facts About
Them That Talk:

Cost to YOU, per lb.—25c
You Can Get, per lb.—50c

Profit YOU Make
25c per lb.

Equal to 100% on your investment

WHO said it would not pay you to stock "Bordo" (Reg.) Chocolates?

Popular favor ensures quick sales.

The Makers:

The Montreal Biscuit Company, "The Originators"

MONTREAL

The Grocer's Encyclopedia From Week to Week

How Peanuts Grow and Different Types and Classes Produced in America—Various Uses of the Peanut in the Preparation of Human Food.

PEANUTS—There are several varieties of peanuts grown and placed on the market, with about five or six distinct kinds in the United States alone. Peanuts, to correct a wrong impression entertained by some, grow on the roots of the peanut plant something like potatoes. They shoot out from underground stocks which extend from the base of the stem. When ripened they have to be dug from the earth like potatoes and of course roasted before they are ready for eating purposes.

By classifying the varieties of peanuts according to types, we have the jumbo-large podded—and the smaller podded peas. These are subdivided into bunch and running peas. The kinds having a bunch habit of growth are the more general as they can be planted closer together than the running varieties.

The following facts about different classes of peanuts are interesting :

VIRGINIA BUNCH.—Large-podded variety, plant rather dwarf, stems upright, foliage rather light ; pods clustered about the base of plant ; usually two, sometimes three, seeds in a pod ; pod bright and clean ; colors of peas light brown ; pods adhere well to plant in digging. The customary weight per bushel of this variety is 22 pounds.

VIRGINIA RUNNER.—Large-podded variety, strong grower, stems creeping, foliage heavy ; pods scattered along procumbent stems ; pods and peas very similar to those of the Virginia Bunch ; pods do not adhere well in digging. The customary weight per bushel of this variety is 22 pounds.

NORTH CAROLINA.—Similar to Virginia Runner, except that plant is not so large or vigorous, and pods and peas are both smaller. This variety contains a high percentage of oil.

SPANISH. — Small-podded variety strong grower, stems upright, foliage abundant and heavy ; pods clustered about base of plant ; usually two seeds in a pod, entirely filling the pod ; pods rough and inclined to be darkened in color ; color of peas light brown ; pods adhere well to plant in digging. This variety frequently yields 60 bushels of marketable peas and 2 tons of hay to the acre. The peas of this variety are rich in oil content. The weight per bushel of Spanish peanuts is 28 pounds.

TENNESSEE RED. — Small-podded variety ; similar to Spanish, except that the pods are longer, sometimes containing five or six peas crowded together ; peas dull red in color. This variety is well adapted to stock feeding, but does not sell upon the market, owing to the color and quality of the peas.

DIXIE GIANT.—The variety known as Dixie Giant is so called, owing to the great size of its pods. It is distinctly a novelty, does not yield well and requires a long season for the pods to mature. Recommended only for southern part of Gulf coast States. The peas of this variety are very large and are desirable for the manufacture of fancy blanched nuts.

The peanut is eaten from the shell, as salted shelled peas, as blanched peas, in the so-called peanut candies and brittle, in combination with popcorn and puffed rice, in the form of peanut butter and as an ingredient of peanut and vegetable meats, peanut meal and salad oils.

T. W. Edwards, traveler for Geo. E. Bristol & Co., Hamilton, is leaving to take up business in Toronto. His ground will be taken up Jas. McManus, of St. Thomas. Mr. McManus will cover the territory west of St. Thomas to Windsor, with headquarters in the former.

WHITE SWAN
100%
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR
CUSTOMERS

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

WILSON'S FLY PADS



Annual sale many times larger than all other Fly Poisons combined.
RETAILERS' PROFITS VERY LARGE.

Some day when you get tired and want to cut out the kicks

One queer fact strikes Me.
About the "Kicking Power" of customers.
Never exerted to its utmost—
Since for every customer that comes to Kick in Your Store,
Ten do their Complaining *Outside.*
In the *Public* and *Private* Places—
Where 'twill do the *most* good (?)

* * *

All trade, Brother Grocer, hinges on *Genuine Satisfaction.*
And people are willing to pay something Additional for Security—
To be sure absolutely that a flour is *Right in Quality.*
Wouldn't YOU give a lot to sell again every woman who visits your store—even the Casual Customer?
Isn't it worth the *Trivial Difference* between Stingy Quality flour and FIVE ROSES?
Isn't Permanency of Profit worth *that* to you?

* * *

The Real Business Builder not only gets his customer—
He gets her Again.
Why not be a *Real* Business Builder?
Some day, Brother Grocer, when YOU grow tired and want to Cut out the Kicks—*due to Poor Stuff.*
Poor Stuff and Cheap because enough Care and Money are *not* expended at the mills.
When that day comes, please remember we ask only one privilege—
To "show you" the Time, Care, Worry, Experimenting FIVE ROSES saves in Flour Sales.

* * *

Because it makes good with *every* class of baking and cooking—
And *good-and-good.*
Because it *delivers the sales,* requires no Allowances, no Deductions, nor Excuses for Cheapness in Quality due to Cheapness in Price.
No Controversy with Customers which loseth Goodwill—
FIVE ROSES cuts out the Kicks.
How many flours can Land New Business *without Losing Old?*
Business that *stays* with you with Continuing Profit?

* * *

The dealer who sells FIVE ROSES—
He knows I speak truly.
He is astonished at the Good Things all customers tell him about FIVE ROSES excellence.
Otherwise you might think me *too enthusiastic.*
But what about the dealers who have sold it *Twenty Years,* and *will not change?*

* * *

Yes, I know your business *has* made headway.
But I want to get your Heart and Soul so full of the Possibilities of FIVE ROSES and Good Stuff—
That your Selling Enthusiasm will *compel* you to outdo your best and most epoch-making record of the past.
To lower your own Record, Brother Grocer.
Don't you want to do it—right now?

LAKE OF THE WOODS MILLING COMPANY, LTD.

MONTREAL——————WINNIPEG

Makers of Five Roses Flour

TO EMPLOY PROGRESSIVE METHODS.

A change in the proprietorship of the Maple Leaf Grocery, Goderich, Ont., has taken place. J. W. Vanatter, well known to the people of Goderich, taking over Mr. Snyder's interest in the business, which will now be conducted under the style of Morrish & Vanatter. Mr. Snyder has been in indifferent health for some time and has been seeking relief from the cares of business, and Mr. Vanatter, who recently took a trip out west, having decided to remain in Goderich the transfer was effected. The firm will employ progressive methods in their business, and with one of the best-located and most commodious stands in Goderich, a staff of experienced clerks and a large and excellent stock of good groceries, will doubtless command a good share of the patronage of the town and vicinity.



F. O. CREED,

Representative of the F. F. Dalley Co., Ltd., Hamilton, Who is Now on the Continent, Where he has Charge of The Company's Agencies in France and Spain, as Well as in Australia.

"BACK TO MONTREAL" WEEK.

Although it is too early as yet to give any details as to the effect of so many visitors on the grocery trade of the city, it is plain from first indications that it will be largely increased. Several thousand visitors over and above the usual number means many more meals served, and that of course has its direct effect on the hotel and restaurant trade and through them on the grocers. Both wholesalers and retailers already report larger orders in preparation for the week, and prospects are that every one will feel it even more strongly later.

Decorations in the way of flags, signs, electric and otherwise, and banners are visible everywhere, and as a special means of showing honor to the visitors, Wednesday, the 15th, has been set aside as a public holiday.

WAITING ON THE HEN.

A pioneer of country week work was praising the country vacation.

"A country vacation is better than a seashore one," she said, "You see things so much quainter. And the further into the country you go the quainter become the things you see."

"I once spent August in a village called the Head of Sassafras. The post office there was the general store. The morning after my arrival I went to the general store for my mail.

"A little girl preceded me with an egg in her hand."

"'Gimme an egg's worth of tea, please," I heard her say to the post-master-store-keeper; "and ma says ye might weigh out an egg's worth of sugar, too, for the black hen's a-cluckin', and I'll be up again in a minute,"

ENGLISH COFFEE.

The American opinion of coffee, as understood in the English home, is not high, and how the coffee of the English lodgings is esteemed may be understood from the following traveler's tale. It was his first morning in London "apartments," and his landlady came up with the breakfast, and as he began the meal opened a slight conversation.

"It looks like rain," she said.

"It does," replied the American, "but it smells rather like coffee."—London Chronicle.

NEW COLD STORAGE PLANT.

The B. Wilson, Company, Ltd., Victoria, B. C., have recently occupied their new cold storage plant, completed and equipped with an up-to-date plant involving an expenditure of $100,000. Eight years ago the firm began business and since then it has grown so rapidly that several extensions have since been made.

ONTARIO AS A FRUIT GROWER.

A placard on the fruit exhibit of Ontario at the Canadian National Exhibition, Toronto, read as follows:

"Ontario produces 75 per cent. of all fruits grown in Canada.
60 per cent of plums.
70 per cent. of apples.
80 per cent. of small fruits.
99 per cent. of peaches and grapes."

Tell Your Customers That:

SHAMROCK
BIG PLUG
SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

Black Watch
The Big Black Plug Chewing Tobacco
Already a Big Seller
Sold by all the Wholesale Trade



Larger than our most sanguine expectations, which proves conclusively the popularity of

"MELAGAMA"

Ceylon tea, was our ***demonstration*** at Canadian National Exhibition. The daily average of free cups served the public reached the enormous number ***30,143.*** The effect—sales already show decided increase. Order at once. We guarantee the sale.

MINTO BROS. : : : : TORONTO

The 7-20-4 Cigar

Make that the feature of your tobacco department. If you have no department, start one to-day, for there is money in such a proposition. And it's such cigars as **7-20-4** (notice how easy it is to remember it) that win and hold customers for you.

ASK THOSE WHO ARE NOW SELLING 7-20-4 CIGARS.

The Sherbrooke Cigar Company, Sherbrooke, Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

ONIONS

Yellow Danvers and Reds

If you want a car of Canadian Onions write us for F. O. B. prices we have large supplies to offer.

CANADIAN APPLES

Before placing your orders you will do well to write us for prices.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

The next two weeks will see large shipments of the finest Canadian Peaches, Pears and Plums arriving on this market.

THE LEMON CREED

There is more real—actual—value in a box of "ST. NICHOLAS" Lemons at any time of the year—in any year—than any other brand of lemons on the market to-day, yesterday, or any old day—and that has been so for 28 years. There may be times when things occur over which we, "The Common People," have no control: the carriers may not use the fruit right and we may be unable to get revenge—Providence may interfere (not just because we are in the lemon biz, but just because—)—which things may make us lose money, but give "ST. NICHOLAS" a fair show—in fact, you may even handicap it some—and you will make more "REAL" money (the kind you can take a trip to California on) in a year than any other pack of lemons in existence to-day, or likely to be.

J. J. McCABE

AGENT

32 Church Street, TORONTO

Canadian Fruit, Vegetable and Fish Markets

Preserving is Brisk and Fruit Moves Rapidly—Grapes Coming on the Market—Tomatoes Escaped the Frost — Oysters in Season and are Now Coming on in Good Shape.

MONTREAL.

GREEN FRUITS—Early fall apples have made their appearance on the market. The lines shown are "Duchess" No. 1 and No. 2, and "Alexander" No. 1 and No. 2. California fruits are scarce and higher, the prices of homegrown basket goods being the same as last week. Pineapples are somewhat lower. The market continues good.

Apples, crabs, basket	0 35	
" Duchess, No. 1	3 25	
" " No. 2	2 75	
" Alexanders, No. 1	3 50	
" " No. 2	3 00	
Bananas crated, bunch	1 75	2 25
Blueberries, 20-qt. box		1 50
Cranberries, per crate		5 00
Cocoanuts, bag		4 00
Grapes, California, Malagas, crate		1 75
" " Tokays, crate		2 25
" Delaware, crate		1 75
Lemons, Verdillis, box		4 00
" Maoris, box		4 50
Limes, per box		1 00
Melons, Montreal, basket of 12 to 13	3 00	10 00
" Canadian, 6 to 9 in crate		1 50
Oranges, late Valencias	3 50	3 75
Peaches, California, box	1 50	1 75
" Canadian, basket	0 50	0 75
Plums, California, per crate	1 75	2 50
" Canadian, basket	0 40	0 70
Pears, California, (Bartlett) per box	3 50	4 25
" Canadian, basket	0 60	1 00
Pineapples, Florida, box	4 00	5 00
Watermelons, each	0 30	0 40

VEGETABLES — Few changes are apparent this week. A more varied assortment of cabbages are quoted and potatoes are of practically one grade. String beans are lower. The quotation is 25c. Trade is generally good.

Beets, old, bag		1 00
" new, dozen bunches		1 00
Carrots, dozen bunches		1 00
Cabbage, dozen	0 15	0 30
Celery, Canadian, dozen	0 40	0 75
Cauliflowers, dozen	1 00	2 00
Corn, dozen	0 06	0 10
Cucumbers, dozen	0 05	0 10
" basket		0 25
Green peppers, crate	1 50	2 00
Lettuce, dozen	0 15	0 40
Leeks, dozen		1 00
Onions, doz. bunches		1 00
" large, white, dozen		0 40
" Spanish, cases 150 lbs		2 75
" " crates 50 lbs		0 90
Potatoes, Montreal, bag	0 80	0 90
Parsley, dozen	0 10	0 15
Peas, Canadian, bag		0 75
Parsnips, dozen bunches		0 40
Sage, dozen		0 60
Savory, dozen		0 50
Spinach, Canadian, box		0 50
String beans, bag	0 35	0 50
" " basket		0 25
Tomatoes, Montreal, gin box	0 25	0 75
" hot-house, lb		0 08
Turnips, bag		0 50
" new, dozen		0 15
Vegetable Marrows, dozen	0 50	0 60
Watercress, dozen		0 40

FISH—Fresh mackerel are very scarce this week but first class frozen appear at 10 cents per pound. Brook trout have gone up to 25 cents owing to short supply. B. C. salmon are again on the market. Barbotte and fresh perch are more plentiful, resulting in a price of 9 cents. Kippered and Labrador herring are higher. The market is considerably better than last week.

FRESH

Barbotte	0 09
Bluefish, per lb	0 14
Brook trout, per lb	0 25
Dore, per lb	0 13
Eels, fresh, per lb	0 09
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 04½
Lake trout, per lb	0 10
Market cod, per lb	0 04
Perch, dressed, per lb	0 09
Salmon, B.C.	0 17
Salmon, Gaspe, per lb	0 18
Sea trout, per lb	0 12
Steak cod, per lb	0 06
Whitefish, per lb	0 10

FROZEN

Dore, winter caught, per lb	0 10
Halibut, per lb	0 09
Mackerel, per lb	0 10
Steak cod, per lb	0 04
Salmon, B.C., red, per lb	0 10
Salmon, Fall, per lb	0 08
Salmon, Qualla, per lb	0 09
Salmon, Gaspe, per lb	0 18
Whitefish, large, per lb	0 09
Whitefish, small, per lb	0 06

SALTED AND PICKLED

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Green cod, No. 1 medium, per lb	0 03
" small, per lb	0 02½
" large, per lb	0 03½
Labrador herring, bbl	5 75
Labrador herring, half barrel	3 00
Labrador sea trout, bbls	12 50
" " " half bbls	6 50
No. 1 mackerel, pail	2 00
No. 1 " half bbls	8 00
Skinless cod, 100 lb. case	5 25
Salmon, B.C., half bbls	9 00
Salt sardines, 20 lb. pail	1 00

SMOKED

Haddies, 15 lb. bxs., per lb	0 08
Kippered herring, per box	1 25
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 30
Oysters, choice, bulk, Imp. gal	1 50
" "Sealshipt" Imp. gal	1 90

TORONTO.

GREEN FRUITS—The exhibition is over, the country friends have left and now the preserving rush is on and the demand for fruit is greater. Carload after carload as they arrive are picked up so rapidly that everything is cleaned up every night. Peaches are at their best, this week, and there never was nicer fruit sold in this market. Plums, also, are here in abundance and of every variety. Pears show up well. Apples are in good demand, and are sold by the basket. Lawtonberries hold out well and are still arriving daily. Grapes are coming in more plentifully, but they are still a little on the green side and therefore sour.

Apples, green, basket	0 15	0 35
Bananas	1 75	2 25
Blueberries, per basket	1 00	1 25
Grapes, small basket	0 25	0 30
Lawtonberries	0 05	0 07
Lemons, Verdelli	4 00	4 50
Limes, crate		1 25
Oranges, Cal. Valencia	3 25	3 75
" Cal. small		2 50
Peaches, St. John	0 60	1 00
" Early Crawfords	0 80	1 10
Plums, Canadian, basket	0 20	0 50
Pears, Can., basket	0 35	0 50
Pineapples, per case		4 75

VEGETABLES—The city stores are now largely supplied with vegetables from the local gardeners, which do not reach the market, and still the large quantities which arrive by train are all taken, and the market is cleared up each day. Cantaloupes and tomatoes are the leaders this week, and are selling at low prices. With so much cool weather and danger of frost, the tomatoes escaped well and the supply both for immediate use and for packing is liberal, and therefore canned tomatoes will be a reasonable price this year.

Beans, wax, basket	0 25	0 30
Beets, per bunch	0 15	0 20
Cabbage, Canadian, per barrel	1 25	1 50
Cantaloupes, Canadian, per basket	0 40	0 50
" " per case	0 75	0 80
Carrots, new, per basket	....	0 20
Celery, Canadian, per doz	....	0 60
Corn, dozen	0 08	0 10
Cucumbers, per basket	0 35	0 40
Egg plant, per basket	0 40	0 50
Onions, Canadian, green, per dozen	....	0 25
" Danvers, bag	1 15	1 25
" new, Valencias, crate	3 00	3 25
" Spanish	....	2 75
Peppers, green, per basket	0 30	0 35
" red, per basket	0 50	0 60
Potatoes, Canadian, per bag	0 75	0 80
" sweet, basket	....	0 65
" sweet, per hamper	....	2 75
Radishes, per dozen	....	0 25
Tomatoes, Canadian, per basket	0 15	0 25
Watermelons, each	0 30	0 45

FISH—The fish market is very active, the demand is brisk, and the supply is increasing. Prices seldom change. Contracts are made for the season and dealers get very little chance to boost the market. The fish arrive in good condition which helps to increase the consumption. Oysters are now in season, and are coming in sanitary packages, solid meat. Instead of being in ordinary pails with the ice with the oysters, they are now packed solid in a tin inside of another which is packed with ice. They are selling at $1.90 per gallon for selects and $1.60 for standards.

Blue fins	....	0 06½
Carp	....	0 03
Cod, fresh caught	....	0 07
Ciscoes, per basket	1 00	1 10
Eels, per lb	....	0 08
Finnan haddie	0 07½	0 08
Haddock, fresh caught	....	0 07
Halibut, fresh caught	....	0 10
Herring, medium, per lb., fresh caught	0 05	0 06
Lobsters, each	0 25	0 30
Mackerel, each	0 15	0 20
Perch	....	0 07
Pike	....	0 06
Sea salmon	....	0 17
Trout, fresh caught	....	0 10
Whitefish, fresh caught	....	0 10
Yellow pickerel	....	0 09
Oysters, selects, per gal	....	1 90
" standards, per gal	....	1 60

M. L. Dufour, grocer, Montreal, has assigned to A. Desmarteau.

Montgomery & Co., general merchants, Nokomis, Sask., have sold to R. A. Dunlop.



The North Pole

was first discovered by Cook or Peary. A new era for Lemons was opened when the trade discovered my Superior pack of Extra Fancy Lemons.

ORDER SICILY'S FINEST BRAND

BUSTER BROWN

Fratelli Follina, Packers

W. B. Stringer, Agent

CANADIAN FRUITS—Now at Their Height

Large Quantities arriving daily.

PEACHES PEARS PLUMS and GRAPES

Prices reasonable.

SEND US YOUR ORDERS

HUGH WALKER & SON

GULEPH, ONTARIO

CANADIAN

Musk Melons

also

Rocky Fords

are rapid sellers

Plums } all kinds in large supply

Peaches }

PEARS

Tomatoes } late variety, smooth and solid

at their best }

Wire, Phone or Mail your Orders to

Stevens & Solomon

Shippers of Canadian Fruits, etc.

HAMILTON, ONTARIO

Phones 2700 and 690

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect all the items of information appearing in Canadian newspapers about any subject you are interested in. Our service is thorough. We don't miss an item. If you want all the current information about a pet subject, we can supply it at the lowest cost. By using our service you can keep posted on any subject.

Write for our free booklet.

THE CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL

10 Front St. East, TORONTO.

APPLES. *If you want to buy or sell a carload it will pay you to get in touch with us.*

THE DAWSON COMMISSION CO., TORONTO

Don't Forget

that quality counts with the general public. That is the reason why Chase & Sanborn's brands of Coffee are constantly winning new friends!

Chase & Sanborn

Montreal

"I's in Town, Honey" I brings yo' money!



Aunt Jemima's Pancake Flour is Going to Sell Better Than Ever



Our everywhere advertising will take care of that. We will keep up the advertising so that you can keep up the selling. : : : : : :

AUNT JEMIMA'S PANCAKE FLOUR

is the best known brand on the market. We intend to keep telling housewives about its fine qualities and about our unique coupon plan which increases your sales without increasing your work. : : :

You can sell more of Aunt Jemima's Pancake Flour and make more money with less work than by handling any other brand on the market. : : : : :

Aunt Jemima's Rag Doll Family

Aunt Jemima and her rag doll family are the most popular premiums ever given away. Every child wants them and they are given for the coupons on the packages. This plan never fails to work and soon spreads throughout the neighborhood. : : : : :

YOU SELL THE FLOUR — WE SEND THE DOLLS.

Don't forget that Aunt Jemima's is the popular and reliable brand for a good profitable business. Order your stock from your jobber.

THE DAVIS MILLING COMPANY - ST. JOS'PH, MO.

Manufacturers of the celebrated Aunt Jemima's Special Cake and Pastry Flour.

MacLaren Imperial Cheese Co. - Distributors for Toronto
Rose & Laflamme, Ltd. - " " Montreal
R. B. Wiseman & Co. - " " Winnipeg



We Want to Give Your Little One A FULL SET OF 4 DOLLS FREE

Just send us a request on your letter head (this is necessary) and we will send you FREE the entire Aunt Jemima family, all ready to sew and stuff.

Canadian Trade Changes of Recent Occurrence

Sales That Have Been Made During the Past Week—Losses by Fire and Assignments Made.

Ontario.

J. A. Strong, grocer, Toronto, has sold to MacKeown Bros.

Alex. Hill, grocer, Picton, Ont., was burnt out recently.

B. R. Passmore, grocer, Toronto, has sold to P. H. Rucker.

The Windsor Fish Co., Windsor, Ont., has sold his business.

Mary E. Smith, grocer, Hamilton, has sold to Beatrice Black.

Elizabeth Jackson, grocer, Toronto, has sold to F. M. Osborne.

S. G. Gregg, general merchant, Fordwich, Ont., has sold to H. McCabe.

R. Hawkestone, general merchant, Basingstoke, Ont., has sold to J. B. Climo.

Williams Bros., grocer, Toronto, has sold his stock at 1216 Yonge St. to J. A. Rice.

L. Deutschmann, general merchant, Hanover, Ont., has sold to R. B. Keeler & Sons.

Jno. Kelusky, general merchant, Bancroft, Ont., advertises his stock, etc., for sale by auction.

Thos. Hutchinson, manufacturer of soda water, St. Thomas, Ont., has been succeeded by H. T. Gough.

Quebec.

Assets of F. X. Paquet, grocer, Quebec, are to be sold.

Assets of Jos. Brunelle, grocer, St. Pie, Que., are sold.

C. E. Jerome, grocer, Montreal, has assigned to A. Desmarteau.

A meeting of creditors of A. Trudeau, grocer, Montreal, has been called.

F. Berube, general merchant, Thetford Mines, Que., assigned voluntary.

Assets of Hector Cote, general merchants, St. Raymond, Que., has made a

Assets of Moise Drolet general merchant, Mount Carmel, Que., are to be sold.

Demand of assignment has been made on E. Guertin, grocer and baker, Garthby, Que.

Demand of assignment on Elias Hieff, wholesale grocer, Montreal, has been dismissed with costs.

Demand of assignment has been made on Arthur Trudeau, grocer and liquor merchant, Montreal.

H. Pelletier & Frere, general merchant, St. Raymond, Que., has made a voluntary assignment.

H. L. M. Vaudry, grocer and dry goods merchant, Waterloo, Que., dissolved, Mary O. Vaudry registered.

Western Canada.

G. A. Ford, general merchant, Lang, Sask., has sold to McDonald & Co.

Creighton Graham & Co., general merchants, Alameda, Sask., have dissolved.

Dysart Trading Co., general merchants, Dysart, Sask., have removed to Fillmore.

Max Rose, general merchant, Cupar, Sask., has assigned to J. M. Wessel, Regina.

F. Whelphy, general merchant, Winnipeg, has sold his grocery stock to G. T. Grant & Co.

W. Pederson, general merchant, Walpole, Sask., is succeeded by Robinson, McConnell & Evens.



PERFECTION IN PACKING

We think that we have pretty well solved the problem in our fourteen years experience. We "know how" just as the experienced grocer knows what the people want.

BRUNSWICK BRAND SEA FOODS



Our herring are the finest obtainable—coming from Passamaquoddy Bay where they are captured in weirs or traps—and as packers we have made good.

They give satisfaction.

They are easy to sell.

They mean repeat orders.



CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros. Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co. Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

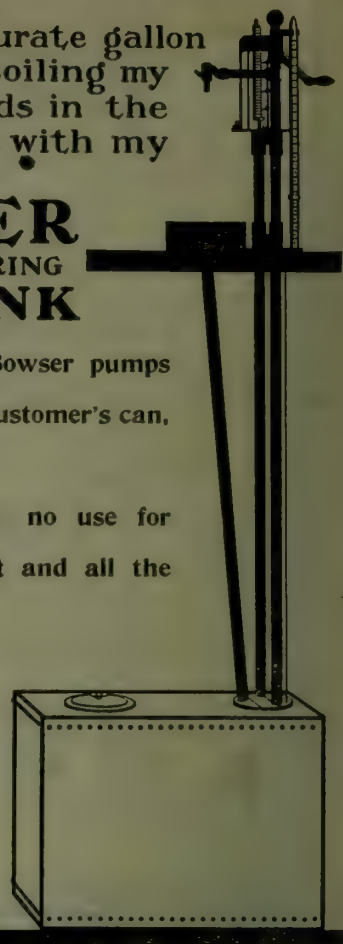
REPRESENTATIVES:
Montreal; Kenneth H. Munro, Corlstine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.



CLEAN HANDS

"I can draw an accurate gallon of oil without soiling my hands in the least with my

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser pumps the oil right into the customer's can, and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

Send for our latest Bulletin No. 5057. There is something in it for you.

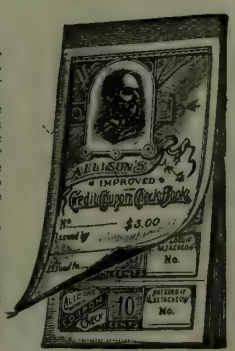
S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Mr. Level-Headed Grocer

Which will YOU do, hold the credit customer AND GET YOUR MONEY OUT OF HIM? Or lose both the customer and the money he owes you? The answer ought to be simple. There is ONE WAY to hold this class of customers, please them, and avoid loss. That way is by using the

Allison COUPON BOOK SYSTEM

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, U.S.A.
Order them from your Jobber

Shoe Boils, Capped Hock, Bursitis are hard to cure, yet

ABSORBINE



will remove them and leave no blemish. **Does not blister or remove the hair.** Cures any puff or swelling. Horse can be worked. $2.00 per bottle, delivered. Book 6 D free.
ABSORBINE, JR., (mankind, $1.00 bottle.) For Boils, Bruises, Old Sores, Swellings, Goitre, Varicose Veins, Varicosities, Allays Pain.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

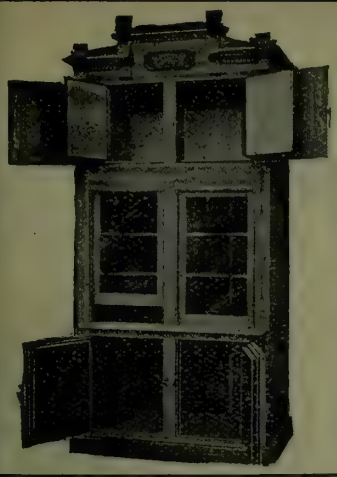
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



The

"ARCTIC" REFRIGERATOR

has proved and is still proving uniformly and completely efficient.

The system of construction gives a perfect circulation of cool, dry air.

Get our Catalogue and Discounts

JOHN HILLOCK & CO., Ltd.
154 George St., Toronto

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by **BRAND**

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,**
A.B.C. Codes used 4th and 5th Editions. **LONDON, E., ENG.**

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited



TIME MEANS MONEY

You save both when you have McGregor's Patent

BAG HOLDER

It holds all kinds from ¼ to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.

KILGOUR BROS.
19 Wellington St. West, - TORONTO



An exclusive special feature of

THE

Elgin National Coffee Mills

is the adjuster, by means of which the mill can be regulated, when running, to grind coarsely or finely. Every ELGIN NATIONAL has steel grinders, and is a very attractive piece of furniture, (apart from its profitableness) in any store.

A high-grade mill at a

LOW COST.

Ask any of the following Jobbers for our Catalogue,
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

A Great Selling Team

¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

Getting Your Name Up---

SOME advertisers have a way of thinking that the advertisement that doesn't bring in immediately and directly more than it cost is a failure. "Yet they know perfectly well," says the New York Journal of Commerce, "that 'getting your name up' is a far more valuable asset than the mere sale of a bill of goods; that the big houses of the country have reputations quite as much because they advertise like big houses as because their ads bring direct sales of goods. There is no more certain way to remain small than by letting the world know that you regard yourself as small—too small and poor to be able to advertise."

Advertising except for a mail order proposition seldom completes sales. It does, however, move the buyer through several stages toward the buying point, and therefore, it must be credited with necessary selling work.

See next talk on "The Power of the Trade Journal for Selling Work"

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

½-lb. tins, 2 doz. in case	$2 00
¼-lb. tins, 3 " "	1 25
⅛-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
2-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
¼-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per doz.
Royal—Dime	$0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case).

	per doz.		per doz
Strawberries	3 25	Sweet cherries	2 40
Peaches	2 85	Red currants	2 40
White cherries	2 85	Black currants	2 40
Red raspberries	2 40	Green G. plums	2 40
Black raspberries	2 40	Lombard plums	2 40
Lawtonberries	2 40	Blue plums	2 40
Red cherries	2 40	Pears	2 40
Black cherries	2 40		

SIMCOE PURE PRESERVES

(Packed 2 doz. to the case.)

12 oz. Simcoe Pure Strawberry Preserves	1 35
16 " " " "	1 75

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

	In Cartoons per dozen
No 1, 1 lb., 4 dozen	2 4
" 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " 2 "	2 2
No. 2, 4-oz., 6 dozen	0 70
" " 3 "	0 75
	In Tin Boxes per dozen
No 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs	14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00
The King's Food, 2-doz. in case, per case, $4.80
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.00.
White Swan Self-rising Pancake Flour, per doz., $1.00.

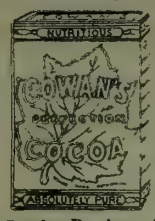
White Swan Wheat Kernels, per doz	$1 40
White Swan Flaked Rice, per doz	1 00
White Swan Flaked Peas, per doz	1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Chocolate and Cocoa.

THE COWAN CO. LIMITED



Cocoa—Perfection, 1-lb. tins, per doz	$1 10
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations for Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½s & ¼s, cakes, 12-lb. bxs	0 30
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 8
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½s and ¼s, 12-lb. bxs., per lb	$
Queen's Dessert, 5's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½s, ¼s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

	Per lb.
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½s	0 38
" " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

15 lb pails and 30 lb. or 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18		0 16
Special Shred	0 17		0 15
Ribbon	0 19		0 17
Macaroon	0 17		0 1
Desiccated	0 16		0
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases	Doz
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 0





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins.

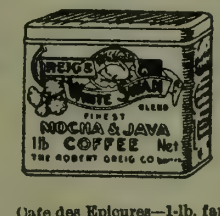
Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers, $10 per doz.



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Chocolate—Imperial

Large size jars, per doz	8 25
Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

CLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils, Montreal $2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz., case of 2 doz	$3 20
" 2	" 1 "	3 00
" 4	" 1 "	4 50
" 20	" ½ "	4 75
" 20	" 1 "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2
" groats ½-lb. tins	1
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.





Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets. $3 per box, or three boxes for 2 80.
5 boxes.... 2 75

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 6 pails in crate, per lb	07



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The world's Best Shoe Polish

2

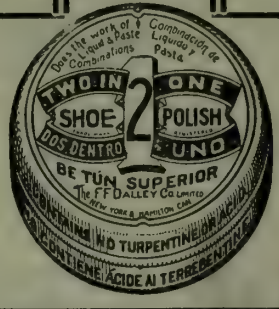
Preserves the boots and makes them pliable. Is waterproof

2 IN 1

Rapid Seller leaving a good profit for you

1

Order to-day and don't delay



The F. F. DALLEY Co. Ltd.

Hamilton, CAN. and Buffalo, N.Y.



Royal Polishes

appeal to the housewife because she finds them unparalleled for all purposes.

They cannot help but appeal to you, because they are made in Canada, and they yield you a fine profit.

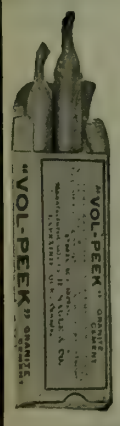
ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—*TOM MURRAY, Chicago.*



A specialty that is in reality a staple, but one that yields more than staple profits—that sort of a proposition will always appeal to you. In

"VOL-PEEK"

GRANITE CEMENT

for Mending Holes in Pots and Pans.

this is what we offer you. It is a great seller all the time—and yields you a large profit. *Send for a trial lot.*

H. NAGLE & COMPANY
LAPRAIRIE, QUE.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails.
½ doz. in crate.

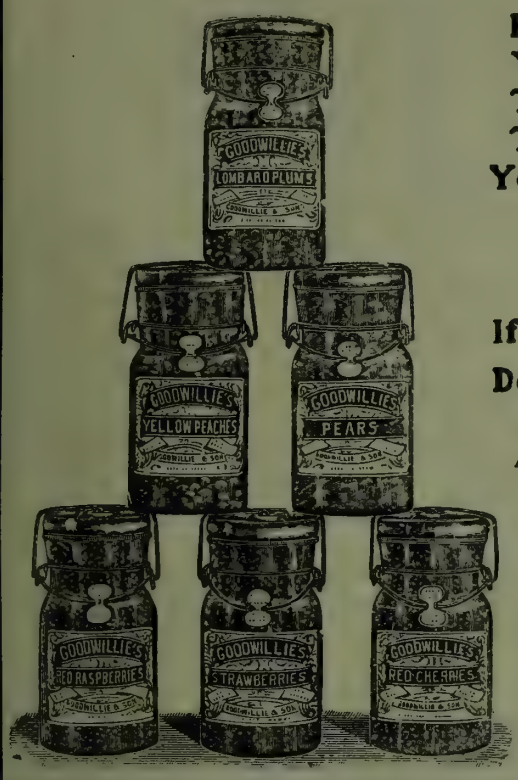
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Goodwillie's Fruits

IN GLASS



Have You Tasted Them Yourself ?

If not Do So

Agents:

Rose & Laflamme Limited

Montreal and Toronto

Malaga Table Raisins

Malaga Loose Muscatels

Jordan Shelled Almonds

Valencia Shelled Almonds

PACKED BY

José Segalerva

Malaga, Spain,

are the best goods of their kind on the market to-day.

These lines are all seasonable.

Agents:

Rose & Laflamme, Ltd.

Montreal and Toronto

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited.



Assorted Case,		Contains 4 doz.	$3.60
Assorted Case,		Contains 2 doz.	1.80
Lemon	(Straight)	Contains 2 doz.	1.80
Orange	(Straight)	Contains 2 doz.	1.80
Raspberry	(Straight)	Contains 2 doz.	1.80
Strawberry	(Straight)	Contains 2 doz.	1.80
Chocolate	(Straight)	Contains 2 doz.	1.80
Cherry	(Straight)	Contains 2 doz.	1.80
Peach	(Straight)	Contains 2 doz.	1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases, or more	4 95



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price

'Shirriff's" (all flavors), per doz. 0

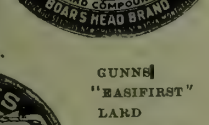
Discounts on application.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10¾
½-bbls.	0 11
Tubs, 60 lbs.	0 11
20-lb. Pails.	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11¾
" 5-lb.	0 10⅝
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10½
Tubs	0 10¾
20-lb. pails.	0 11
20-lb. tins	0 10½
10-lb. "	0 11¼
5-lb. "	0 11⅜
3-lb. "	0 11½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 [illegible]
" " 30 5-lb cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulo large cent sticks, 100 to box	

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 80
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases	60 1-lb. packages	$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	30 1-lb. " 60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. — Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

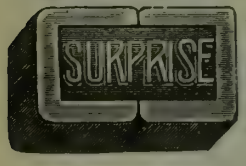
Maypole soap, colors	per gross	$13 20
" " black	"	15 30
Oriole soap	"	12 00
Glorioia soap	"	14 00
Arrow hat polish	"	16 80



3 doz. to box..... $3 60

6 doz. to box ... $7 20

30 days.



1 Box Price ... $4.00

5 Box Price ... $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 6½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

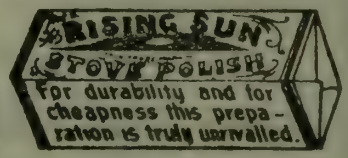
GRAND RAPIDS STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb	0 08
3-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 4 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 08
Canadian Electric Starch	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup

EDWARDSBURG STARCH CO., LTD.
Crown Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼ barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label— Per case.

2 lb. tins 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

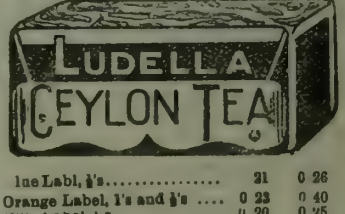


EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s. 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ¼'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Gold Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 30
Green Label, 1's and ½'s	0 25	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 50 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	0 97	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters

Gold Tins, 5's	35c.	1.75	50c. 2 50
Gold Tins, 3's	35c.	1.05	50c. 1.50
Gold Tins, 1's	36c. each		50c. each
Gold Label, ¼'s	18c ea.	36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea.	70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea.	72 lb.	25c ea. 1.00 lb

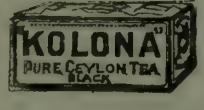


MELAGAMA TEA

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbr. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 23
Green Label, " 40c		0 30
Red Label, " 50c		0 36
Gold Label, " 60c		0 42
Orange Label, " 80c		0 42
Gold Label " $1		0 55

RIDGWAYS
London, Vancouver Winnipeg and Ceylon



Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 50
" Golden Rod	0 25	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ¼-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s.	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug making—Shamrock 6s., plug or bar	45
Rosebud Bars 6s.	45
Empire 5s, and 10s.	36
Amber 8s. and 3s	60
Ivy 7s	56
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	51

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 68
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½ lb "	0 70
" " 1-lb "	0 60

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

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For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

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JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

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We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

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SALT

and avoid possible inconvenience from delay.

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LIMITED
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Kiji, Japan. This season's in store. Extra Value, Extra Quality. Let us send you sample and price.

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Ceylon and Indian Teas up 2c per pound. No change in our prices. Inquire.

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VOL. XXIII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 24, 1909. NO. 39.



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Robinson's Patent Barley

This most healthy and nourishing food for children is having a steadily increasing sale among grocers. Druggists used to sell it exclusively, but as it is a **food**, it should be sold by grocers. The profit is a good one. Why not make it?

Write for sample and particulars, or ask your jobber for it.

Frank Magor & Co., Agents for the Dominion, **403 St. Paul Street, Montreal**

Anything that tends to make your customers' housework a pleasure, deserves your consideration and support. Ordinarily the question of STARCH is a serious one with the housekeeper, but

Benson's "Prepared" Corn for cooking purposes

AND

Edwardsburg "Silver Gloss" Starch for the laundry, make it easy for all these labors.

It Pays to Sell Only the Best

EDWARDSBURG STARCH CO.

ESTABLISHED 1858 LIMITED

53 Front St. E., TORONTO, Ont. Works: CARDINAL, Ont. St. James Street, MONTREAL, P.Q.

MACONOCHIES' PEELS

Candied Dripped Drained

Our new season's product, the best yet, is now in the hands of the jobbers ready for shipment. **The just-as-good** (a compliment we appreciate) may be offered to you by certain jobbers. Be firm. Refuse to accept a substitute no matter what is claimed for it. No peels can be better than Maconochies', and the chance that they are just as good is remote.

We are now booking orders, for fall importation, for Pickles, Fish and Jams and would be glad to hear from you.

MACONOCHIE BROS. LTD.

London, - England

Agents in Canada and United States:

MacLaren Imperial Cheese Co., Limited

TORONTO DETROIT

Taylor's Peels

Candied or Drained

The "life blood" has not been taken away from the imported fruit skins used for "Taylor's Peels" because the essential oil has not been extracted, leaving them like the sere and dried-up Autumn leaf.

Taylor's Candied and Dried Peels represent the height of high quality. Whether the Lemon, Citron or Orange Peel is wanted you are just as certain of getting the best in "Taylor's" every single time.

Norwegian Sardines

Packed by Olsen & Kleppe

Packed in pure Olive Oil at Stavanger, Norway, by one of the oldest concerns in the business, and the most particular concern we know of.

Selected with extreme care and sold under two brands—the "Albatros," a small fish of the highest quality, and the "Ambrosia," which is equally fine but of larger size. Desired and demanded by the best class of trade. Remember—they come from Norway!

ARTHUR P. TIPPET & CO.

Agents

Montreal Toronto



Montreal Office

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Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East
"Face-to-Face Business" HAMILTON

Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?
Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

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can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

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If you want the real thing, buy MUNN'S genuine, non-freezing Cod Liver Oil. Original Process. In 25-gallon, tin-lined barrels.
Highest Prizes and Gold Medals at European Exhibitions. Stock carried. Wholesale only.

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Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

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Western Canada

W. S. CLAWSON & CO.

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Selected Raisins, Currants, Evaporated Apples.

Prices Right.

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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

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Ceylon Teas, Coffees, Spices, Mustard. Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea—stood the test in Western Canada for over 12 years—sales always increasing. So'd in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.

Yours truly,
G. C. WARREN

W. G. A. LAMBE & CO.

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Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

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MacLaren Imperial Cheese Co.

Limited

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RAW SUGAR ON SPOT
One Car Barbadoes Muscavado
One Car Bright Jamaica Crystal

PRICES SUBMITTED

LIND BROKERAGE CO.
23 Scott Street Toronto

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—Manufacturers, Importers and others —looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to

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Montreal Toronto Winnipeg

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OTTAWA

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NEW CROP

VALENCIA RAISINS
ELEME TABLE FIGS

SEND US YOUR ORDERS

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Wholesale Grocers **TORONTO**

Worth Digesting

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25c.	grade	costs	you	20c. for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1.00	"	"	"	70c.

THE BLUE RIBBON TEA CO, Limited

266 St. Paul St., MONTREAL

STRAIGHT POINTERS

Dealers who are in the market for Canned Goods will find it distinctly to their advantage to order the "Essex" brand, based on these prime facts:

—We are located in the finest garden section of Canada, where Corn and Tomatoes grow to perfection.

—We own one of the largest, newest and most perfect canning plants in the Dominion, with every facility for doing things right.

—We are thoroughly independent and have no connection in any way with the Canners' Combine or any other trust.

—We expect to pay something for advertising and are putting all we possibly can of value into all our goods.

Why not get the best when it costs no more? There are reasons why we can do better for you than any house in the trade. Put us to the test.

THE ESSEX CANNING AND PRESERVING CO., Limited

ESSEX - ONTARIO

A strong combination-

¶ An extensivegarden of three thousand acres in the heart of Prince Edward County, Ontario; a canning factory without a peer in the completeness of its modern sanitary and mechanical equipment, and the cleanliness and skill of its employees; that is the combination which produces "Farmer Brand" Canned Fruits and Vegetables.

¶ Consequently every can of Farmer Brand is pure in quality and perfect in flavor. Farmer Brand brings and retains for you the quality customers —people who want the very best and are willing to pay a fair price to get it.

The Farmers' Canning Company

Bloomfield, - Ontario

We are pleased to announce that we have appointed Mr. T. W. Edwards as our resident representative for the City of Toronto.

We will, as in the past, manufacture purely No. 1 Sugars, equal in quality to the best that is on the market.

Mr. Edwards will call on you regularly, and we trust will be favored with a share of your business.

Phone and warehouse address in later issue.

Dominion Sugar Co., Ltd.



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

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Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.

Old Homestead Brand

Canned Fruit and Vegetables—

—of all the many brands of Canned Goods now before the public, perhaps stands in higher favor than any other.

The reason is not far to seek. Every suggestion or contrivance that care, skill, science or sanitation can afford has been embodied in the manufacture of these famous goods.

A long reputation for unequalled purity is being maintained, and every can is positively guaranteed to contain nothing but the fruit or vegetable the label indicates.

No preservatives or additions are either needed or used in canning

OLD HOMESTEAD BRAND

Order from your jobber.

The Old Homestead Canning Co.

PICTON

Ontario



Get On The Winning Side

¶ The winning side of the flour question is not the one that makes the most profit per barrel or bag for you—but the one that wins the confidence of your customers.

¶ You can perhaps show a little more profit in the first sale of an inferior brand, but it will never inspire a customer's confidence in you that Purity Flour does.

¶ The superlative quality and uniformity of Purity Flour creates such a favorable opinion of your flour-judgment that a customer naturally concludes that you are a good judge of quality in other lines as well as flour. And you get her confidence and all her trade.

PURITY FLOUR

is on the winning side whatever way you look at it, so get on the winning side right away. It is easy to sell Purity because of its splendid quality-reputation. It is made exclusively of the high-grade constituents of the hard wheat berry—no low grade constituents in it. That is why it costs a little more, but it is really unsurpassed value.

¶ And it's THE BRAND you will push from now on if you are looking for a bigger future business.



Western Canada Flour Mills Co.

Limited

Toronto Montreal St. John Winnipeg Brandon

"More Bread and Better Bread"

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

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Wholesale Grocers *Coffee Importers*

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Branch House—Sault Ste. Marie

Ginger-Bread
BRAND
Molasses

Simply Out-Classes—That's All

Packed in tins, 2's, 3's, 5's and 10's.

Pails, 1's, 2's, 3's and 5's, and in bulk.

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

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THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

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IT'S A PLEASURE

to sell an article whose worth and superiority are acknowledged—a line that does not take an awful lot of talking, pushing and explanation to get rid of. The difference between



SNAP

and other hand-cleaners lies in the fact that there is wanting from the others those **dirt-eradicating qualities** which have made **SNAP FAMOUS.**

BUY FROM YOUR JOBBER.

The Snap Co., Limited

MONTREAL, CANADA

"Keep up with the Twins"



"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal



"The Bee That Gets the Honey Doesn't Hang Around the Hive."

The merchant that gets the money doesn't spend his time in the office posting books.

The hive is necessary to store the honey. It is also necessary to have a place to keep the accounts, but—

Why not use a system that requires but a small fraction of the time you now spend in handling your accounts?

THE McCASKEY GRAVITY REGISTER

Handles the accounts with but ONE WRITING.

THE McCASKEY ACCOUNT REGISTER SYSTEM

Is an automatic collector;
Stops all forgetting to charge;
Eliminates errors and disputes;
Pleases your customers;
Draws new trade;
Puts you in position to prove your loss in case of fire.

Write for further information—free for the asking.

The McCaskey Register Co.

Cor. Hughson and Rebecca Streets - Hamilton, Canada

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

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Head Office—71 & 73 Tooley St., London Bridge, S.E. London, England

Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

HAVE COME TO CANADA

With their well-known Brand in Glass Moulds and Tins.

English Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

Excellence of Quality

Guaranteed Pure and all Packed in England

Agents for Quebec and Ontario---ROSE & LAFLAMME, Ltd., Montreal and Toronto.
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"ASEPTO"

SOAP POWDER

takes the place of soap on every occasion. Is most economical, and will positively destroy germs.

Better than the best on the market, and the packet is as large as the worst.

"Asepto" Sweetens Everything

and is everywhere having a wonderful sale.

Avail yourself of this opportunity of reaping a handsome profit on this quick-selling line.

Order to-day from your jobber.

MANUFACTURED BY

The Asepto Mfg. Co.

ST. JOHN, - - - - N.B.

Valencia Raisins

A. MAHIQUES PARIS

DENIA

For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

"It gives us great pleasure to say that "the A. Mahiques Paris Brand Fine "Selected Raisins purchased from you "this year have turned out exceedingly "fine in quality. We have compared "them with what we considered other "first-class brands, and in our opinion "they are superior to any Fine Selected "we have examined this year."

Thos. Bell, Sons & Co.

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"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

HUBER ACCOUNT REGISTER AND SYSTEM



Simple

Practical

Durable

¶ Entirely does away with bookkeeping and posting, and proves the best collecting system known. Checks show present purchase, past indebtedness and total amount owing to date with one writing. Thus the amount of each account can be instantly given. The inside of the cabinet fits into your safe at night, thus affording complete fire protection. Adaptable to any business.

"It saves time, expense, worry and the burning of midnight gas. It's a collector, too."
—F. C. TOON, *Grocer, London, Ont.*

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R. B. BELDEN & CO., 178-180 Victoria St., Toronto

PERFECT PURITY IS PURCHASED

WHEN YOU ORDER

ROWAT'S

Imported Pickles and Olives.

Now is the time to see about your winter stocks. Inquire about our 12-oz. bottle which sells at 10c. It is a sure trade-getter.

ROWAT & CO.

GLASGOW SCOTLAND

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C. E. Jarvis & Co., Vancouver, B.C.
Nicholson & Bain., Winnipeg, Edmonton, Calgary.

British Columbia Buyers

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TODHUNTER, MITCHELL & CO.

TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.

VANCOUVER

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"Get The Best"

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CREDIT
SYSTEMS

The CARTER-CRUME COMPANY, Ltd.
TORONTO and MONTREAL

Mention this paper

Washing Day

loses half its terrors when

CRYSTAL SOAP CHIPS
or
WONDERFUL SOAP

help to lighten the housewife's burden, so that she will have these soaps and no others.

They are honest soaps, such as you like to handle, and they perform all we say:

They *whiten clothes* and they *save time and labour.*

Let us send you quotations.

THE GUELPH SOAP COMPANY
GUELPH ONTARIO

Guggenhime & Co.

CALIFORNIA

Packers and shippers of the celebrated

"Pansy" and "Daphne"

BRANDS

Evaporated Fruits, Prunes, Seeded Raisins, etc., etc.

Selling these Brands means satisfaction all round.

We are represented in the Dominion by the following well-known brokers:

Rose & Laflamme, Limited -	Montreal, Que.
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H. Donkin & Co. - - -	Victoria, B.C.
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WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side o Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Pro p

HALIFAX HOTEL

HALIFAX, N, S.

THE GRAND UNION

The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Now. Closes on May 1.

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ABSOLUTE PURITY

in all foodstuffs is one of the most insistent demands of the present day, and the

"E.D.S. BRAND" JAMS and JELLIES



cater most honestly and happily to that demand. Moreover our claim to absolute purity is backed by a Government analysis. **"E.D.S. BRAND"** are 100% pure. Surely you must realize the wisdom of handling such goods. if you wish to improve your trade.

E. D. Smith's Fruit Farms, Winona, Ont.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton; Little Bros., Vancouver, B.C.

A LEADER
FOR OVER
50 YEARS



W. D. McLAREN, LIMITED
Manufacturers
583-585 St. Paul Street - MONTREAL

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:
Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.
W. A. Carson, Manager NAPANEE, ONTARIO

To the Trade:

THAT

CEYLON TEA

HAS THE CALL,—

A statement recently made by the Grocery House which has the greatest number of important Retail Establishments, and is consequently in touch with the greatest number of consumers, of any in the country,—

IS

Convincing Evidence

THAT

Ceylon Tea is the Best

AND THAT

Ceylon Tea is the Cheapest

H.P. SAUCE

How many customers have you

who have not asked for H.P. Sauce? Our new extensive advertising is creating a large demand and if you are not supplying them they are buying it—SOMEWHERE.

Wide-awake Grocers are making H.P. their leading line.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.

MIDLAND VINEGAR CO., - - BIRMINGHAM, ENG.



BROOMS

For use in Home, Factory, Warehouse, Mills, Elevators. Buy the BEST.

Oval Apple Baskets

We have them in

Willo-Willo Cane and old timer Hickory, Woodenware, Paper, Twine, Grocers' Sundries.

Walter Woods & Co.

Hamilton and Winnipeg



BULK—25 lb. Pails and 60 lb. Tubs

ALL WHOLESALERS.

NICHOLSON & BROCK, - TORONTO



Large and Quick Profits

You desire quick turnovers at good money.

Our famous ***HOLLAND RUSKS*** yield large profit, and sell very quickly.

Attractive package containing the most nutritious food invented.

BETTER TAKE A TRIAL LOT.

HOLLAND RUSK CO.

HOLLAND, MICH. *Makers of the Original.*

If your jobber cannot supply you, please notify

McGREEGOR SPECIALTY CO.

672 Yonge Street, TORONTO

Canada First

Pure,
Fully Sterilized and
Healthful.

Anticipate the rush by stocking this brand.



Evaporated Cream

Carefully prepared
in
Up-to-date, Sanitary
Factory.

Order to-day from your wholesaler.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

IN STOCK
New Crop
SELECT VALENCIA RAISINS

THE DAVIDSON & HAY LIMITED
Wholesale Grocers - - Toronto



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

BUY FROM YOUR WHOLESALER
or

The Harnett-Ridout Company
Manufacturers TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - Montreal

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The
Canada Sugar Refining Company, Limited
MONTREAL, QUE.



EXPERIMENTATION

is the art of losing money by experimenting with "nearly good" products when you can get for your customers the goods with a reputation. Do not learn the art. Be *sure* in the first place by stocking

McLEAN'S
WHITE MOSS COCOANUT
The Canadian Cocoanut Company
Montreal

Prince of Wales Pickling Spices

Are YOU supplied with pickling spices? You can secure the best as easily as those of an indifferent quality by ordering the above brand.

All herbs—Mint, Savory, Sage, Thyme, Marjoram, etc., – in ¼ lb. open face cartons.

S. H. EWING & SONS, Montreal and Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST

VINEGAR



LONDON, ENGLAND — MADE FROM THE FINEST MALT

COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co , South Wharf, St. John, N.B. — W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto — R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

THAT distinctive flavor that gives real quality to pickle or catsup is always found in goods marked "Sterling."

STERLING Brand PICKLES

MADE in Canada from the best grown Canadian vegetables, in Canada's largest pickle factory. Sold to the trade by leading jobbers or direct from

The T. A. LYTLE CO., Ltd.
Manufacturers
Sterling Road, Toronto, Can.





NEW SEASON'S

Strawberry, Raspberry, Black Currant and Cherry Jam

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

JAPAN TEAS

We have now a few lots of low grades on hand for immediate delivery.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



When You Sell Borden's Brands—

You know, when you sell a customer Eagle Brand Condensed Milk or Peerless Evaporated Cream, that you have sold the best the world produces. Merchants all through Canada find it profitable to specialize on these brands, and besides, they get a lot of satisfaction out of it as well.



HAS BEEN BEST FOR OVER 50 YEARS

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,

ST. GEORGE, - ONT.

I offer for prompt shipment a very fine parcel of last season's crop

SULTANA RAISINS

AT AN UNUSUALLY LOW PRICE

ANDREW WATSON, Importer

91 Youville Square, Montreal



IN THE MAKING OF

IMPERIAL EVAPORATED CREAM

NO EXPENSE IS SPARED

We possess a most modern factory, equipped with the latest machinery and employ only the most skilled help.

We buy the richest milk—and pay the price for it—so we always secure it.

Imperial Brand is a Cream you can be SURE about.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

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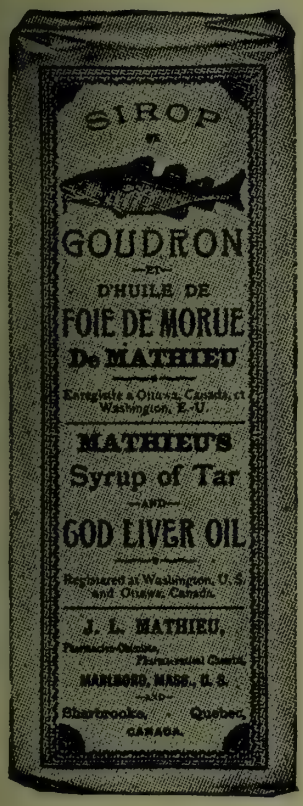
Phone 596—For hurry orders.

Spices Ask our travellers about a special deal that every grocer should take advantage of. Don't miss it.

Vinegar Imperial is the Brand you want. Don't take chances on poor vinegar.

Wagstaffe Pure Jams, Preserves and Marmalade, also Mincemeat, Plum Puddings, etc. Get your Fall order placed.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to buy it. Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

ST. LAWRENCE GRANULATED and GOLDEN YELLOWS

made only from the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.

MONTREAL

Do You Stock

SHIRRIFF'S

FLAVORING ESSENCES?

They have every quality a good essence should have—STRENGTH, PURITY and FLAVOR.
Sell all the year round. Write for prices.

Imperial Extract Co. 18-22 Church St., Toronto



Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto Ont. The largest publishers of trade newspapers in the British Empire

UNITED KINGDOM.—Two first-class organisers, large connection, proved ability, require sole agency, every day commodity. Unique opportunity to those wanting their goods placed successfully. Apply to "Turnover", c/o T. B. Browne's Advertising Offices, 163 Queen Victoria S., London, E.C. (40)

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (48p)

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

FOR SALE.

FOR SALE—Vancouver suburban grocery, an established business taking over $50 a day. Low rent and good lease. Will sell at invoice price, about $1,150, including fixtures. Vancouver Business Mart, 9 Hastings Street East, Vancouver, B.C.

GROCERY BUSINESS FOR SALE on Main Street Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

HAVE YOU a business for sale? Send me particulars and I will sell it for you. James Brooks, Merchants' Bank Building, Vancouver, B.C. (42p)

SHOW CASES AND STORE FIXTURES for grocers. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

SITUATIONS WANTED.

YOUNG MAN of twenty-four wants position as traveler for wholesale grocery or wholesale liquor firm. Knows both lines thoroughly and can make good. Address Box 318, CANADIAN GROCER, Toronto. (38p)

YOUNG MARRIED MAN wants position as traveller for a reliable wholesale grocery or confectionery house. Has had eight years experience in the retail confectionery, and three years in the retail grocery business. Would prefer territory East of Toronto. Address Box 320 CANADIAN GROCER, Toronto. (39p)

SITUATION VACANT.

WANTED—At once, a thoroughly experienced man for green grocery. Apply Dawson & Co., Brampton, Ont.

MISCELLANEOUS.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will instal a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

IN SEVERAL GOOD TOWNS we have not yet secured a satisfactory resident agent. This is a permanent agency worth from $600 to $1,500 per year, according to the capacity of the representative to build it up. If you are well regarded in your home town we can probably make a place for you. Send your references, state experience. Box 319, THE CANADIAN GROCER, Toronto.

KEEP AN ACCURATE ACCOUNT of you Employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

PEERLESS CARBON PAPERS AND TYPEWRITER RIBBONS are unequalled in typewriting, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies, handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SIR GILBERT PARKER is to the fore again with his latest book entitled "Northern Lights." It pictures the life of that portion of our country upon which all eyes are now turned. The stories portray conditions in the Great West before and after the effects of modern civilization and treat the subject with a master-hand. For sale at all bookstores. Cloth bound, illustrated, $1.50. The Copp, Clark Co., Limited, Publishers, Toronto. (tf)

THOUSANDS OF DOLLARS go astray in the mails every year. YOU should therefore insure against a possible loss by sending YOUR remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable and buys and sells foreign money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Write press Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

WE have 8 rebuilt Visible Oliver Typewriters for sale. The price is $30.00 each, and at that figure they are a bargain and should not be on the market long. Monthly payments can be arranged if desired. The Monarch Typewriter Company Limited, 98 King St. W., Toronto.

ACCOUNTS COLLECTED

DOES ANYONE OWE YOU MONEY? We recover debts and trace missing debtors anywhere. Advice and information free. The Canadian Debt Recovery and Legal Aid Association, Merchants Bank Building, Vancouver. (42p)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BOOKS FOR THE GROCER.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

BUSINESS OPPORTUNITY.

AN ESTABLISHED BISCUIT MANUFACTURER, with a good home trade, would like to hear from some good business men with some capital to invest, in order to extend the business outside Montreal. Address, "Biscuit," CANADIAN GROCER, Montreal.

ARE YOU looking for a business in British Columbia? I have a reliable list of "businesses for sale." 20 years practical experience. Write for free list. James Brooks, Merchants' Bank Building, Vancouver, B.C. (42p)

BUSINESSES FOR SALE.

TO GROCERS—If you are looking for an opening in Vancouver or in any other part of British Columbia, it will be to your advantage to get in touch with us. We have a very large list of good paying businesses which only need aggressive people with some capital. This country is growing rapidly and there are many excellent opportunities for prospective buyers to get in and grow with the country. Correspondence solicited. The buyer pays us no commission. VANCOUVER BUSINESS MART, 9 Hastings Street East, Vancouver, B.C. (tf)

FOR SALE—Small grocery store in Vancouver, B.C. Car line within half block of store. Rent only $12 a month. Stock at invoice price. If you are looking for a really good business this is your chance. Vancouver Business Mart, 9 Hastings Street E., Vancouver, B.C. (tf)

FOR SALE—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; $2,500 stock; $1.500 will handle. Building solid brick, for sale or rent, easy terms. Clear profit last year $2,200. Address Box 316, CANADIAN GROCER, Winnipeg. (42p)

FOR RENT.

FIRST-CLASS STORE TO RENT, fitted up for groceries, facing on Beckwith St., Smith Falls, Ont.; good locality, lease if desired. Apply to The Washburn Millinery Emporium, Smith Falls Ont., from whom all particulars may be secured. (40)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scottish, Liverpool

The seal of quality

has been stamped on every tin of

CONCORD NORWEGIAN SARDINES

the kind in which the natural delicate flavor is preserved. None but fresh'y caught small autumn fish and the highest grade oil is used in canning these goods, the greatest



care being taken throughout the process. 24 to 30 fish go to each tin, which carries the guarantee of the

CONCORD CANNING CO.

A feature is the extra lid for use after the tin has been once opened. Are you handling this rapid-selling line?

LIST OF AGENTS:

R. S. McIndoe, Toronto
A. H. Brittain & Co., Montreal
W. A. Simonds, St. John, N.B.
Watson & Truesdale, Winnipeg
Radiger & Janion, Vancouver and Victoria, B.C.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Have You Entered the Orange Meat Contest?

If not, you are missing an excellent opportunity to win some large cash prizes.

$700.00

Cash is the First Prize

Get your customers to save the bottoms of Orange Meat boxes for you.
Send your name and address to Orange Meat, Kingston.
Read postcard in package.
Contest closes November 30th, 1909.

P. & F.

VINCENTELLI & CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF
CANDIED PEELS

Specialities
CITRON, LEMON, ORANGE
Drained, Cut and Candied
Prices and Samples on Application

Snowdon & Borland

MANUFACTURERS' AGENTS

Open to represent another good manufacturer. First-class connection with trade, especially retailers.

Write to

34 GUARDIAN BUILDING
MONTREAL

Repeat Orders

flow in by stocking your Store with

WHITE DOVE COCOANUT



Made from the Finest Selected Nuts.

W. P. DOWNEY

MANUFACTURER

24-26 St. Peter St., Montreal

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.



It dries them up ***Common Sense*** ***KILLS*** { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

The Best Canned Goods

There are many kinds in the market all making claims of being the choicest and the highest in excellence, flavor and merit, but

The Queen Quality Leads

WHY?

Because our fruits and vegetables are fresh, palatable, and the finest specimens that can be secured in one of Canada's most fertile and progressive districts.

Because they are uniform in quality, as we supervise the growing of the raw products from seed time to harvest and our inspectors reject everything that is not strictly up to the highest standard.

Because we have the most sanitary and up-to-date process and machinery and no detail is overlooked. We attend to the practical side ourselves and make our own cans of the best tin plate that can be secured.

All progressive grocers stock them and all discriminating customers get in them

PURITY, PERFECTION and SATISFACTION

Manufactured by

The BELLEVILLE CANNING COMPANY

BELLEVILLE - - - - ONTARIO

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg
J. A. KAVANAGH, Hamilton and London
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal

GREEK CURRANT CO.

260 West Broadway, - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE



HOLBROOK'S

Worcestershire SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER.**

"NUGGET" POLISHES

THE "NUGGET" WATERPROOF BLACK POLISH UNEQUALLED TRADE MARK REGISTERED FREE FROM ACID OF ANY DESCRIPTION PRESERVING LEATHER FROM CRACKING FOR PATENT GLACÉ KID BOX CALF AND OTHER LEATHERS. LONDON S.E.

SHOE, HARNESS & FURNITURE POLISHES.

NO DOUBT YOU STOCK THEM!

THEY
were FIRST on the market.
are FIRST in quality.
always will be FIRST in popularity

The Nugget Waterproof Polishes are honest goods, free from acid and injurious ingredients and add to the good reputation of every merchant handling them.

The NUGGET POLISH COMPANY, LIMITED, 67 ADELAIDE ST. E., TORONTO
BRANCHES AND AGENCIES IN ALL PARTS OF THE WORLD.



LOOK FOR THE BEAVER

M.D. & Co. "Beaver" Brand

Valencia Raisins

are of special fancy quality, and are sure to please particular customers of yours. You should have them in your store at all times.

"W. Abel" Brand

Valencia Raisins

are of standard quality, and also in keeping with the reputation of the house that packs them.

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

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INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 66
American Tobacco Co. 60
Asepto Mfg. Co. 10
Aylmer Condensed Milk Co. 15

B

Baker, Walter, & Co. 54
Balfour, Smye & Co. 19
Bell, Thos., & Son. 10
Belleville Canning Co. 22
Benedict, F. L. 54
Bickle, J. W., & Greening. 65
Blue Ribbon Tea Co. 3
Borbridge, H. B. 2
Borden Condensed Milk Co. 18
Bostock, J. J. 47
Bovril, Ltd. 53
Brack & Co. 2
Brand & Co. 5
Bristol, Geo. & Co. outside back cover
British American Assurance Co. 24

C

Canada Sugar Refining Co. 16
Canadian Biscuit Co. 55
Canadian Cocoanut Co. 16
Canadian Condensing Co. 18
Capstan Manufacturing Co. 70
Cargill, H. 52
Carr & Co. 54
Carter-Crume Co. 12
Cereals, Ltd. 21
Ceylon Tea Ass'n. 14
Champion & Slee. 17
Christie, Brown & Co. 55
Church & Dwight. inside back cover
Clare & Little. 2
Clark, W. 53
Clawson & Co. 2
Clowes & Son. 20
Common Sense Mfg. Co. 21
Concord Canning Co. 21
Connors Bros. 65
Constant, H. 58
Cooper Cooper & Co. 9
Cowan Co. 56
Cox, J. & G. 57

D

Dalley, The F. F., Co., Limited. 70
Davidson & Hay. 16
Dawson Commission Co. 64
Dignard, Ltd. 55
Domenech, Mahiques. 12
Dominion Molasses Co. 8
Dominion Sugar Co. 5
Dominion Warehousing Co. 3
Downey, W. P. 21

E

Eastern Canning Co. 47
Eby-Blain Limited. 3
Eckardt, H. P. & Co. 4
Edmonds & Baker. 47
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 45
Enterprise Mfg. Co. 68
Escott, W. H. 52
Essex Canning Co. 4
Estabrooks, T. H.
Evans, F. G., & Co. 47
Ewing, S. H., & Sons. 16

F

Fairbank, N. K. 9
Farmers' Canning Co. 4
Fearman, F. W., Co. 50
Fels & Co. 48
Fisher, A. D., & Co. 67

G

Gibb, W. A. Co. 64
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 53
Goodwillie & Co. 91
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 24
Grant, W. J. 60
Greek Currant Co. 22
Guelph Soap Co. 12
Guggenhime. 12
Gunns Ltd. 50

H

Hamilton Cotton Co. 67
Hamilton Stamp & Stencil Co. 68
Harnet-Ridout. 16
Hill, Wm. A. 20
Holbrooks, Ltd. 22
Holland, Rusk Co. 15
Hotel Directory. 12
H. P. Sauce. 15
Huber Account System. 11

I

Imperial Extract Co. 19
Imperial Tobacco Co. 60
Irish Grocer. 2
Island Lead Mills Co. 67

J

James Dome Black Lead. 70
Jameson Coffee Co. 47

K

Kilgour Bros. 67

L

Lake of the Woods Milling Co. 59
Lambe, G. W. A. 2
Leitch Bros. 58
Lind Brokerage Co. 2
Loggie, W. S., & Co. 64
Lucerna Anglo-Swiss Milk Choc. Co. 55
Lytle, T. A. Co. 17

Mc

MacKay, John, Ltd. 58
MacNab, T. A., & Co. 2
McCabe, J. J. 62
McCaskey Register Co. 9
McDonald, Gordon & Co. 20
McDougall, D., & Co. 60
McIntosh, F. R., & Co. 47
McLaren, W. D. 13
McLeod & Clarkson. 47
McVitie & Price. 56
McWilliam & Everist. 62

M

Maconochie Bros. inside front cover
Magee, Fred. 65
Magor, Frank. outside front cover
Mahiques, Domenech. 23
Malcolm, Jno, & Son. 18
Marshall, Alex. 47
Marshall, E. A. 47
Mason, Geo. & Co. 63
Mason Miller Co. 24
Mathewson's Sons. 24
Mathieu, J. L., Co. 19
Michigan Show Case Co. 67
Midland Vinegar Co. 15
Millman, W. H., & Son. 2
Montreal Biscuit Co. 58
Mooney Biscuit and Candy Co. 57
Morse Bros. 70
Mott, John P. & Co. 56

N

Nagle, H. 70
Napanee Canning Co. 13
National Licorice Co. 56
Nelson, Dale & Co. 56
Nicholson & Bain. 49
Nicholson & Brock. 15
Nickel Plate Stove Polish Co. 67
Nishimura, S. T. & Co. 17
Nuggett Polishes. 23

O

Oakville Basket Co. 21
Oakey, John & Sons. inside back cover
O. K. Sauce. 8
Old Homestead Canning Co. 6

P

Pickford & Black. inside back cover
Poulton & Noel. 10

Q

Queen City Oil Co. 21

R

Richards Pure Soap. 52
Robertson, R., & Co. 47
Robinson, O. E., & Co. 64
Rose & Laflamme, Ltd. 12, 71
Rowat & Co. 11
Royal Baking Powder Co. 45
Ryan, Wm. Co. 50

S

St. Charles Condensing Co. 46
St. Lawrence Sugar Refining Co. 19
"Salada" Tea Co. 25
Sanitary Can Co. inside back cover
Scott, David, & Co. 20
Segalerva, Jose. 23
Smith, E. D. 13
Snap Co., Ltd. 8
Snowdon & Borland. 21
Sprague Canning Machinery Co. 52
Spratts Limited. inside back cover
Stamper, D. 2
Sealshipt Oyster System. 64
Stevens-Hepner Co. 68
Stewart, I. C. 66
Stringer, W. B. 63
Symington, T. 11

T

Thurston & Braidich. 49
Tippet, Arthur P., & Co. 1
Todhunter, Mitchell & Co. 11
Toronto Salt Works. 52
Truro Condensed Milk Co., Ltd. 50
Tuckett, Geo. E., & Son Co. 61

V

Verret, Stewart Co. outside back cover
Vincentelli, P. & F. 21

W

Wagstaffe, Limited. 17
Walker Bin and Store Fixture Co. 66
Walker, Hugh, & Son. 63
Warren, G. C. 2
Watson, Andrew. 18
Watson & Truesdale. 2
Weese, G. Wallace. 2
Western Assurance Co. 24
Western Canada Flour Mills Co. 7
Western Salt Co. 48
Wethey, J. H. outside back cover
White & Co. 63
White Swan Spice & Cereals, Ltd. 46, 48, 52
Wilson, W. Harry. 47
Windsor, J. W. 71
Wiseman, R. B. & Co. 49
Wood, Thomas & Co., Ltd. 72
Woodruff & Edwards. 67
Woods, Walter, & Co. 15

Y

Young, W. F. 66

Personality the Hope of the Small Canadian Grocer

Correspondent to an English Journal Tells of Conditions in Canadian Stores as He Finds Them—Suggests Methods as to How Mail-Order Competition Can be Met—Clerks and Employers as Comrades—Working Hours Becoming Shorter—The the Great Danger to the Trade.

A correspondent writing to "The Grocer and Oil Trade Review," an English journal, on retail conditions in Canada, gives some interesting information about methods used in this country and advice on how the competion of mail-order houses can be met. He says that the grocery trade in Canada may be said to be in the hands of two distinct classes, the ordinary grocer and the departmental store or universal provider. As a general rule, the retail trade in the big cities of North America is becoming concentrated in one district—the "downtown" district—to a greater extent than has been the case at home, but the grocery trade is more an exception to this rule than most, as there is generally a grocery store at one, and often two, of the four corners of every street intersection in the residential districts. Happily for the grocer, neither the multiple-shop system nor the co-operative society is developed to anything like the same extent as we know to our cost is the case at home; and owing to the primitive state of the roads, snow in winter, and other causes, the practice of rural deliveries by the big firms is not so damaging to the country retailer as will probably be the case ere many years. The Canadian grocer, therefore, still enjoys many of the advantages which we enjoyed until a generation ago, but competition is increasing at a greater rate than the population, and it is becoming more and more difficult for the grocer to make a good living.

The present danger to the trade seems to be the departmental store rather than the multiple shop; both are bad enough for the independent trader, but probably the departmental store does less damage to the grocer, though in some other trades it would probably do more damage than the multiple shop. The Canadian grocer has great belief in advertising, and spends a surprising amount of money with the local weekly paper, as well as on handbills and other printed matter. In the newspaper he generally mentions one or two lines in particular which are said to be "on sale," which means that the prices of those articles have been somewhat reduced for that week only. The reduction is quite genuine, and is made in the hope that the bargain-hunting instinct will induce customers to take this bait, and when they come to the shop they find a tasteful display, which makes them think that they need other things as well. Another form of advertising is to have elaborate shop fittings. Sharp competition with the departmental stores has done one good thing, and that is to displace credit business by cash sales.

Cash Buying a Habit.

The big stores, from the nature of their organization, cannot well have credit customers, though some try it, and so the public gets into the wholesome habit of paying cash over the counter. A good many high-class Canadian grocers have boldly set out to do nothing but cash trade, and while this resolution may somewhat reduce the number of customers, those who are eliminated are likely to be such as are hardly worth having; and although the grocer may advertise "cash only," he sometimes has accounts with a few safe customers in whom he has confidence. The tendency of the trade in Canada, as at home, is altogether in the direction of packet goods. Almost everything nowadays is handed over the counter in packets, and fewer things every year are weighed or measured from bulk. Packet teas, cocoa, or cornflour we know of old, but now the grocer has to stock raisins, dates, cheese, biscuits, custards, soaps, and many other things in packets. The grocer who loves his trade may well look with regret at this inevitable tendency, as it takes his expert knowledge and the art of salesmanship out of his life, and makes the man behind the counter little better than an automatic machine, which delivers out packets when money is put into the slot.

The Inner Workings.

The Canadian grocer takes his business very seriously, and perhaps may often be accused of living for his business rather than making his business the means of gaining for him a livelihood. We do not find in the new country the old hereditary shop which for generations has been the source of a steady and sufficient, if small, income to the same family. Today people are not so well satisfied with a moderate income and a slow rate of earning it, and although happily the shop hours are tending to get shorter, the successful grocer cannot dismiss his business from his mind when he locks up his shop, but has to take his business cares home to meditate on at night. This means that a man gets completely absorbed in his business, he works at it by day, and makes it his hobby which he plays with at night. The spirit of "get rich quick" makes itself felt in many respects behind the counter. It is not very often now that the grocer lives over his shop; in fact it is probable that he lives several miles away unless the shop is already in the residential district. Distance, however, will not prevent him from being the person to unlock the front door in the morning; he does not entrust this duty to the apprentice to go round to his house before breakfast to fetch the key, nor some trusty head assistant or manager whom he can rely on to see that the early morning duties are properly attended to while he is comfortably having his breakfast. The example of the "boss" being the first man on the spot in the morning has a most wholesome effect on the staff.

Ambition In The Clerks.

The clerk in the shop has a confident hope of being a proprietor himself before many years, and is disposed to look upon his work from that point of view; in a word, he is ambitious. He does not treat the grocer as a superior sort of being, but more as a comrade, like a fellow-employee. This is the spirit of the country, and the sensible grocer rather encourages it, as although it may occasionally offend his pride, it is good for his pocket, for the assistant who treats his master as a comrade and thinks about the business as "we" takes a personal interest in it, and will be careful about the tap of the oil tank, and will not put a new consignment of anything in front of the old stock. His confident ambition makes the assistant willing to learn, and here again he is encouraged by his master. There are slack times in every shop, and if the assistant cares to utilize an hour or two of such time by studying the trade paper he is not regarded as a "waster," but of course if he uses the firm's time in this way he must first see that his shelves are clean and other routine duties are properly attended to. The grey-haired assistant is very uncommon in a Canadian store, and where he is to be found he is probably an immigrant from "Th' Ole Country" whom adversity has driven to seek a better livelihood in the new. The faithful "old stager" is uncommon, so there is a constant stream of young newcomers in the store; not apprentices, for there is not much left now of the old apprenticeship system, but youngsters who start their business life on a weekly wage basis. It is naturally the last comer who has most of the dirty work to do, but the grocery shop is no place for dignity, and the proprietor often sets a good example to the rest by taking a share in doing heavy and dirty work himself. The newcomer is often tested by having nasty jobs given to him for the special purpose of showing whether he will do them cheerfully and willingly, and his future treatment depends more on these first impressions than he often realizes. Especially is this the case with the immigrant from the Old Country, and when tested thus he often fails to do himself justice, as at home he has been accustomed to see a porter do the heavy carrying

and floor cleansing. Probably there is no such person in the Canadian shop that he goes to, so the "clerks" have to do all the work themselves.

The Departmental Store.

As already stated, the chief rival of the individual trader in Canada is not so much the multiple shop as the departmental store, with its abundant telephonic facilities, frequent town and suburban deliveries, and C.O.D. system. These facilities make the great "down town" store a very formidable rival of the corner grocery, as it is easy to do all one's shopping and buy many different classes of articles without leaving home; but when people do feel inclined to do a day's shopping at the departmental store they will find everything they require under the same roof. A still further inducement is the fact that people may meet their friends shopping at the same store, which thus becomes a rendezvous where people may meet, whether they mean to buy anything or not. The proprietors of the great store actually encourage this habit, and try to make such a captivating display that when people go into the shop they cannot help buying. Visitors to the departmental store are never asked to buy; there are "floorwalkers," who keep a general supervision and direct would-be customers to the right departments, but there is no solicitation to buy apart from the mute appeal of tasteful display. Whatever the Canadian grocer may think of the departmental store—and he is apt to think in about the same way as his English brother of the multiple shop—the stores are certainly the means of distributing a great quantity of English packet goods. Tea, cocoa, pickles in enormous quantities, and many other commodities packed by manufacturing grocers in the Old Country find a Canadian market which they might not get were it not for the buying offices which the departmental stores maintain in England. By means of these buying offices many English manufacturers do business direct with the retailer, but on a wholesale scale, and so are spared some of the risk and expense of cultivating an export trade. The departmental store is a selling machine which has been brought to a very high state of efficiency, although happily it is not without its shortcomings, and it is along the lines of its failings that the small trader has the best chance of competing with it. The store is nothing better than a machine, and instead of being waited on by an expert grocer, the customer is served by palefaced girls, who should be at school or playing with their dolls rather than handing out packets of tea from eight till five.

Do Not Need To Know.

Of course, these children know nothing whatever about the trade, nor do they need to; they are put beside a few piles of packet goods, which they hand out or send to the delivery department in return for the price printed on the label. No salesmanship is needed. When these girls grow up a few of them are made under forewomen, or are even promoted to be forewomen, but there is no prospect worth mentioning, and when they can reasonably expect to have their wages raised they are sent away, and their places are taken by other younger and cheaper girls.

The small trader does not have this cheap and inefficient labor in his shop, which necessarily cannot be so much specialized into departments; his assistants are all men, which of course places him at a disadvantage as regards the wages bill; but, on the other hand, men know the trade, and can advise customers to buy the thing that they require.

The great hope for the future of the small trader is the establishment of personal relationship with his customers. By developing his personality he has an advantage over the departmental selling machine in Canada.

Unbusinesslike Methods of Out-of-date Grocers

One Refuses to Use the Carbon Sheet in a Counter-Check Book Because it is Different From What He Was Brought up to—Another Talks to Traveler in Discourteous Manner — Foolish Answer to Customer Who Had Paid for What She Didn't Get —Some Remedies Suggested.

By M. Moyer.

If one travels through a town or city and calls on all who handle groceries with a view of studying their different methods of doing business, and keeps his eyes open to see, and his ears to hear, he should learn from the many well managed and successful stores some useful lessons in storekeeping. He should also learn from those who are "back numbers" the causes of their condition.

If the best from all could be sifted out and retained, and the worst eliminated and destroyed we could expect ideal storekeeping.

While this consummation may be in the distant future, it is the aim and purpose of a trade paper to lead in that direction. It is through the medium of a trade paper that ideas can be collected, and again distributed for the benefit of others, and in this way gradual, but constant improvement is made in all lines of trade.

If all would take the interest in this work that some do, the evils now existing in the retail trade would soon be weeded out and trade based on a more satisfactory footing. While the more enterprising are actively engaged in improving trade conditions they are handicapped by those who are out of date, and are satisfied to keep struggling in the same old ruts. It is surprising how many are blindly groping for an existence, and are so far out of date that their style of doing business is extremely ridiculous and stupid.

Sticking to Old Methods.

Think of an old out-of-date grocer in these days of improved methods and appliances, replacing the old-fashioned bill-head that he used to have for taking orders for the ordinary duplicate checkbook, simply because he can buy the latter cheaper, but who is not utilizing the carbon paper to copy. He compels his lady assistant to copy every order from the check book, word for word, into an old fashioned day-book, and from that into his ledger. At the end of the month she has to make out itemized accounts of the whole month's business.

This man is absolutely opposed to anything different to what he learned when he went into business many years ago. He will not admit that any new ideas are improvements on the old. He will not read a trade paper nor discuss trade questions from any other motive than to prove that the old methods are the best. He works behind his counter from early in the morning until the late hours of the night without knowing anything of what is going on outside of his own store. His business is gradually leaving him, and he does not know what is the matter.

The trade paper gathers up helpful ideas and methods from Halifax to Vancouver, and brings them within reach of every grocer, and yet there are lots of them who do not avail themselves of this opportunity, and even do not know what is meant by a trade paper.

I called on one of these grocers, and tried to interest him in the value of modern methods and their connection with the trade paper. After talking to him till I was almost blue in the face, he looked at me as if he were taking a deep interest in what I was saying, and then asked "what line of goods are you selling?"

For a grocer to be offered anything to read was beyond his comprehension.

He Didn't Want to Know.

A traveler recently called at a store on his first trip, and the grocer pretended to be very busy, which is often done as a blind. After waiting a while, he addressed the traveler as follows: "I suppose you are hanging round here for an order. I don't know you, and I don't know what you are selling, but I don't want anything."

Would any merchant treat a traveler in this way if he were not out-of-date?

Would any one not know better if he read, as he should, his trade paper?

A lady bought a dozen of eggs in a store where they were sold as "strictly fresh." When she used them she found, three bad ones. She called up the grocer on the phone, and told him so. She asked him what she was to do, and the word came back "Salt them down."

These are some of the foolish things "out of date" grocers will do, and yet they think they can get along without learning anything.

Trying to educate such people and to bring them up to a decent level, against their own will, is wasting time. The better way to do is to help those who are anxious to be up to date, and raise the standard of store service to such a degree that out-of-date stores will no longer be patronized.

Department in Aid of the Retail Grocery Clerk

Whims of Customers Should be Carefully Considered and Dealt With Accordingly — More Interest Should be Displayed in Learning How Business is Carried on—Need of Studying the Goods Sold and the Origin of Them.

By B. H. Thomas.

The first requirement in the progressive retail clerk is an ability to serve as he should. Great writers have expended much energy in giving to the world the value of service in all stations of life. It is one of the fundamental principles of a moral education and it is absolutely necessary in the store if the business is to become a success. In order to serve well a clerk must study the customers. Each person has his or her own whims and a consideration should be shown to these if that customer is to be made a permanent one. For instance there are clerks who will allow customers to come into the store and stand before the counter for half a minute before they make a move to determine their wants. In most cases nothing makes a purchaser more disgusted than to have to wait an unreasonable length of time before a salesman arrives. Clerks, therefore, should be on the alert to serve as they should and to wait upon customers without the least delay. By doing so they increase their own values to their employers because they at least tend to hold the customers they have.

Frequently one goes into a grocery store and is at once able to spot the clerk who shows little interest in his own work and cares much less about "holding" and "getting" custom. Most clerks know all about the ball games or other sports in their city, town or village —which in itself is all right and natural —but to dress a window attractively some of them would be at sea. It's the clerk who takes the interest in the success of his employer—the one who makes himself a part of the business in which he is employed—who can command the biggest salary and become the greatest use.

In Business for Himself.

The majority of young men who start out in business life as salesmen behind the counter, do so with a view to owning a business of their own some day or becoming traveling salesmen for wholesale houses. All are anxious, or should be, to take charge of a retail business when an opportunity affords itself and to do this they need an education that will carry them through the early and difficult stages.

In order to obtain such an education their powers of observation must be developed. If their employers are honest with them, as they should be, they are sure to "take in" the things that will stand them in good stead when they stand behind the counters as proprietors.

As most experienced clerks and employers now know, too many enter the grocery business lacking experience. The result is that the trade is hindered in its elevation to a higher plane.

There is a lot to learn. Buying, getting discounts, proper stocking, necessary store equipment, interior and window arrangement, dealing with all classes of customers, watching the slow pays—these are but a few of the many things a new storekeeper has to deal with. These should all be taught by the employer and learned by the clerk before the latter decides to launch out into the retail arena himself.

Know the Goods You Sell.

If a clerk would only spend a little of his spare time each week in studying where the goods he sells come from, he will learn more geography than he ever did at school. It will take him from the Americas to Japan, and to almost every out-of-the-way corner of the globe. In short, it will give him a cheap and instructive trip around the world.

A CLERK WHO WANTS TO LEARN.

Success of Any Business, He Says, Depends on Employes—Refers to Article in Last Week's Issue.

Editor Canadian Grocer,—I take this opportunity to write you in gratitude of the great benefit which I feel that I am deriving from the reading of your most valuable trade paper, The Canadian Grocer.

Upon reading the paper week after week, as it enters the store where I work, I have felt as though I would like to write to you and to your paper, and through courage, I have at last done so.

I do truly feel, as I have already stated, that your paper is a great help to me, as a grocery clerk, and I am sure that it must be so to all who read it. Of course, you know that I am not a subscriber, as I said that my employer is one. That is my reason for not being one myself.

Here is one fact which I do think and believe, "That the growth of any man's business concern depends first of all upon those employed therein." Therefore I say frankly as my opinion that all grocery clerks, as well as their employers should read The Canadian Grocer, for therein we all can get the helps and hints which will enable us to make our employer's business move "onward" to a high standard of excellence.

I might also add, that I have found all the different articles throughout the columns of your paper to be most interesting.

In your last issue, I found an article which has attracted may attention considerably. Besides the excellent reading about The Canadian National Exhibition, the one to which I refer is to be found on page nineteen, namely: "Increasing Efficiency of the Grocery Clerk." The article, I consider, is a splendid one, and I truly agree with the points and teachings to be found therein. I say, that in addition to what has been said there about the clerk's efficiency, that I believe in an employed person letting his employer see that is is worth an increase in salary, rather than for the clerk to demand the same or else send in his resignation.

I will now close this letter, wishing The Canadian Grocer success, etc.,

E. B. T.

Simcoe, Ont., Sept. 21, 1909.

[Editorial Note].—The Canadian Grocer is pleased to hear these words of appreciation from this Simcoe clerk, and also to see the attitude he takes towards employers. We should be glad to obtain an article from him or from any other clerk for this page on duties of clerks, how they should treat their employers and how they think employers should treat them.

NEW WHOLESALE HOUSE.

The Marland Woolnough Co., wholesale jobbers of groceries, fruits and confectionery, will begin business in Niagara Falls Centre on October 1st.

J. B. Hallworth, president and general manager of White Swan Spices & Cereals, Ltd., Toronto, has just returned from Fort William, Port Arthur and Nepigon, where he found general trade conditions bright, and prospects for the coming season exceptional on account of the heavy western crops. His company have appointed J. B. Peltier, as a representative in that district.



The Above Illustration is That of the Grocery Department of C. S. B. Burley, Porage la Prairie. It's Modern Bin Fixtures and Shelf Arrangement Together With the General Handsome Appearance, are Outstanding Features.

Successful Methods Adopted by Canadian Grocers

Suggestions on How Business in the Store May be Improved—Scotch System of Display Used in Hamilton Store — Cobourg Merchant Satisfied With Cash System—Grocer in Vancouver Builds His Own Store—Money in Ice Cream — Necessity of Watching Fruit Carefully.

BUY EARLY IN THE WEEK.

Ottawa, Sept. 22.—It is a great mistake that grocers leave their heaviest market buying until Saturday. On that day everybody is too busy to give the proper attention and furthermore you pay from 10 to 15 per cent. more for your supply from the market. The grower knows that you must have the goods and asks his own price. Next week compare Tuesday's and Thursday's prices with those of Saturday, and see for yourself.

DO ONLY CASH TRADE.

Cobourg, Sept. 22.—Last December E. Guillet & Co., grocers, began selling for spot cash only and "are perfectly satisfied with results so far."

The Guillet business is one that was established 63 years ago by the late John Guillet, father of the present proprietor.

The fact that it still stands among the best is because it has been built up on a quality basis.

"We do not handle any compound jams or compound trash of any kind," is the way Mr. Guillet puts it.

"We have a side line in 'Best American Coal Oil and 76 Gasoline,' and the turn over in this is more than 12 carloads a year.

Their policy at all times is to handle only the best goods obtainable.

MAKES MONEY FROM ICE CREAM.

Lindsay, Sept. 22.—There is only one grocer in Lindsay who handles ice cream, namely, Mr. Harrison, who recently established a grocery business in Lindsay, and who came from Norwood. Mr. Harrison occupies Laidley & Newton's old stand, and at the opening of the summer he installed a modern and up-to-date soda fountain in the rear of his grocery store and also sells ice cream. The interior of this store is always bright and attractive and is a good example of purity and cleanliness, the result being that Mr. Harrison has built up a good trade. He maintains that it pays him to keep the ice cream parlor in connection with his grocery store. Frequently ladies come in during the day-time, and being tired and hot they not only purchase their groceries or leave the order, but also are enticed to the cooling ice cream parlor and have cooling dishes and drinks.

DEVICE FOR CUTTING MEAT.

Montreal, Sept. 21. — A somewhat unique labor saving device has been installed by a grocer of this city. It is a simple contrivance for holding meats steady for slicing. The affair is only a board about a foot long by six inches wide, with a large circular cut from end to end of one of the long sides. By placing the meat in this cut it is steadied, and a more even slice can be made.

BUILT HIS OWN STORE.

Vancouver, Sept. 20.—The Cashion Bros. are two Cobourg, Ont., boys. "Jim" J. Cashion was book-keeper for the MacLean Produce Co. of Toronto 18 months ago. Like many others, however, he felt the "call of the west." He went to Prince Albert and worked for six months with Thomas Hume, grocer of that city, and then came to Vancouver. He bought a lot at Cedar

Cottage, one of Vancouver's many suburbs, for $700, and built his own store. He is now doing a thriving business. His lot alone apart from the building is now worth $3,200. Oh, no! he doesn't regret coming to Vancouver. The trouble is the expansion of his business is such that it takes all his surplus capital and he hasn't made up his mind which pays him best—buying lots or selling groceries.

KEEP FRUIT INSIDE.

Montreal, Sept. 22.—A Montreal grocer, in discussing window display, expressed himself very strongly against placing fruits and vegetables outside the store front. "It is neither cleanly nor good policy to put them there. City dust and dirt are bound to collect, and not only mar the fresh appearance of goods, but make them sometimes even unsanitary." It is a point of view well worthy of consideration.

SCARCITY OF FRUIT JARS.

Guelph, Sept. 22.—Grocers of this city have been put to considerable inconvenience during the past week or ten days by the scarcity of preserving jars. The demands have been exceptionally large—caused no doubt by the cheapness of fruit, and the merchants have had the stocks run low, and when writing to the wholesale houses have learned that they must wait patiently while the manufacturers turn out more jars. "Our stock got down pretty low in jars," said J. A. McCrea in speaking on this subject, "and we have had quite a lot of trouble getting enough to keep our customers satisfied."

NEW WINDOW FOUR TIMES A DAY.

Hamilton, Sept. 22.—D. McKillop is a Scotchman who began business here about 3 months ago. Being a thorough Scot he follows the Scotch system in the store. This system deals particularly with interior and window displays and price ticketing.

Mr. McKillop changes his window no less than four times a day, so that if a prospective buyer passes, her eye meets four different scenes. He believes in this as one of the best methods of interesting a passer-by. Another of his Scotch methods is placing price tickets on as many articles as possible, both in the store and in the window. In the proprietor's estimation these tickets are practically necessary to increase business. He has a rubber-stamp outfit which cost him the small sum of $2 and he prints all his own tickets and signs in spare minutes. On the glass door he pastes a paper sign with a list of seasonable goods.

Although in business only a short time and in a small store, Mr. McKillop does a business of about $150 per week. He makes it a point to keep only goods of the best quality. He buys for cash and sells for cash so that he always knows where he is at. "It's the only way you can go to bed in peace," he maintains. Since starting he has purchased a computing scale and a refrigerator. He keeps his butter and meats fresh and clean and does not lose custom by any carelessness.

WANTS MAUFACTURERS' AID.

Chatham, Sept. 22.—The collection department of the Retail Merchants' Association was discussed at the last meeting. Last month's direct collections (exclusive of considerable amounts paid to merchants) amounted to $164.41. It was made clear that the official lists were intended for members only, and that the contents must not be divulged to outsiders. A proposal of Wm. Anderson to enlist the aid of manufacturers in making collections was discussed, but ultimately left over for further consideration. Mr. Anderson pointed out that the credit extended to workmen by merchants during dull seasons enabled the men to remain in Chatham, with the result that manufacturers on resuming operations could count on experienced workmen. He thought this entitled the merchants to some return. The privilege of posting notices in factories was suggested.

WATCH DOGS AND FRUIT.

Ottawa, Sept. 22.—A few words are timely anent the practice of some grocers and fruit venders of placing baskets of fruit, vegetables, etc., which are offered for public consumption, on the sidewalks in front of their places of business exposed to dust and grime and especially to the disgusting attention of dogs. Your correspondent has repeatedly seen baskets of fruit on the sidewalks share such treatment. It is not to be presumed that fruit dealers witness these proceedings with a staid complacency engendered by reflections on the fact that "dogs will be dogs," or that as long as a basket of fruit does not remain unsold, it is a matter of little concern whether or not the flavor is slightly impaired. No! it is hoped that the business instinct does not operate to the exclusion of the primary notions of human decency. But it is nevertheless the case that these disgusting habits of dogs are carried on from day to day, and must come within the knowledge of the fruit vendors. Still the fruit is piled on the sidewalks week after week and while the owners of dogs are looking over goods the canines are allowed to run about wherever they please.

It is to be supposed that dog-life in cities is bound up with our existence not in most cases because of a manifested desire for their proximity, but mainly because it is thrust upon us by our neighbors. Therefore Mr. fellow grocer, keep your fruit and vegetables out of reach of these four-footed prowlers.

EXTORTIONATE PROFITS HARMFUL.

Winnipeg, Sept. 21. — Western rural merchants are making a grave mistake when they take advantage of their isolated position to exact undue profit from their customers. There are few people who buy sugar or salt from the lonely merchant on the prairie, who have not bought the same commodities elsewhere, and they invariably know the reasonable price at which they should retail. The customer may not be quick to complain of the high prices, but they will take advantage of the first opportunity where goods can be purchased for one cent a pound less. The rural merchants of Manitoba can afford to quote prices equally as attractive as the merchants, who board the trains from the city centres, and call on their country customers weekly. If the country merchants wish to retain their trade they must deal justly with their customers. By maintaining extortionate prices they are robbing themselves, since the mail-order houses only receive larger orders through the mails, and the city merchant is encouraged to make his weekly calls. It may be argued that the rural merchant must allow for freight and deterioration, but the same thing applies to any other concern, which lands goods to the country customer.

Every merchant must learn to treat customers with equity. No merchant wishes to lose a customer, but it is hard to learn the lesson that it is easier to keep a customer than to win him back when once he is turned away.

UNIQUE COFFEE GRINDER.

This Merchant Gets His Exercise While He Cuts Up the Coffee.

A grocer down in Kansas City, says a writer in Popular Mechanics, has an ingenious device for grinding his coffee and at the same time for obtaining exercise while he works.



Bicycle Power Plant for Grinding Coffee.

When considerable coffee is to be ground he props his bicycle up as shown in the illustration, connects its rear wheel by pulley to the coffee grinder, and stations a boy at the hopper to pour the coffee in. He then mounts the bicycle and begins to tread slowly, as if climbing a steep hill, then gradually increases his speed and bends low over the handle bars until the coffee mill is fairly humming.

The Medicinal Qualities of Fruits Grocers Sell

Peaches Said to be the Most Digestable—Value of Baked Apples for the Weak Stomach—Lemonade, One of the Best Drinks for Fever—Nutrition in Small Seeded Fruits—The Grocers' Encylopaedia.

It is a well-known fact that fruits are generally used for medicinal purposes. Herein lies an opportunity for grocers who deal in fruits to advertise them from this standpoint with profit. Fruits are eaten more to-day than ever before simply because they are recognized to be suitable to a healthy body in view of their actual medicinal qualities.

A medical authority states that of all the fruits with which we are blessed, the peach is the most digestible. There is nothing more palatable, wholesome and medicinal than ripe peaches. They should be ripe, but not over-ripe and half rotten, and of the kind they may make a good part of either meal or be eaten between meals; but it is better to make them part of the regular meals.

The apple is one of the best of fruits. Baked or stewed apples will generally agree with the most delicate stomach and are an excellent medicine in many cases of sickness. Green or half ripe apples stewed and sweetened are pleasant to the taste, cooling, nourishing and laxative, far superior in many cases to the abominable doses of salts and oil usually given in fever and other diseases. Raw apples and dried apples stewed are better for constipation than most liver pills. Oranges are very acceptable to most stomachs, but the orange juice alone should be taken, rejecting the pulp.

The same may be said of lemons, pomegranates and all that class. Lemonade is the best drink in fevers and when thickened with sugar is better than syrup of squills and other noxious drugs in many cases of cough.

Tomatoes act on the liver and bowels and are much more pleasant and safe than "liver regulators." The juice should be used alone.

Nutrition From Sugar.

The small seeded fruits, such as blackberries, figs, raspberries, currants and strawberries, may be classed among the best foods and medicines.

The sugar in them is nutritious, the acid is cooling and purifying and the seeds are a laxative. We would be much the gainer if we should look more to our orchards and gardens for our medicine and less to our drug stores. To cure fever or act on the kidneys no fibrifuge or diuretic is superior to watermelon, which may, with very few exceptions, be taken in sickness and health in almost unlimited quantities, not only without injury, but with positive benefit. But in using them, the water or juice should be taken, excluding the pulp, and the melon should be fresh and ripe, but not over-ripe and stale.

INCREASES ALL AROUND.

Healthy State of Canadian Trade Shown by Government Returns for August.

August trade returns for the Dominion, issued recently from Ottawa, again indicate a large increase over last year's figures. The total trade for the month was $55,869,031, an increase of $7,761,972 as compared with August of last year. Imports of merchandise totalled $30,241,376, a gain of $7,189,371. Exports of domestic products amounted to $23,537,330, an increase of $626,791. Exports of foreign products totaled $1,726,341, an increase of $186,040. Customs duties for the month were $5,351,157, an increase of $1,170,970.

For the first five months of the fisca. year the total trade of the Dominion has been $247,788,335, a gain of $36,130,252, or about seventeen per cent. as compared with the corresponding period of 1908. Imports of merchandise entered for consumption have totalled $142,033,218, an increase of $29,566,672. Exports of domestic products were $96,935,925, an increase of $6,820,304. Exports of foreign products were $8,098,417, an increase of $2,100,303.

SHORT PEPPERMINT CROP.

Growers of peppermint throughout Michigan and Indiana have started distilling the oil. The world's supply of peppermint is said to be grown to a large extent within a radius of about 100 miles in northern Indiana and southern Michigan. The biggest grower is A. M. Todd, of Kalamazoo, Mich., who has large peppermint farms at Mentha and Pearl, Mich. The second largest growers are Albert Beebee & Sons, who have big farms at Mendon, Niles and Baroda, Mich.

The Niles farm, which is under the Beebee, comprises upwards of 900 acres. Last season the average yield per acre on this farm was 50 pounds, which was the biggest yield reported by any growers. Mr. Beebee stated the crop is from 25 to 50 per cent. short this season. The present price is $1.50 a pound, but in view of the prospective short crop, the market is expected to advance. The price last year ranged from $1.25 to $1.40 a pound.

Concerning the vagaries of the market, Mr. Beebee said he has sold peppermint oil for as high as $5.25 a pound, and as low as 60 cents a pound, but that the low water mark was reached during the panic of '93, when labor was very cheap, men being glad to get work at 75 cents a day.

Peppermint oil is used principally for medicinal purposes and for confections. The plant thrives best in low, marshy land and is not productive on high land.

INDIAN AND CEYLON TEA.

Harrison & Crosfield, Ltd., in their report of Sept. 10th, give the following information on tea:

"Indian.—Arrivals of Indian tea have been smaller, but supplies in the public sales have been practically the same as last year. The quality was generally satisfactory, and buyers seemed willing to operate freely for all good liquoring teas. The quality of all growths has been above average for the time of year, and although the quantity on offer was rather more than the market had been expecting after the shortage reports, there was a steady to firm demand, with an upward tendency. Compared with the prices ruling at the end of July, common grades of both leaf and broken tea seem to be a full half-cent per lb. higher. Medium teas have not shown the same tendency to harden, but have been selling well at steady rates. Finest descriptions of all sorts have occasionally brought long prices.

"Ceylon—The quantity offered in public sale in August considerably exceeded last year's figures, but the quality was so generally satisfactory that the market showed a firmer tendency throughout. High-grown teas have been attracting the attention of buyers, but even the commonest teas, with plain leaf, have met with a steady demand. The average price of all the Ceylon tea sold in August shows an advance of 3/8d per lb. on July, which is in part due to the improved quality, and in part to the better demand after the holidays, whilst there have also been reports received from Ceylon of rather less desirable quality being probable in the near future. The estimate for the current month is 7½ million lbs. It is noteworthy in this connection that America and Australia have taken 20 to 30 per cent. more from Ceylon since 1st January, and Russia 30 per cent. less than in the corresponding months of 1908; the increased shipment to London in the same period was 11 per cent."

ALARM CLOCK IN WINDOW LIGHTING.

The automatic electric time switch device is one of the simplest of the many devices for shutting off electric lights used for illuminating windows or signs. It is nothing more than a common alarm clock, attached by a chain and lever to a regulation electric switch. The alarm hand of the clock is set for the time desired, the lever on the switch is turned to indicate on or off, and the chain hanging from the end of the lever is fastened in the slot of the alarm key by a hook. The proprietor then leaves his place of business for the night, knowing the device will switch off the lights at the time set.

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WHY BROOMS WENT UP.

Brooms are up in price again and are liable to go higher. Merchants will remember that on Sept. 1st last, a decline occurred of about 50 cents per dozen, but the original prices recovered towards the latter end of last week and are now as high if not higher than before.

The apparent shortage in the broom-corn supply is the cause for the advanced prices, and it is maintained by Canadian broom manufacturers that if the shortage is found to be real the prices will again soar.

In the meantime there is little hope of lower prices before January at least, and the chances are that they will go higher.

Advices from Chicago indicate that the broom corn manufacturers will be confronted with a serious situation. The price of the raw material has already risen from $85 to $200 per ton—a remarkable increase.

The cause is a general scarcity in broom corn. This may be that the crop is short or that farmers have not undertaken the sale of their harvests. The fact, however, remains that broom-corn can only be obtained with difficulty and at high prices.

Other reasons contribute to the present lofty condition of the broom-corn and broom markets of Canada and the United States. Last year, it will be recalled that raw material was high and naturally manufacturers had to work with small supplies. This is the time when manufacturers purchase and so when all went to buy stocks on hand were considerably depleted and prices went up. The rush of buyers therefore in addition to the scarcity of stocks further aided in boosting the prices of the raw material.

"The advance is general," remarked a manufacturer this week, "and there is little possibility of prices going back again before January."

They will only do so then in case broom-corn growers market their products and if the crop is actually a heavy one. The home of the broom-corn is from Illinois down to Texas.

Ruling prices for brooms at present are from $3 to $4.50 per dozen. These prices extend over Ontario and Quebec and practically throughout the west.

EGGS ABNORMALLY HIGH.

One of the features of the market this week is the high price of eggs. In Toronto retailers are paying 26 cents by the case, which is 5 cents higher than at this time last year.

This is a remarkable situation inasmuch as never before in the history of the Toronto market have eggs been as high at this season of the year.

The immediate cause, of course, is the scarcity. Provision merchants have difficulty in getting them from country dealers because the latter are not getting them from the farmers.

There may be several reasons for this. It is possible that with the high prices that grains have been holding at recently, the farmers are not raising so many hens. It is a fact that at the present time they are holding back eggs until they can obtain the price of fresh laid autumn eggs. This condition of affairs has been observed all summer. Although the percentage of bad eggs is decreasing from what it was during the summer season, considerable quantities of stale eggs yet come to the provision dealer's hands. This has naturally a tendency to keep up prices.

Thousands of dozens have this year been put away into cold storage for winter and early spring use, and the increased facilities for keeping them has been another strong factor towards elevating the cost to the consumer.

When all these reasons are considered, it is no wonder that eggs are high, and it is apparent that they will only decline when the farmers either sell their eggs when fresh or keep more hens.

MARKET FOR WINTER APPLES.

There is a rather accommodating situation in the apple market this year. Here in Canada the earlier varieties are rather poor, while winter apples have been greatly helped by recent rains, and the crop will be large and of good quality. In European countries it is the reverse. Their early varieties are in fine shape, both as to size and quality, while the winter crop will be light. It furnishes Canadian growers and commission men with the market for which they have the most need.

In a recent communication, an English firm called attention again to the old failing of some Canadian packers—the lack of care in selection and packing of apples for their market. Already England is about our best customer in this line and would do far more were it not that she so often receives badly packed and inferior fruit instead of the best grade. Yet the price is always for the best. With a little more care exercised by those of our packers who are a little negligent, and which will surely be insisted upon by our commission men, the English market can be very largely increased. It is worthy of serious consideration.

THE SUGAR ULTIMATUM.

The sugar situation in British Columbia is occupying particular attention just now, consequent on the printed notice attached to all shipments of the B. C. Sugar Refining Company, as follows:

NOTICE.

The sugar covered by this invoice is sold to you under the conditions that it be not resold to the consumer at less than the following fixed prices, viz.:

Standard Granulated in 100 lb. bags, $6.00.

Standard Granulated in 20 lb. bags, $1.25.

and further that no sugar is bought or sold by you other than that manufactured by The British Columbia Sugar Refining Company, Limited, and in case both of these conditions are not adhered to no further orders for sugar will be accepted from you.

From what can be learned, the Vancouver Retail Grocers' Association, in its effort to prevent price-cutting, asked the company to insist upon a fixed retail price for its standard article, and in return the company sought the concession, that if it did this it should be allowed to stipulate that no other sugar be bought or sold.

Sugar has been brought here from Scotland regularly for some months past, and sugar from other places has also been sold here, and the object is to curtail the sale of these. There will likely be a show-down in the matter, for dealers who have been buying the other sugars at 25c or so cheaper than the $5.50 price of the local standard granulated have placed orders to be filled on the arrival of the next Blue Funnel liner with more sugar from Scotland.

VAST WEALTH OF AGRICULTURAL CANADA.

Some twenty or more years ago the value of the vast Canadian Northwest, so far as a grain producing country was concerned, was practically nothing.

Gradually, since the peopling of the Prgirie Provinces began, the yield increased in leaps and bounds—with the probable exception of 1907—until this year it is estimated that the wheat crop alone will exceed 113,000,000 bushels, and greater than ever before.

According to the Dominion Government crop bulletin, issued a few days ago, the revenue from the cereal crops of the whole country this year, should, in the aggregate, yield something over $50,000,000 more than last year. The total value of the crops is estimated (at first cost) at $500,000,000, and the increase over last year is therefore 10 per cent. The condition of the grain crops in Canada on Sept. 1st, was really better than had been expected. The yield of wheat in all the provinces was 168,386,000 bushels, or 43,696,000 bushels more than a year ago. All the provinces, with the exception of Ontario, show substantial gains in the yields of wheat, barley and oats. But aside from the three Northwest Provinces and Ontario, very little wheat is grown.

The Prairie Provinces this year give an increase of no less than 45,231,000 bushels in wheat, 79,942,000 bushels in oats, and 7,942,000 bushels in barley.

A resume of the increases in areas and yields of wheat in the west during the past five or six years shows wonderful transformations.

In 1903 there were 3,125,000 acres under wheat cultivation and the yield was 54,000,000 bushels.

In 1904, under wheat cultivation, 3,500,000 acres, yield 58,000,000 bushels.

In 1905, under wheat cultivation, 4,252,000 acres, yield 86,300,000 bushels.

In 1906, under wheat cultivation, 5,000,000 acres, yield 95,000,000 bushels.

In 1907, under wheat cultivation, 5,013,544 acres, yield 82,000,000 bushels.

In 1908, under wheat cultivation, 5,767,250 acres, yield approximately 100,000,000 bushels.

The acreage for this year is distributed as follows:

Area in Manitoba under crop: Wheat 2,642,111 acres; oats, 1,373,683; barley, 601,008; flax, 20,635. Last year: Wheat, 2,850,640; oats, 1,216,632; barley, 658,441; flax, 50,187.

Acreage planted to grain in Saskatchewan: Wheat, 3,912,497 acres; oats, 2,192,416; barley, 235,463; flax, 278,835. Acreage last year: Wheat, 3,703,563; oats, 1,772,976; barley, 229,574; flax, 264,728.

The exact figures for Alberta are not available, but those for last year are: Spring wheat, 212,677 acres; winter wheat, 104,956; oats, 431,145; barley, 77,867; flax, 9,262. Acreage is increased nearly 100 per cent. this year.

The value of the 1909 crop is placed at $100,000,000. This is a conservative estimate made by a leading Canadian bank:

	Bushels.	Farm Value.
Wheat	113,979,336	$100,301,815
Oats	157,537,750	47,261,325
Barley	24,324,648	9,729,859
Totals	295,324,734	$157,292,999

This story carries with it a world of thought of what this great west means to Canada's future, to the manufacturing, financial and mercantile interests throughout the Dominion. The people pouring into the west from various countries must be of great importance to the western merchant who is planning to take care of the trade.

The high prices of wheat seem to puzzle the trade. North America produces by far the greatest amount of wheat in the world—about a third of the full supply. This year the yield is some 882,000,000 bushels, 80,000,000 bushels more than last year, or 50,000,000 bushels more than the crop of 1906, when the United States production was exceptionally large. Many speculators are at present onlookers, waiting for the mists to clear away. They hope that by the end of September complications will have been cleared away and that they will be in a better position to grasp the situation accurately.

GET WHAT YOU PAY FOR.

On various occasions The Canadian Grocer has advised retailers to weigh the goods that come into the store, in order to find whether they are getting the weight or measure contained in the invoices. Some grocers are doing this. They are keeping tab on everything they purchase to make sure that they are receiving the proper quantities.

Vinegar barrels have been found to be short, crates of lemons have been known to be more than a dozen shy, and in many other instances shortages of weight and measure have been discovered.

A case in point comes from a village in the United States where a grocer was charged for six pounds of cardboard placed in boxes in which cake was purchased. By weighing the cakes he found the mistake, which meant a consideration of 81 cents to him in that one business deal.

The same grocer states that several times he has saved money by weighing the goods he buys. He does not believe that the jobbers or manufacturers intend to act dishonestly in the matter—it is simply a case of carelessness, he claims. But, nevertheless, weighing goods that come into the store is a precaution that should not be overlooked, as it means dollars and cents when mistakes occur that are not discovered.

EXECUTIVE ABILITY REQUIRED.

Executive ability is an essential qualification to advancement to positions of responsibility—the positions which carry with them the good salaries, the leadership in commercial or mercantile fields. Unfortunately, however, too many young men aspiring to these places, are not in possession of this necessary quality. A case, typical of many, is recorded:

A salesman in a retail store has been there for twenty years. Five years ago the proprietor was on the lookout for a partner. I wondered why the salesman was not taken into the firm. He had been a faithful worker for the concern. He was a good salesman. He had saved a little money. Why, then, was he not taken in? I asked the merchant. He replied:

"I am getting along in years, not old, you know, but at an age when one must look out for the unexpected. I married late in life and a family of girls must be looked after. My expectation of life is being shortened every year. That is why I want a partner. I have thought very strongly of John as a partner, but I always come around to his one great failing. He lacks executive ability. I have tried him out a great many times and he always falls down. The partner I select must be able to manage the business after I'm gone. That is what I want one for. I don't need more capital, neither do I feel now as if I should take things easier—though I would be glad to do so."

Let your customer know that a personal interest attaches to him—a real personal interest that is not measured wholly by his orders and his dollars—and you will win in return that close personal association and active support that builds up business.

Interesting Trade Items Gathered in Ontario

Ottawa Exhibition Makes Busy Time for Grocers — Electric Signs Now Permitted in Brantford—Canning Factories Busy in Western Ontario—Fresh Vegetables Scarce in Chatham.

ST. CATHARINES.

Sept. 22.—Merchants here are selling the new school books at a discount of twenty per cent. from the printed prices as a result of keen competition among themselves, for the patronage of the school children. Residents of St. Catharines are not likely to send mail orders for school books, when such prices prevail at home.

W. J. Parks purchased the building formerly occupied by "The Gaiety" five cent theatre, and is having it refitted as a grocery. When completed, Mr. Park will move his stock and fixtures from his present location in the M. McGuire building to his new location. The new store is located facing the city square on St. Paul Street, and should prove a profitable location.

Potatoes experienced quite a drop in the retail selling price Saturday, owing to the arival of several carloads from outside points. They are now selling at 75c per bushel retail, and from ninety to ninety-five cents per bag wholesale.

Miss Dougan, who has carried on the successful grocery and crockery business of R. Dougan & Co., in Thorold, Ont., is closing up the business by holding a "Great Retiring From Business Sale."

The rush is on at the local canning factories at last. Extra help is being added to each staff daily, and every person is working overtime to get the heavy deliveries of fruit and tomatoes, which arrive daily into cans. The weather has been warm during the past week, and very favorable for the crops.

BARRIE.

September 22.—Gren. Colwell has purchased the grocery stock of E. J. Armson, and will take possession next week. Gren. has done well on the road, for the past three or four years being connected with Perkins, Ince & Co., wholesale grocers. John J. Jamieson, late of Minto Bros., will succeed him for Perkins, Ince & Co.

The Barrie commercial travelers presented Wm. Colville last week with a beautiful gold-headed cane, on the eve of his departure for Fort William, where with his two sons, will go into the retail hardware business. "Billy" has been on the road for the past twenty years.

Prospects for a good fall business are at hand, with the opening of the two or three new industries, which will be in full swing in a month or two, and with the new families coming into town for the same, the merchants are beginning to wear that sunny smile; in fact, they claim that business up till the present time is far ahead of last year.

James Vair has the credit of unloading a car of mixed fruits Friday morning of last week and practically disposing of it locally by Saturday night.

Chas. Strange, who has been in business here for the past fifteen years, has turned down the retail business to go on the road. He is this week on the hustle for Parsons, Brown & Co., wholesale grocers, Toronto.

James Crossland has improved his store interior by having a handsome office built in the rear of the store.

A. G. McNabb, who has been on the sick list for the past week, is able to be around again.

Hinds Bros. have built an addition to their store, now making it one of the best stores in town. They are to be congratulated on this move.

S. H. Reynolds is once more at work in his old stand, having been put to considerable bother over the recent fire, which occurred over the store.

Brown & Company have greatly improved the front of their grain and feed store, having now one of the best-equipped flour, feed and grain stores in this district.

GUELPH.

Sept. 22.—Joseph Heffernan, of the staff of Williams' grocery department, visited friends in Fergus last week.

Eggs are up in price and Guelph grocers cannot get enough of them at 24 cents a dozen, nor can they do much better on contract prices, so great is the scarcity, which results in many of them having to sell eggs at 26 cents a dozen.

To have some well dressed young men come into their stores with large baskets, and ask for old fruit fit for the garbage pail, was the queer experience of some Guelph grocers last week. The strange requests were made by Second Year Students at the Ontario Agricultural College, who wanted the rotten fruit in order that they might bestow it liberally upon their friends, "The Freshies" at their annual "Opening Exercises."

The Simpson Company's delivery wagon took first prize at the Guelph Central Fair. C. T. Hicks, the retail grocer, who last year won first prize in this delivery outfit class had a fine outfit entered again this year, and was the only retail grocer in the running.

Fruit is becoming more plentiful. Grimsby and Niagara grown fruits are coming in in good condition. Crawford peaches are particularly good, and are being sold in large quantities. Plums have been so plentiful that they were away down in price on Saturday, when they sold at 20 cents a basket. Tomatoes were almost as bad, exceptionally fine ones selling at 25 cents a basket. Good cauliflowers are so scarce that scarcely any grocers in Guelph can get enough to satisfy the wants of their customers.

Private Estate Coffee put up in tins, is a new line as far as Guelph is concerned, and is being pushed by the grocery department of Williams' store, which has the exclusive agency here.

Unless there are better buildings provided at the grounds of the Guelph Central Fair, a lot of Guelph merchants, who from year to year have had exhibits there, will abandon the practice. They claim that the main building, called "The Palace," is not fit for the storing of any goods of value, not even for a few days. The building is so old that it does not turn the rain, and in the storm of Wednesday, a few of the merchants who had exhibits there had some of their goods slightly damaged by water. It is all new and carefully selected stock that is used in these exhibits, and consequently the merchants do not want to have it damaged. J. A. McCrea & Son, grocers, had their exhibit insured against damage by fire or water for $400. Penfold Bros. had some fancy carriages, and also a couple of stoves slightly damaged by the rain.

BRACEBRIDGE.

Sept. 22.—On Wednesday, Thursday and Friday of this week will be held our annual fair, and if the weather keeps fine large crowds will pay visits to our busy town. Those are the days when the merchants do the trade of the year, and our grocers will be prepared for the rush.

Tons of fruit were on sale Saturday, and the weather being rather on the cool side, prevented the usual waste which is quite a loss to the grocer, especially with the Lombard plum.

PHOTOGRAPHS WANTED.

The Canadian Grocer at all times appreciates good, clear photographs of window displays and store interiors. Window dressing has practically become universal in Canadian grocery stores, so that suggestions from any are always useful and acceptable to the rest. The arrangement of the stock in the interior, as well as the equipment, takes much thought and time, and all suggestions shown in The Canadian Grocer are of assistance in lessening the time and trouble for grocers all over the Dominion.

All that is necessary is to send good photographs and such facts as will prove beneficial in explaining the nature of the displays. The photograph must be clear to make a good illustration.

George Fenn moved from his store on Main Street last week to the new store in Chancery Lane. George has certainly got a better stand, and expects to increase his trade accordingly.

Merchants in this town advanced the price of sugar last week 10 cents a hundred, but at the same time reduced the price of flour 25 cents a bag. So its not so bad when some of the necessities of life come down in price.

Butter retailed in the stores Saturday at twenty-three cents per pound, a decrease in price of two cents. Eggs are holding their own at twenty-five per dozen. Potatoes have also dropped in price, the grocers only paying the farmers 65 cents per bag.

CHATHAM.

Sept. 22.—Last Tuesday evening saw the windup of the 1909 Merchants' Picnic, when Chairman Wm. Potter, of the picnic committee presented his final report to the Retail Merchants. The veteran grocer's figures showed a balance of $67.60. "I don't know when we have had a committee that has done the work so well," remarked President Westman, in extending to Mr. Potter and his colleagues an honorable discharge. "One thing you forgot," added Wm. Anderson, "was to compliment Mr. Potter on his handsome appearance as leader of the parade." A felicitous little event broke the routine of the meeting when Eddie Dore, western representative of Fowler's, of Hamilton, was presented with a handsome watch fob with beautifully engraved gold locket as a token of appreciation of his services in connection with the past two picnics. An appropriate address was read by Mr. Potter, while Wm. Anderson made the presentation. Mr. Dore, in responding, admitted the truth of the allegation that he was shortly to become a benedict, adding that his home would be in London, and the he still hoped to call upon his friends here.

A curious situation has arisen with respect to vegetables. Last year canned vegetables were scarce and dear, and fresh vegetables were plentiful and cheap. This year the reverse is the case, the canned goods being plentiful and the fresh goods cheap. The latter state of affairs is probably due to dry weather, which affected all the root crops. Reports regarding tomatoes are conflicting. Around Chatham they are scarce; in the Sandwich section they are plentiful. On the whole, they are a fair crop, and canners will probably be able to supply them to customers in large lots cheaper than the latter can put them down.

Potatoes were sold by the bag on the market last Saturday, the opening price being $1.

There has been an exceptional demand this year for sealers, many grocers having been compelled to duplicate their originally large orders. Sealers are still moving out rapidly. This in spite of last year's big demand. It has been suggested that the big demand this year is largely to replace the defective articles, which grocers had to give their customers last year. Pint sealers are in pretty good demand, the manufacturing of the new style with quart tops having done much to restore them to poularity. Pints are popular with newly married couples.

Richard Reaume, who has for several years past conducted a grocery at the corner of Grand Ave. and St. Clair St. is clearing out his stock and fixtures. Though negotiations have been in progress for the transfer of the business, they seem to have fallen through. Mr. Reaume is returning to Pain Court, where he will conduct a general store.

Edward Watson is starting a grocery and general store in the premises at Dresden lately occupied by the Austin Company.

R. H. Miller, grocer and general merchant, at Cottam has sold his business to W. H. Stinson.

Recent frosts have done considerable damage to the corn crop in Orford and Howard townships, though in other sections the damage has not been so bad.

LONDON.

Sept. 22.—The Western Fair brought a large number of grocery buyers to the city last week, and the result was that travelers (who were off the road), and warehouse staffs were kept busy, and a large trade was done. The down-town retailers profited by the great crowds of visitors, but those in the outskirts found business rather quiet, housekeepers having shut down canning operations in order to entertain guests.

Brokers report little change in prices. Sugars continue firm. Teas of all kinds are firm and advancing, and the same may be said of coffees. California prunes and apricots are in brisk demand and advancing. Large quantities of both are being shipped to England.

As a result of the efforts of the Retail Grocers' Association, to put a stop to the violations of the huckster by-law, which are now so common, one of the offenders was summoned before the police magistrate last week, and was let go with a warning not to offend again.

Owing to the dry summer, which has seriously affected the growth of potatoes, the tubers are likely to be high in price the coming fall and winter. Large quantities were brought into market on Saturday and sold as high as 70 to 75c per bushel. Tomatoes seem plentiful, now selling at six baskets for a dollar. Butter and eggs are both scarce, and high in price.

The cold storage people are picking up all the eggs they can lay hands on, and to that is attributed the high price of the hen-fruit, a great quantity of which is being held for the western market, where gilt-edged prices are obtained.

Wm. Gorman, of Gorman, Eckert & Co., was in Hamilton last week, attending a meeting of canners and fruit men, called to consider the pure food act. He was elected a vice-president.

TORONTO.

Sept. 22.—Anderson & Co., 506 Queen Street West, is gaining quite a reputation for nicely dressed poultry.

The "Vair Produce Co.," 468 Spadina Avenue, under the management of Mr. Craig, is gaining a strong hold on the people of that part of the city. Good service does the trick.

C. F. Good moved his business from 49 Davenport Road to 1089 Bathurst Street. Here he is in a new store, with everything clean and tidy, and he himself as happy as a bird. He is intensely pleased with his change. That there is nothing that stimulates like success is verified in his case. He is a careful and anxious reader of The Canadian Grocer, from which he derives much help. He followed three different ideas which were suggested by this paper, and all are very profitable to him. He will soon be one of the most influential grocers in that fine part of the city.

M. Pocock, 208 Howland Avenue, has had a good taste of the Great Northwest, but has now settled down in the grocery business, in a good residential part of this city.

Riesberry's Grocery, corner Howland Avenue and Dupont Street, have a bright, up-to-date store, and are doing a large business. Their new store was built and fitted up to meet the rapidly growing needs of good storekeeping. Better service on improved methods is the key note all over the city.

S. Bone, corner of Avenue Road and Davenport, has opened a branch at 480 Bloor Street West, in one of the finest stores in that street. He has every advantage and stands a good chance of doing a large business. He is a strong believer in united effort on the part of the grocers for the general good of the trade.

OTTAWA.

September 22.—At the Ottawa Cheese Board meeting on Friday, 1378 cheese were offered for sale. The opening price was 11¼ and after one sale the price rose to 11 5-16. The first lot sold was the Central Canada Exhibition cheese to the Ottawa Cold Storage. Last year on the same date only 1082 cheese were offered this being 269 less than on Friday. The price last year was 12 9-16.

Saturday's market showed even a better attendance than usually characterizes it, and the offering was also a large one. In spite of the cooler weather the offering of vegetables was still good. Eggs on account of the drop in temperature had become a little stiffer, and the general figure was 30c a dozen. Tomatoes were rated at 15c gallon; parsnips at 25c dozen; cucumbers at 15c dozen; cauliflowers at 60c to $1 a dozen.

The biggest and best Ottawa Exhibition ever held in Ottawa is now over and

the management are to be congratulated on the success which has attended their hard work, especially our grocer friend T. C. Bate, who is president of the Central Canada Exhibition. Retailers reaped a harvest owing to the number of visitors in the city during the week. Almost every second house had friends stopping with them and, of course, they had to give them "something nice" to eat.

The retail clerks will give a banquet at the Russell House on Thursday night when C. Ross of the C. Ross Co., Ltd., will read a paper.

A. L. Pinard, 175 King Edward Ave., is advertising his grocery business for sale. This is one of the oldest groceries in the city.

LINDSAY.

September 22.—A number of the Lindsay grocery men took in the Toronto Exhibition, combining business with pleasure. The result of their trip was fruitful in more than one way. Some of them took occasion to purchase fruit by the car loads. In fact the town has been well stocked with fruit during the last two weeks. Prices have been reasonable and the demand has been unusually brisk. The quality of the fruit this year is excellent and grocers are experiencing little trouble in disposing of several carloads.

This is the week of the big Lindsay Central Fair and the grocers expect to do a brisk business during the three days of the fair, Thursday, Friday and Saturday.

Citizens in general sympathize with R. Spratt, of Spratt & Killen, grocers, whose son, Dominic, was killed accidentally, when a boat hand was shooting mud hens. The boy was a general favorite with everybody.

The market was unusually large during the last two market days. On Saturday last a large number of ducks and chickens were offered for sale, the prices being steep.

OLDEST STORE IN CANADA.

In a recent issue of The Grocer a request was made to readers to send in photographs of old stores. Already one has been sent in to us and it is shown in another page of this number.

What we want is simply a photograph of a store which you think is worthy of a place in our "Old Store Competition," and a little bit of past history.

If you are not in a position to supply a photograph, kindly put us in touch with the store, its location and some interesting facts about it. We will do the rest.

BRANTFORD.

Sept. 22.—Plans are out for the proposed new market in this city. The location, which is being considered, is along the south side of Colborne Street, between Hartman's store and the Foster wholesale grocery, a stretch of nearly four hundred feet. It is free from dust and noise, offers ample space, and is convenient for customers and attendants, being adjacent to railway and radial connection. If the plan carries, the market will be removed from the present square, on which a new city hall and government building will be erected, and located in the proposed site.

At the Brantford cheese market at the court house on Friday, 450 boxes of cheese were offered, and all sold, at 11 7-16 cents per pound.

A. L. Vanstone has a fine line of china, which he is displaying to good advantage during the fall season. Excellent sales are reported.

One feature in connection with the grocery stores of Brantford, which impresses travelers and visitors is the uniformly attractive appearance which they present. Practically all of the dealers in recent years have made extensive alterations and improvements. The public is quick to note such changes. A good environment in a grocery store is always appreciated.

The city council has changed its by-laws to permit of the erection of electric signs in this city. Previously overhanging or projecting signs were prohibited in order to preserve a uniformity of business streets. Now, however, projecting signs, so long as they are illuminated, are permissible. The move is somewhat in the the nature of an experiment. Experience will demonstrate its merits. The trouble is that such signs are of little value, except at nights, when stores are closed, while in the day time they are not particularly attractive from the standpoint of beautification.

GALT.

Sept. 22.—The fruit season is in full swing in Western Ontario, and as usual, Galt merchants are handling large quantities. The crop this year is the largest for some years, and naturally prices are lower. The buyers this season, however, are depending largely on the market for their supply, and a number of grocers have stated that their sales were not as large as in previous years.

Galt grocers are having no difficulty in making collections, a fact which points conclusively to the return of good times.

Wesley Gerbracht has joined the staff at Sloan's. Alex. Osborne, on the staff for the past two years, leaves this week to attend college in Toronto. Miss Susan Coxhead, one of the lady clerks, has severed her connection with the firm and left to reside in Toronto.

So rapidly has the Galt market grown that the present quarters have been found inadequate, and arrangements are being made for an extension.

There is a scarcity of green corn in Galt. There is certainly no falling off in the crop, but farmers evidently do not consider it worth bringing in. There is a demand for an unlimited quantity at 10c dozen. Grocers say that they cannot secure it.

HAMILTON.

September 22.—The convention of the Canadian Manufacturers' Association was one of the pleasantest events that has been held here in a long time. The people seemed to be determined to give them a good time, and the delegates enjoyed themselves to the full. As a convention city, Hamilton is a success, as a splendid time is always assured. The president, in his annual address, made some remarks in regard to foreign "labor agitators," which has caused considerable discussion. The matter was taken up by the Trades and Labor Council, and a motion was carried, inviting President R. Hobson to meet a representative of the Labor party on the platform at a public meting, and thresh the question out. Mr. Hobson has not as yet replied. Among the grocers' old friends was Jas. McLauchlin, of Owen Sound, looking as hale and hearty as ever. Mr. Bodley, of the Geo. Weston Co., was also attending the meetings, and handed around a few smiles to the Hamilton fellows. The many friends of W. H. Seyler were delighted to see him after his long illness, and found that the grip in "Billy's" hand was as strong as ever.

John L. Brown, the McNab St. grocer, is removing to his large new store at the corner of Catharine and Gore Sts. John L. has been in business on McNab Street for ten years. He is an athlete and a hustler, and during the last decade has made good success.

Geo. Morris, of Sherman Ave., has moved into his new store. It is equipped in a thoroughly up-to-date manner and few stores in the city can show such a natty appearance. Mr. Morris recently met with a painful accident, in getting out of his wagon. He injured his knee-cap and has been obliged to lay up altogether.

The Hamilton market still continues to be one of the sights of this part of Canada. Farmers line up about 3 or 4 o'clock in the afternoon before market days and the people are now treated to a night market, with a brisk business going on until midnight. The quantity of peaches and plums on sale is enormous.

Don't leave your counter until the customer leaves the store.

The employer or clerk who reads his trade journals is usually the best posted business man in the shop.

Notes from the Maritime Provinces and Quebec

Active Fish Market in Nova Scotia — Great Export Demand From Naples—Pork Prices Going up in Maritime Provinces— Sugar Refinery Probable for St. John — Carnival Parade at Montreal.

HALIFAX.

September 21.—The wholesale grocers report the fall trade opening up in good shape and business at the present time is quite brisk. Owing to the high price asked for such lines as pork and bacon and hams, lard, flour, etc., the orders are not as large as usually received at this season of the year. Pork, especially, is an article that is in heavy demand at this season of the year bu the record high prices quoted are restricting the sales to a large extent. The general impression is that the supply is not equal to the demand.

The fruit season is now at its height and the market is abundantly supplied with apples and pears, all local grown. There are also some fine California pears now on the market but they are not in great demand though the price has eased off considerably during the past week. The retail price is from ten to twenty cents per dozen lower. Good pears can now be purchased at forty cents per dozen. The first Nova Scotia Gravensteins are now on the market. They are quoted at $3.50 for the choicest stock. Drops of the same variety are selling at $2. The apples are a little green yet but they will ripen fast from now on. The crop of Clapps Favorites (pears) this season is the heaviest for years and the price is very low. The choicest fruit can be purchased for $3 per barrel.

The market is glutted with tomatoes and the price is within reach of all. They are selling at 25 cents per ten pound basket. Green tomatoes are selling at 60 cents per bushel.

The fish markets are now active. The catch of the Lunenburg fleet to date is about 124,000 quintals. The Bankers continue to arrive with full loads of codfish, the season for their craft on the whole, being possibly the best (considering the number of vessels,), for twenty years. Fish are still reported plentiful on Bank Quero, conservative estimates as to the Bank cure now in course of making, running from 170,000 to 190,000 quintals. The prospects are that quite a few new vessels will be built and a larger fleet engaged in the fishery next season.

A pleasing feature of the fishing season, to the sailing vessels, has been the partial failure of the steam trawling fleet. Steam trawlers were known to be only taking 1,000 fish a day when fishing over the same ground where the Bankers would take 5,000 to 6,000 fish in twelve hours, principally due to the fact that the fish were caught at fifty to sixty fathoms,—a little too low for the trawler to operate. It is doubtful if the trawling fleet from the other side will be as large next season, as the owners find that to prosecute this fishery so far away from their base, expenses are great, and full trips are necessary to ensure good returns. There is nothing new from the Labrador. The trap fishery has been abandoned, and has been a dire failure. The floaters have yet to be heard from, but if the weather continues fine, and October is a good month for curing, it may not be too late to land a successful voyage.

The world's fish markets continue to absorb rapidly the supplies that are available, and demand will continue good throughout September. Summer Bank cure are now being offered to the exporters. It is to be regretted the quality is not sufficiently good to enable operators to offer it in the Mediterranean markets. The pleasing feature of the export business of late has been the large quantity of fish shipped from here for Naples, three thousand casks having been shipped during the last two weeks. This business could be doubled, or even trbled, if fishermen would only cure the fish in the proper way. They are gradually realizing now that it pays to slack salt their fish and wash and cure them properly.

There has been considerable herring arriving of late, August cure, large size fish, but the price of this grade is gradually tending downward, the grocery demand being small, due, doubtless to the warm weather. No cargoes of Newfoundland spring cure have been sold during the last week, but vessels are now loading there, and ample stocks will be available in a short time. Other grades of pickled fish are dull and neglected.

ST.JOHN.

September 21.—The price of pork continues to soar and quotations now are: backs, $29; clear, $27 and mess, $26.50 to $27. There has been no change in the price of flour since September 2.

New canned goods are coming and the jobbers report that peas are scarce. Early quotations were 75 cents a dozen but now the dealers are asking $1 Many of the jobbers have not been able to secure enough to fill their orders.

New beans are being quoted lower but delivery will not be made until same time in October. The price now is $2.45 to $2.50 a bushel for hand-picked and $3.50 to $3.70 for yellow-eyes.

Samuel T. Vaughan who for forty five years has conducted a retail grocery store at 96 Main street, died on Friday, September 17. Mr. Vaughan was seriously ill in February last but during the summer appeared to be as well as could be. During the past few weeks, however, he gradually failed until death occurred. He was in his 70th year and was one of the oldest grocerymen in St. John.

Frederick C. Durant, of New York, who was in St. John some few weeks ago looking for a site on which to erect a large industrial plant and who was very reticent on that occasion about divulging the nature of the industry, is again in the city. It is now known, however, that it is a sugar refinery that Mr. Durant has in view. He has been in consultation with the board of trade and with a committee from the common council and if the concessions asked for are granted, St. John will have, according to Mr. Durant the largest sugar refining plant in Canada. It has been learned that Mr. Durant is the representative of a company of United States and Canadian capitalists, who wish to establish an immense sugar refinery somewhere on Canadian soil. The company will operate under a Dominion charter and will be capitalized at $2,500,000. The plant it is stated would employ about 300 hands and would have an output of about 400 tons of sugar per day. Mr. Durant looked over sites at Halifax and in Western Ontario as well as St. John, but is impressed with the splendid opportunity afforded here for water and rail transportation. He is asking the city to provide a free site and to grant exemption from taxes and water rates for a term of years. The proposition is now being considered by the council.

De Witt Bros., whose big flour and feed warehouse at Fairville was burned down some time ago have completed the erection of a larger building on the site of the old structure. The new building is sheathed with steel and the owners feel satisfied that it is practically fireproof. Representatives of the firm have been in Carleton county recently buying up potatoes and hay for shipment to Cuba in the new steamship line which will commence its sailings from this port during the present month.

MONTREAL.

September 21.—Varied as are the forms of entertaining visitors, one of the most pleasing and unique is a carnival parade. On Wednesday, September 15th, Montreal and its visitors had the pleasure of witnessing such a one. Of the floats interesting to grocers the three best known were those of Lake of the Woods Milling Co., exhibiting their Five Roses flour, the Walter M. Lowney Co. of Canada with a chocolate exhibit, and Blue Ribbon Tea. An interesting float was that of J. O. Forrest, who showed the whole history of tobacco from the plant to the finished product. P. A. Milloy had a good ginger beer exhibit in the shape of an eight foot bottle. As a spectacle the parade was a decided suc-

cess, and was conducted on a more ambitious scale than has evere been attempted here before. Fully fifty business houses and clubs took part.

The Royal Commission, appointed by the British Government to facilitate trade relations between ourselves and the British West Indies, will hold a meeting in Montreal, September 27th, in the Board of Trade building.

One of the best aids to the retail grocer is good and varied advertising in the store by means of signs and specialties. Yet many of our grocers seem to use only what is sent them. Write your manufacturers if you need a little assistance in pushing a good line. They are only too glad to help, and their advertising departments want to hear from a progressive man regarding such a necessity.

The Canada Industrial Exhibition, held in the Coliseum last week, was not the success the promoters expected it to be. Several booths were unoccupied, while the numerous other attractions of Back-to-Montreal week kept the crowds down to mere handfuls. On account of this lack of interest exhibitors who were there did not take the same care with their booths. It has proved a disappointment to both promoters and exhibitors.

E. B. Goodacre, of Watt, Scott & Goodacre, is in Ottawa this week on a business trip.

Chas. McGillivray, federal inspector of canning and preserving industries, is in town this week on a tour of inspection. He reports conditions in Montreal much improved over last year. With the new laws going into effect next year, it is hoped that Canadian manufacturers will have plants unequalled for cleanliness and general neatness.

Major G. W. Stephens, returning from his trip to New York, says, re the comparative values of Montreal and New York as shipping ports, that the position of Montreal is unassialable so long as Canadians keep terminal facilities ahead of the business. This is good news, as many have feared that New York would gradually absorb the greater part of the shipping trade.

Mathewson's Sons, the wholesale grocers, Montreal, on Tuesday purchased a warehouse on Longueil Lane, opposite the rear of their premises. The newly acquired building is 45 feet square, and will be renovated to suit the requirements of the firm. There is a cellar and there are three floors above it. Much of the space will be utilized for the storing of canned goods.

Joseph Edward Brown died in Montreal on September 13. Mr. Brown was head of the banana house, Joseph Brown & Sons, having been the energetic chief of the firm since the death of his father, some five years ago. He was known in fruit and retail grocery circles, where he had many friends, who valued his pleasant smile, his affable manner in business dealings and his upright character. Mr. Brown was secretary, and a director of, the Montreal Fruit Auction Co. His brother, Robert Brown, assumes the management of the business, in which he has been a partner right along, and which will not be changed.

A. G. Snowdon, of Snowdon & Ebbitt, has returned to Montreal, from Ottawa.

G. R. Small, of the Canada Maple Exchange, who has been in Ottawa on business, is back in Montreal.

Current Business Happenings in Western Canada

Salmon Fishing Season Open Again—Butter Firmer in Price in the West—Vancouver Island Apple Crop Less Than Last Year —Carload of Confectionery and Cocoa From Old Country Arrives in Record Time at Winnipeg—Fruit Arrives From Ontario in Good Condition.

VANCOUVER, B.C.

Sept. 21.—The season for salmon fishing opened again on Wednesday night, with a price of fifteen cents each for fish. At this season of the year, while sockeyes are to be found, there are always many cohoes, which are regarded as an inferior fish, the sockeye being the best food fish. Markets are available for cohoes, and large quantities are packed. The fish have been running fairly well in the close season since August 25, though it is now too late to greatly increase the pack.



R. D. DINNING,

The Newly Appointed Secretary of the Vancouver Retail Grocers' Association.

Mention was made in these columns a few weeks ago of Copeland's celery farm in the Chilliwack Valley, of which such a success has been made. Last week all records for shipments from this farm were beaten, two tons of cabbage alone having been shipped to Vancouver. Altogether, the Copelands have between fifty and sixty acres of garden, fifteen being in cabbage, fifteen in celery and the remainder in onions, cauliflower, melons and other garden truck.

It is estimated that the apple crop on Vancouver Island this year will be about 10,000 boxes as compared with 14,000 boxes last year. In point of quality, this year's fruit compares favorably with that of last, in fact it is very good, with fair prices. The plum crop will be short, while pears will be better both in quantity and quality. Advices from Winnipeg show what favor British Columbia apples is meeting with in Manitoba. J. McLean, manager of the Pioneer Fruit Company, went to Ontario to place an order for 1,500 barrels, but did not place an order for one. He claimed that the reason was that the ordchards were in bad shape and the quality uncertain. That being the case, the Manitoba firuit men are looking to the coast for supplies. The point drilled into growers here by experts, both government and private, is to cultivate carefully, spray regularly, and pick off green fruit early so as to avoid an overload, thus getting the best. Every day, shipments of fruit from the States are being condemned, and if not sent back are destroyed.

VANCOUVER MARKETS

Sugar, standard granulated		6 00	Tapioca, per lb.		0 03½
Val. raisins, lb.		0 05½	Evaporated apples		0 08½
Cal. " "		0 06½	Butter, per lb.		0 28
Prunes	0 05½	0 07½	Cheese, per lb.		0 15
Currants	0 06½	0 07½	Canned Goods—		
Dried apricots	0 11	0 13	Peas		1 00
Flour, Standard, bbl.		7 10	Tomatoes		1 32½
Cornmeal, p. 100 lbs.		2 60	Corn		1 10
Beans, per lb.	0 03½	0 04½	Apples		3 42½
Rice, per ton	68 00	76 00	Strawberries		2 15
			Raspberries		1 65

WINNIPEG.

Sept 21.—On September 11, a carload of cocoa and confectionery arrived in Winnipeg via C.P.R., which was shipped from Liverpool on August 27. The shipment was carried on the "Empress of Britain" to Quebec, and then traveled via Owen Sound and Fort William. The through time from Liverpool was 14½ days, which is a record in the transportation of import freight to this country.

Robert Thompson, manager of the St. Catharines cold storage association, who has had much experience in the growing and shipping of fruit, is convinced that the best method of handling fruit in Winnipeg is by public auction. Cars of fruit arrive daily direct from the growers and are eagerly bought up by the re-

tailers. The St. Catharines company have taken particular pains to grade and pack the fruit as skilfully as possible, and thereby dismiss the complaints of previous years, that it was not handled properly. None but refrigerator cars are used in transportation, and in this way the fruit arrives in good condition.

E. Whatley, formerly of the grocery department of the T. Eaton Company, is making preparations to open a retail store in the west side of the city. Mr. Whatley has served several years in the trade, while in the old land. He is fond of Winnipeg, and the west, and is delighted with the opportunities which this country affords.

Asa Vanalstine has been traveling on the Canadian Northern's routes in Manitoba, in the interests of an apple packing concern in Western Ontario. He has secured orders for eight carloads of winter apples, to be delivered from $4 to $5 per barrel. Mr. Vanalstine says that the merchants everywhere are doing well.

Local grocers have just passed through a remarkably busy period. The fresh fruit season was comparatively short this year, and merchants bought and sold their stocks within a very few days. One grocer stated that on September 23, his cashier reported over $1,300 worth of goods retailed. Of course, this comprised all lines, but fresh fruit formed a considerable portion. The customers are all back from their tours and summer resorts, and are daily renewing acquaintances with the grocers. New household supplies have contributed greatly to the hustle of the past few days. Customers are anxious to get something good to eat again, and table delicacies are in great demand. Altogether the local trade is in good condition. Wholesalers are supplying new and fresh stocks and money is always ready.

FAN SHAPED FRUIT WINDOW.

How to Arrange a Window That Will Sell the Goods.

A window display to be effective must be such that it: 1. Attracts attention. 2. Affords information. 3. Creates a desire to buy. These are the three fundamental principles that should underlie all window dressing, and no display can be termed complete until it has fulfilled these three qualifications.

It should attract attention either by its entirely original design or by "standing out" completely different in its arrangement from every other competitor's window in town or city.

It should afford information in having each pile or pyramid neatly ticketed with information regarding the quality, purity, flavor, etc., and price of the article displayed. Above all, the price should be shown, as a much larger proportion of sales than might be expected are made direct from the window display, hence the necessity of having it well priced.

Fan shapes for window trims, says an experienced window dresser, will often be found desirable for a change. To make them most attractive due regard must be given to the principle of harmoney between the two sides of the display. That principle ought never to be neglected, any more than should perspective and proportion in a picture.

Here is a suggestion for a fan-shaped trim: Run lines in chalk or pencil from a central point in the inside line of the window ledge to the outer edges. The two central lines should start at the central point, but should be, at the outer line, ten inches to two feet apart, according to the size of the window. This space should be filled with a single line of goods—peaches, perhaps, would be desirable at this season. In the next divisions on either side, which should be a little narrower at the street end than the centre piece, should be placed the same kind of goods—apples, pears or whatever is most appropriate to stock and season. If apples are used on one side, apples should appear on the other. This plan may be followed to advantage throughout, the third lines on either side being alike, the fourth lines alike, and so on. The artistic value of the display can be helped immensely by use of leaves or even tissue wrappers to separate the different folds of the fan.

No one refuses to do business with the banks because they close early and are not opened on Sundays or holidays.

THE " OLD STORE COMPETITION "



The above illustration is that of the general store of A. F. Choate, Warsaw, Peterboro County, Ont. The building was erected in 1855 by the late Thomas Choate and has been used as a general store continuously since that time. It is therefore 54 years old. The interior arrangement has been changed considerably making it one of the most convenient general stores in the country districts. Mr. Choate has been Post Master for many years and has the exclusive agency for several important manufacturing houses.

A FAIR ALMERIA GRAPE CROP.

A. E. Carleton, Almeria, Spain, writes regarding the crop of Almeria (Malaga) grapes as follows:—A local paper has published a tabulated list of the probable production this year of the Almeria white grape in the various villages of the province. The total number of barrels estimated was less than 900,000, or slightly more than half of last year's crop. After careful investigation I am convinced that the paper's forecast is altogether too small. Leading growers and shippers say that 1,500,000 barrels may be deemed as a conservative estimate, or 200,000 less than in 1908.

The rains during the budding season and recent hot winds have greatly harmed the fruit, or otherwise the crop should have been at least 3,000,000 barrels. From various reports it appears that at present the grape promises to be large in size and of a good keeping quality.

THE PROOF OF POWER.

The man who is worthy of being a leader of men will never complain of the stupidity of his helpers, of the ingratitude of mankind, nor of the inappreciation of the public.

These things are all a part of the great game of life, and to meet them and not go down before them in discouragement and defeat is the final proof of power.—Elbert Hubbard.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Tea—Japan market closed.
Tomatoes—Advance expected.
Peppers—Prices advanced.
Peas and Beans—Lower market.

Montreal, Sept. 23, 1909.

Apples are beginning to make their appearance in larger quantities. Peas and tomatoes seem firm and, in all probability, will advance in price. Tea is being eagerly taken up as fast as it appears, but the Japan market is practically closed and, outside of one or two low-grade shipments, not much more is expected. Sugar is firm at the advanced price. Some new crop currants and raisins are expected this week or early next.

SUGAR—Prices are stationary, but the strength of the raw market makes it seem more likely there will be another rise unless conditions change.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " 50 lbs.	5 60
" " 25 lbs.	5 80
" " 25 lbs.	0 35
Red Seal, in cartons, each	5 40
Crystal diamonds, bbls.	5 50
" " 100 lb. boxes	5 60
" " 50 lb. "	5 80
" " 25 lb. "	0 37½
" " 5 lb. cartons, each	5 15
Extra ground, bbls.	5 35
" 50-lb. boxes	5 55
" 25-lb. boxes	4 95
Powdered, bbls.	5 15
" 50-lb. boxes	4 70
Phoenix	4 65
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 30
No. 1 "	

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES — The market is very quiet, with no change in prices.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03½
" ¼-bbls.		0 03½
" 38½-lb. pails		1 75
" 25-lb. pails		1 25
Cases, 2-lb. tins, 2 doz. per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—Japan market is practically closed and what quantity of 3rd crop that is available has been eagerly taken up at an advance. Low grades are very scarce. The local market is very firm for what few medium grades are available. Some low grade teas are expected, however, to arrive soon.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
" Medium	0 25	0 28
" Good common	0 22	0 25
" Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
" Pekoes	0 20	0 22
" Pekoe Souchongs	0 20	0 22
India—Pekoe Sonchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
" Hyson	0 20	0 22
" Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—Market is dull and prices have not changed.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Very little new goods have appeared on the market as yet. Some are expected to arrive this week. The price of fine Filiatras has declined to 5¾ cents. All Valencias have gone up. Demand continues poor.

Currants, fine filiatras, per lb		0 05½
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb		0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
California, choice seeded, 1-lb. pkgs	0 06½	0 07½
" fancy seeded, 1-lb. pkgs	0 07½	0 08
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 08
Valencia, fine off stalk, per lb		0 05½
" select, per lb		0 06
" 4-crown layers, per lb		0 06½

SPICES—Peppers are quoted two cents higher and are very firm at that price. Latest advices from London predict a still further advance. Other spices are unchanged.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 22	0 29
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—Rice market continues firm with good demand. Tapioca is unchanged and supplies, especially of seed pearl, small.

Rice, grade B, bags, 250 pounds		2 95
" " " 100 "		2 95
" " " 50 "		2 95
" " pockets 25 pounds		3 05
" " ½ pockets, 12½ pounds		3 15
" grade c.c., 250 pounds		2 85
" " 100 "		2 85
" " 50 "		2 85
" " pockets, 25 pounds		2 95
" " ½ pockets, 12½ pounds		3 05
Tapioca, medium pearl	0 04½	0 04½

BEANS AND PEAS—Peas and beans are weaker, Ontario primes being quoted at $2 to $2.35, and boiling peas at $1.25 to $1.30. The first car of new peas arrived this week and some sales were reported at $1.40 to $1.45.

Ontario prime pea beans, bushel	2 00	2 35
Peas, boiling, bushel	1 25	1 30

EVAPORATED APPLES — Orders are being taken for futures, but at present none on the market.

Evaporated apples, prime	0 08½

MAPLE PRODUCTS—No changes have occurred in this market during the week.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL—Peas are scarce and a future rise seems a certainty. Tomatoes also show decided strength and unless the weather remains warm for some time there will be a short crop and high prices. Prices are unchanged as yet.

Peas, standard, doz	$ .95	$1.02½
Peas, early June, doz	1.00	1.07½
Peas, sweet wrinkled, doz	1.07½	1.12½
Peas, extra sifted, doz.	1.52½	1.60
Peas, gallons	3.87½	3.92½
Beans, doz	.75	.77½
Corn, doz.	.75	.77½
Tomatoes, doz. (Ontario and Quebec)	.82½	.85
Strawberries, doz.	137½	1.40
Raspberries, 2's, doz		1.75
Peaches, 2's, doz		1.65
Peaches, 3's, doz		2.65
Pears, 2's, doz		1.60
Pears, 3's, doz		2.30
Plums, Greengage doz.	1.50	1.55
Plums, Lombard, doz	.95	1.00
Lawtonberries, 2's, doz.		1.60
Clover Leaf and Horseshoe brands salmon:		
1 lb. talls, per doz.		1.87½
½ lb. flats, per doz.		1.30
1 lb. flats, per doz.		2.02½
Other salmon:		
Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz	1.60	1.55
Red Sockeye, doz	1.85	2.00

TORONTO—Canned goods are firm, will be advances on several lines. Peas are now selling at $1 per dozen. Tomatoes are unsettled. So far the quantity packed is considerably below last year, but with the large part of the crop still not ripe, the weather conditions will have a great deal to do in determining the settled price for the year. The season is late and a frost might occur any time, which, of course, would at once end the season. The price of corn will also largely depend on what can still be put up.

Beans	$ .75	.80
Corn	.75	.80
Peas	1,00	1.40
Tomatoes, 3's	.82½	.85
Strawberries, 2's	1.32½	1.37½
Raspberries, 2's	1.60	1.65
Peaches		1.55
Lawtonberries		1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.40	2.50
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90
Clover Leaf and Horseshoe brands		
1 lb. talls per doz.		1.75
½ lb. flats per doz.		1.15
1 lb. flats per doz.		2.00
Other salmon prices are:		
Humpbacks, per doz.	.95	1.00
Cohoes, per doz.	1.40	1.50
Red Spring, per doz.	1.55	1.65
Red Sockeye, per doz.	1.55	1.65

Tell the public what goods you sell. Never mind what poor goods the other fellow sells. The people who buy will find out all about that in time.

ONTARIO MARKETS

POINTERS—

Canned Peas—Higher market.

Sugar—Prices firmer.

Valencia Raisins—First arrivals.

Spices—Peppers firm.

Toronto, September 23, 1909.

The wholesale men all report good business, and while some are not quite as optimistic as others they all look for a rushing fall trade. Some, who either struck it better or are easier satisfied, stated that their trade was very good, and others thought it just lacked the "snap" which they would like to see. However, they admitted that they were doing well, and if the trade is not what they expected, the trouble might be that they expected too much, but the outlook is good.

They all seem to be in the dark as to the prices of canned goods, but with the quantity carried over from las year and the probable put up this year there is no reason to fear that they will be very much higher. There is nothing in sight of a startling character, so far as prices are concerned, and therefore, in the meantime, the retailer need not worry.

SUGAR—The demand for sugar is still very heavy and the market is firm even at the recent advance. The preserving season will soon be over, which will lessen the demand, and in consequence no further rise is expected.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 50-lb. boxes	5 80
" in 100-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	7 25
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 "	4 55
No. 1 "	4 45
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUP AND MOLASSES—These goods are still somewhat out of season and are moving slowly without any changes in their values.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels	0 03¾
Half barrels	0 03¾
Quarter "	0 03¾
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 0 33
" bbls.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

DRIED FRUITS—The first shipment of new Valencia raisins have arrived, and are turning out to be of excellent quality. They are selling at 7c a lb., which is an advance of ½ a cent on the old raisins. The dried fruit situation has lately taken an upward turn, and it now looks as if they would not be, as was expected, any lower than last year.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 10½
40 to 50 " "	0 08
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06
Same fruit in 50-lb. boxes 1 cent less.	
Apricots—	
Standard	0 13½
Choice, 25 lb boxes	0 14½
Fancy, " "	0 15
Candied and Drained Peels—	
Lemon 0 10 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb.	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filistras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned ½c less.	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias	0 06 0 06½
Valencias, new	0 07
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 05½ Fards choicest	0 08
Sairs 0 05 " choice	0 07½

TEA—The tea market is firm and strong and likely to continue so for some time. Business is good and sales satisfactory.

COFFEE—In consequence of the cooler weather and the time of the year, the coffee trade is active.

Rio, roasted	0 12 0 13
Santos, roasted	0 15 0 17
Maricaibo, roasted	0 16 0 18
Mocha, roasted	0 25 0 28
Java, roasted	0 27 0 30
Rio green	0 08 0 09

RICE AND TAPIOCA—No change whatever is noticeable in these goods, either in price or in sales.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05¼ 0 05¾
Japan	0 05¼ 0 06¼
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½

SPICES—Dealers in spices report heaps of business and are in correspondingly good humor. Pepper is firm and some are asking an advance.

Peppers, black, pure	0 14 0 17
" white, pure	0 20 0 25
" whole, black	0 16
" whole, white	0 23
Ginger	18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 20 0 30
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 14 0 16
" whole	0 14 0 16
Mace, ground	0 75 0 80
Mixed pickling spices, whole	0 15 0 16
Cassia, whole	0 20 0 25

NUTS—Nuts still receive very little attention and must wait for their turn later on.

Almonds, Formigetta	0 12½
" Tarragona	0 11
" shelled	0 28 0 30
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 11½
" shelled	0 23 0 26
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

BEANS—The new crop will soon make its appearance and those who have old stock on hand, which was bought at the high price, had better get rid of it.

EVAPORATED APPLES—A lot of new evaporated apples have appeared on the market, and as the old stock was entirely cleared out, they were picked up quickly and are sold at 8½ cents a pound.

EARLY DELIVERY IN MOOSE JAW.

No Orders Taken on Saturday Night After Eight O'clock.—Merchant Thinks Other Places Should Waken Up.

Editor Canadian Grocer,—Re "Saturday Night Delivery," I noticed an article in a recent issue of The Grocer relating to the Saturday night delivery question, and I would like to say that it is a mistaken idea to think that this cannot be done away with.

It is now three years since we have taken any orders to be delivered after eight o'clock on Saturday night. We take orders up to eight or perhaps fifteen minutes to eight, and any orders left after this time are either held over until Monday morning or the customer has to carry home the goods. We—the merchants of this city—of course, agreed upon this system among ourselves, and got cards printed to this effect. We had them placed in prominent places in our stores, and we never have had any trouble whatever. In fact, the public seemed to assist us in the matter, and we have had several expressions of praise from different customers congratulating us in the matter.

There is no question at all, that this can be done in any town or city if the MERCHANTS THEMSELVES WILL ONLY STAND BY IT.

Before we adopted this plan our drivers had been out as late as 12 and 1 o'clock Sunday mornings, and, in fact, I have seen them come back to the barn Sunday morning and finish up. This system is now behind the times and the sooner the merchants of all cities and towns wake up to this fact, the better it will be for the drivers, the customers and the merchants.

T. J. McCammon.

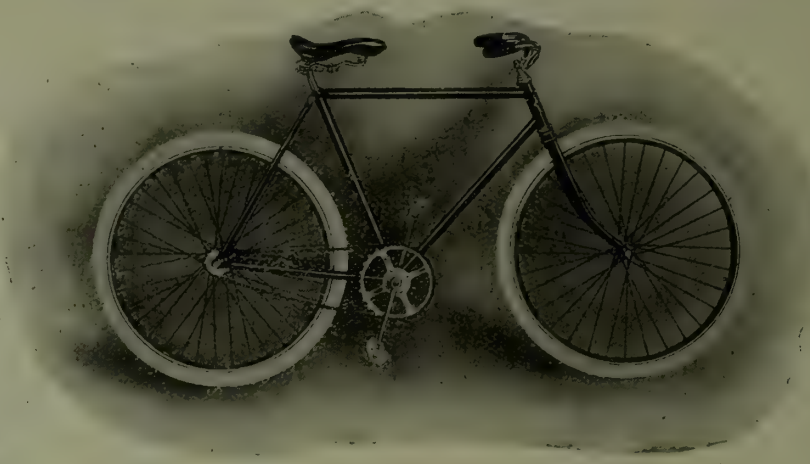
Moose Jaw, Sept, 17, 1909.

[Editorial Note].—The above letter from Mr. McCammon shows that western merchants are well up to the front in progressive methods, and indicates that there are many towns and cities in the older parts of Canada which must feel that they are behind the times. The early Saturday night delivery question is just now a live one among merchants in Canada, so that the letter from Moose Jaw is appropriate and timely.

Your business will not grow unless you do add new customers constantly. The old ones will drop out with surprising regularity, and those that remain will not increase their purchases materially.

This is Your Wheel

You can have it free of cost by doing a little easy work for us among your acquaintances in your spare time.



MODEL 88 **IMPERIAL**

It is a first-class wheel made for us by The Canada Cycle and Motor Co., of Toronto, and will give you excellent service. Here is a table showing the regular sizes of the various parts, with the other sizes that may be had instead, if desired:—

	Regular	Option
Frame	22-inch	20, 24 and 26-inch
Finish	Black	
Chain	3-16 inch. Block.	
Gear	77	72, 80, 87.
Handle-bar	No. 20, Adjustable.	

	Regular	Option
Pedals	Rubber 3¾-inch	3¾-inch or 4½-inch Rat Trap.
Cranks	7-inch.	
Saddle	No. 15	No. 14, 11, 17.
Tires	1¾-inch Dunlop	1 5-8-inch Dunlop or Hartford single tube
Wheels	28-inch, with striped rims.	

To Get this Wheel

absolutely free of cost, send us in 32 Paid-in-Advance yearly subscriptions to the **BUSY MAN'S MAGAZINE** (2 six-months or 4 three-months subscriptions count as one yearly subscription). You will find it an easy matter to get these subscriptions with surprisingly little canvassing as the Busy Man's Magazine is very attractive and interesting. Try it!

Let your boy earn one.

This bicycle offer is an excellent opportunity for your boy to acquire some training in the art of salesmanship. Send him out to procure the 32 subscriptions with the bicycle as his reward. He will enjoy the work; it will help rouse his enthusiasm for a business career; and it will put him in possession of a splendid bicycle that will be useful in your business as well as affording the boy a lot of pleasant, healthy exercise.

Fill out this Coupon and Mail it to us To-day.

The Busy Man's Magazine,
10 Front Street East,
Toronto, Canada.

Gentlemen:— I would like to win one of the Imperial Bicyles you offer for 32 new, paid-in-advance subscriptions to Busy Man's, Please send me sample copy and order book, and I will do my best to win. I agree to report progress once a week.

Name.....

Street.....

Place.....

Different Ways of Country Store Advertising

Newspapers, Signs, Window Displays and Circulars Advocated —How to Conduct a Compaign Along These Four Lines — Newspaper Space Often Misused—Much Counts on Personal Work of the Merchant.

By. J. R. Gamble.

The term "country stores" is used here to distinguish the dealers of the smaller towns from the city merchants. In my opinion, there are at least four methods of advertising that can be made profitable to the dealers of the small towns:—

First—Newspaper advertising.

Second. — Fence and tree signs and posters.

Third.—Show window advertising

Fourth.—Circulars, leaflets and other advertising sent out by jobbers and manufacturers in connection with personal work of the dealer himself.

Newspaper advertising is the medium perhaps most commonly used by the country merchant, and the one from which he derives the least benefit. Not because space in his country paper would not pay if properly filled with good reading matter in which the farmer and his good wife would be interested, but for the fact that the advertisements of some of our country grocery dealers remind one of the letterhead or bill head of his neighbor, the general merchant, which is something like this:—

Office of John W. Jones, Dealer in Dry Goods, Notions, Hats and Caps, Boots and Shoes.

A little ancient, but it was good enough for his father years ago, and it hasn't been changed, although he hasn't had a pair of boots in his store for ten or fifteen years.

Misusing Newspaper Space.

Of course, the grocer who thinks his card inserted in the halfpage of his weekly paper, for which he paid his good money, appearing week after week and month after month, and reading something like this.

John Brown & Co.,
Dealer in Butter, Eggs and General Groceries,

may think he is advertising his business, but he is merely contributing his share toward keeping up the country newspaper.

But with the help he can secure from the jobbers and manufacturers in the way of valuable suggestions and good cuts to attract attention to his advertisement, there is no excuse for the dealer letting his ad. though it be a good one, get stale. If we would make a study of advertising, selecting cuts of the proper size, and in the right proportion, and if we would just think over the lines that we could and should be advertising, our trouble would not be to think of something to take the place of the ad., which has been running so long that it reminds one of the appearance or Rip Van Winkle after his twenty years' sleep, but we would be trying to decide which lines we could best afford to leave out until the next change.

One Line at a Time.

Never advertise but one line at a time. One particular ad. advertised at a time, and at the right time, will bring better results than calling attention to several different lines in one advertisement. Change your ad. often. Never let it run more than two or three issues of the paper.

Here is where we country merchants are at great disadvantage in newspaper advertising. The papers are published weekly, and if we change often we can not have more than fifteen or twenty different ads. during the year.

It is well to get all the help you can from the advertising experts of the jobbers and manufacturers, but their ready-made ads. hardly ever seem appropriate for your particular trade. They do not know how to appeal to a dealer's home

Your Share of the Increase

The remarkable progress Red Rose Tea is making has interested you. You have wished your tea trade would grow as Red Rose business grows. You can get your share of the Red Rose Increase by recommending Red Rose Tea to your best trade. You know that it is "Good Tea." If you use it in your home you know it will please more of your customers than any other tea.

Try recommending **Red Rose Tea**

It will increase YOUR business.

3 Wellington St. E. Toronto, Ont.
315 William Ave. Winnipeg, Man.
} Branches

T. H. ESTABROOKS
ST. JOHN, N.B.

people, as the dealer himself does; especially if the dealer studies his trade and knows the peculiarities of his customers as he should.

These experts can give you some very valuable points as to arrangement of advertising, the space required, the style of type, etc., but when it comes to describing the good points of a certain plow to the farmers, or the baking qualities of a certain flour, the dealers are better prepared to write up the copy of their ads. than the other man, though he be an expert ad. writer, for he knows the people he is trying to reach.

Therefore, it is my advice to get all the valuable information of this kind you can; get the ready-made ads. and study them, for there is much in them that you ought to know, and that you never would otherwise secure; with the good points gotten in this way, combined with your own plain common sense, you will have an ad. that will not only bring attention but will bring results.

Pushing Certain Lines.

By all means have two or three guaranteed lines that you are continually bringing before the public's attention. I do not mean by this to fill your newspaper space with these and nothing else, but advertise them in the papers occasionally, and call attention, at the proper time, to them in circulars, posters, etc. For instance, if you will pardon a personal allusion, we have a particular line of tea, and one particular line of paint that we are always advertising in some way. We never let up, and the result is that we have built up a reputation on these lines that has advertised us more than all the other advertising we have done.

The second method, the use of the fence and tree signs and posters, is good, but one of doubtful value. It will discourage any of us, when driving through the country, if we see the signs we have gone to so much trouble and expense to put up, cut to pieces by some 'possum hunter's axe, or perforated by pistol balls, put there as the result of a near-beer or white-top jag, or a wildcat-whisky drunk.

It is a source of pleasure, however, to feel that you have the most attractive signs on the leading roads coming into town, and to know that the prospective customer is having it brought to his attention every few hundred yards that yours is the one place to buy cheap, for cash, the very best goods possible. That these signs increase your sales to some extent there is no doubt, but they are very expensive, and unless they are placed with care on the most prominent roads I doubt the use of them being profitable advertising.

Show Window Advertising.

Third—Show window advertising I consider the most attractive that can be done. But I believe that there are comparatively few of the grocers in the smaller towns who take advantage of this cheap and profitable method of advertising.

It is true that some have good windows and trim them regularly, but there are hundreds of others who make practically no use of their windows other than to crowd them full of miscellaneous articles and leave them there indefinitely, to become dust-covered and shop-worn.

Some of the manufacturers are getting up attractive window trims and are doing a world of business in educating the dealers in window dressing. The trade papers are also doing an educational work along this line. The same idea should be carried out in window dressing as in newspaper advertising. Never crowd your windows with a conglomerate mass of different kinds of articles. One line at a time, well and attractively displayed, is much better. Of course, show window advertising is not as valuable to the country dealer as it is to his city brother, for comparatively few of his customers see any one display if his window is changed as often as it shou.d be. If, however, he has an attractive window, one that will challenge the attention and admiration of the man from the country, he will be sure to tell his family and his neighbors about it, giving a description of the display.

It is troublesome and sometimes expensive to decorate a large window, but it pays well for the trouble and expense. Of course, it goes without saying, that unless the windows are kept fresh-looking and scrupulously clean, they will produce exactly the opposite effect to that which is intended. They will repel, rather than attract.

We now come to the fourth and last method mentioned, and the one I consider to be the most profitable to the country stores.

Printed Matter.

I believe that the very attractive and instructive printed matter sent out by the manufacturers and jobbers, used in connection with the merchant's mailing list and handed out by his salesmen, wrapped up with purchases and enclosed with personal letters, bills and statements, to be the most valuable advertising the merchant in the small town can do. It is true that much of this matter is entirely wasted by being placed on the counter, to be blown about the store, where it is trampled on and so soiled that it is unfit to be sent out, and at the best only attracts attention to those who happen to come into the store. This, however, is the fault of the storekeeper and the misfortune of the concern who sent the matter out.

The best method we have hit upon to keep this matter in order and ready for distribution is to have a shelf, divided into sections, just under the wrapping counter, where this matter can be so classified that the salesman can readily lay his hand on the particular kind to suit the customer being waited on.

You can never tell where this class of advertising is going to bring returns. I had this fact brought forcibly to my attention only a few weeks ago, when one day an old negro walked into the store and called for a broom. He said he had his little grandchild sit down and read the leaflet which was wrapped up with his purchase of a few days before clear through, and if the broom was as good as that paper said it was he "sho' wanted one of dem brooms." The consequences were he got the broom he wanted, it sold itself—and he went away satisfied, and we had a much better profit than we would have had we sold an unadvertised brand.

Personal Work.

We cannot understand how any live merchant can afford not to take advantage of this inexpensive and very profitable method of advertising. This method alone in connection with the merchant's personal work would keep his firm so prominently and favorably before the public that he would, if necessary, dispense with all other advertising and hold his own with his competitors who depend solely upon newspaper advertising.

By personal work we mean the work of studying and catering to the wants of your customers. If you haven't what they want, get it—it makes no difference what it is—if it is in your line. Let them know that you are in the business to serve them to the very best of your ability. Shake hands with the men, be polite to the ladies and always give them personal attention, if possible, and kiss the babies.

We know men who live on such good terms with their customers that these customers enter the stores with smiles on their faces and outstretched hands, expecting nothing less than a whole-souled welcome and a hearty hand-shake; and when a customer enters into a store in that manner, you have the right kind of a salesman to handle him, he will certainly carry away with him the article for which he came.

It is the duty, it is the privilege, and it should be the pleasure of every merchant to be not only on friendly, but on the very best of terms with his customers. I know we very often hear such remarks as, "It is a cold-blooded business proposition," and "There is no sentiment in business," but, gentlemen, there is sentiment in business, and the merchant who lives such a clean life morally that his fellowman has the utmost confidence in him; and if he can look his customer to whom some great trouble or misfortune has fallen straight in the eye and can truthfully say, "God bless you, my friend, you have my profoundest sympathy," or can actually rejoice with his friend and customer who has just harvested a bountiful crop, or to whom some other good fortune has come, is doing advertising, the result of which will last as long as life itself shall last. The customer may forget the catchy ad. in the newspaper or the beautiful window display, but he will never forget the man whose sympathy he had in time of trouble or the man who rejoiced with him in his good fortune.

THE OLD RELIABLE

ROYAL



BAKING POWDER

Absolutely Pure.

No Grocer can afford to be without a full stock of ROYAL BAKING POWDER

THERE IS NO SUBSTITUTE

MANITOBA MARKETS

(Corrected by Telegraph.)

Winnipeg, September 23, '09.

The market is in a weaker condition this week than it has been for some time. The cause is no doubt attributed to new crop goods coming in in large quantities. Fall stocks are moving at present and this consists chiefly in canned goods. The 1909 crop pack is large this season and the quality is said to be excellent. Canned vegetables are on the market but the fruits are to come yet and prices may be considerably reduced.

The general optimism in the west prevails and wholesalers are already getting some money in as a result of the wheat crop. Merchants are preparing to stock heavily and their creditors have no fear of a money scarcity.

SUGAR—Last week's advanced prices remain unchanged. The greater bulk of the preserving season output is depleted and merchants are doing their fall stocking at present.

Montreal and B.C. granulated, in bbls	5 25
" " in sacks	5 20
" yellow, in bbls	4 95
" " in sacks	4 80
Icing sugar, in bbls	5 85
" " in boxes	6 05
" " in small quantities	6 10
Powdered sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 35
Lump, hard, in bbls	6 05
" " in ½-bbls	6 15
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES—The syrup trade is always in good condition. Large shipments continue to move freely, and merchants are not afraid of stocking too heavily. The molasses market is steady.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. tins, per 1 "	2 60
" " 10-lb. tins, per ½ "	2 45
" " 20-lb. tins, per ¼ "	2 50
" " ½ barrel, per lb.	0 03
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	2 20
" 5 " 1 "	2 60
" 10 " ½ "	2 45
" 20 " ¼ "	2 50
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 36

HONEY—The following prices prevail at present, but it is possible that advances will be made soon. This year's quality is good and the demand is heavy.

Honey, 2 lb. tins, per tin	0 33
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb.	0 12½

DRIED FRUITS—Foreign dried fruits show nothing of interest this week, prices remaining as last quoted.

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " " cleaned, per lb.	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 50
" " selects " 28's	1 70
" " layers " 28's	1 80
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb.	0 05½
" 4 " " "	0 06½
Prunes, 90-100 per lb.	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 06½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07¼
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08½
Peaches, standard, per lb.	0 07½
" choice	0 08
Apricots, standard, per lb.	0 14
" choice, per lb.	0 14½
Plums, black pitted, per lb.	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 07

MAPLE PRODUCTS — These prices continue and goods are still moving. Merchants generally know that the quality in many cases is preserved from sugaring and that it is not particularly a seasonable line.

Sugar, per lb.	0 13
Syrup, gallons, ½ doz. to case, per doz.	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

ROLLED OATS—Again we quote a decline. The new crop is reported abundant, and it is new crop products that we quote.

Rolled oats, 80 lb. sacks, per 80 lbs.	2 15
" 40 " " 80	2 20
" 20 " " 80	2 30
" 8 " " 80	2 50



EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

Their attractive appearance sells them. Their delicious taste brings the customers back for more.

TRY THEM. That's all we want.

We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.
Limited

VANCOUVER, B. C.



THE PUREST AND BEST

ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER

ALWAYS READY—NEVER FAILS

A QUICK SELLER

EVERY CAN GUARANTEED

Manufactured by



St. Charles Condensing Co.
INGERSOLL, ONTARIO
CANADA



Manufacturers' Agents

And Brokers Directory

BRITISH COLUMBIA

JOHN J. BOSTOCK
Wholesale Broker
SALMON Canned and Salted
HERRINGS HALIBUT
LOO BUILDING, VANCOUVER, B.C.

ALEXANDER MARSHALL
Wholesale Merchandise Broker
VANCOUVER
Representing—Lever Bros., Ltd.; Postum Cereal Co., Ltd.; Charlottetown Condensed Milk Co.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

W. A. JAMESON COFFEE CO.
MANUFACTURERS
Coffees, Teas, Spices, Etc.
"Feather-light" Baking Powder
Cor. Langley and Broughton Sts.
VICTORIA, B.C.

We have Competent Salesmen
Best facilities for Distributing and Storing
W. HARRY WILSON & CO.
330-332 Cordova St. W. VANCOUVER, B.C.

Wholesale Manufacturers' Agents
Correspondence Solicited.
F. R. McINTOSH & CO.
Vancouver, B.C.

R. ROBERTSON J. Y. GRIFFIN
R. Robertson & Co.
25 Alexander St.
VANCOUVER, B.C.
Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters
Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—ABC, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

W. C. FINDLAY W. CARTER
E. A. MARSHALL & CO.
Manufacturers' Agents
SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C
We have an established connection and can handle a few more good agencies to advantage.
Highest References,

F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents
Correspondence Solicited.

EDMONDS & BAKER
MANUFACTURERS' AGENTS
AND GROCERY BROKERS
100 Loo Bldg., VANCOUVER, B.C.
Open for a few more good agencies. We get results.
CORRESPONDENCE SOLICITED.

TRY A
Condensed Ad.
IN
The Grocer

THE CANADIAN GROCER
British Columbia Office at Room 51, Hartney Chambers, Cor. Pender and Homer Sts., Vancouver.
H. HODGSON Manager



BALAKLAVA SARDINES

Enjoy enormous sale in all stores that stock them.
Are YOU getting your share of the trade?

PRICES FROM:

The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents; C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 145 Centre St., Ottawa; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

NUTS—These firm prices still prevail. The peanut market is weakening.

Shelled Walnuts, in boxes, per lb		0 24
" " small lots, per lb		0 25
" Almonds, in boxes, per lb		0 33
" " small lots, per lb		0 34
Peanuts, Virginia, per lb	0 10	0 13

BARLEY—There is no change in the barley market. Sales are not heavy.

Pot barley, per sack	2 60
Pearl barley, per sack	2 65
" per ½ sack	1 90

BEANS—The bean market has been weakening for some time. We quote a drop of 15 cents this week.

3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50

CORNMEAL—Cornmeal has also a weaker market, the decline is 5c per sack this week.

Cornmeal, per sack	2 10
" per ½ sack	1 05
" per bale (10, 10's)	2 35

RICE AND TAPIOCA—Rice is weaker on the local market. In some quarters wholesalers are shipping for $3.85 per 100 lbs. Tapioca is unchanged.

Japan rice, per 100 lbs		3 85
Pearl tapioca, per lb	0 04	0 04¾

EVAPORATED APPLES — The present prediction in this commodity is for a stronger market. We are informed that many orchards in the east have already suffered from frost, furthermore the New York buyers have been in the east for some time purchasing for the United States market and export trade. The price to-day is 8½ cents per pound.

FRESH FRUIT AND VEGETABLES —The quantity of local grown vegetables is very large this season and prices are reduced to the minimum. The fruit trade is heavy and mostly Ontario stock is on hand.

New potatoes, per bushel		0 40
Native cauliflower, per dozen		1 00
Native cabbage, per lb		0 02
Native green beans, per lb		0 04
Native celery, per doz		0 40
Native beets, per bushel		0 40
Native lettuce, per doz		0 20
Native onions, per doz		0 20
Native radishes, per doz		0 20
Native cucumbers, per doz		0 20
Ontario tomatoes, per basket		0 40
Green corn, per dozen		0 12½
Oranges	3 75	4 00
Lemons	5 50	6 00
Pears, per basket		0 75
Plums, Ontario, per basket		0 75
Peaches, per basket		0 75
Apples, Ontario, per bbl		4 50
" American, per bbl	5 50	6 00
Pears, per box		2 75

CANNED GOODS—For the next few weeks at least the canned goods trade will be the chief lines that will be moving, merchants everywhere in the west stock heavily in the fall in these unperishable lines. Little of the 1909 crop of canned fruits has arrived yet but some cars are on the way at present. We quote prices on old canned fruits and the new goods will be slightly lower. The following vegetable prices are attached to 1909 crop goods.

Peas, standard, per case 2 doz	1 75	1 80
" early June, per case 2doz		1 85
Beans, per case 2 doz		1 98
Corn, per case 2 doz		1 75
Tomatoes, per case 2 doz	2 00	2 10
Strawberries, per case 2 doz	3 00	3 25
Raspberries, per case 2 doz		3 65
Peaches, per case 2 doz		4 08
Pears, per case 2 doz		2 70
Plums, per case 2 doz		2 60
Salmon (Horseshoe Brand), per case 4 doz		6 50

BUTTER AND EGGS—The creamery product is jobbing at 25 cents, while the No. 1 dairy is firmer at 23 cents. Eggs are up about four cents this week. To-day they are jobbing at 26 cents per dozen. Stocks are coming in now from the east as Manitoba is unable to meet the demands.



FRED DALLEY, (Standing).
F. O. CREED and J. W. GORHAM.

Mr. Dalley, who is vice-president of the F. F. Dalley Co., Ltd., has recently returned from an extensive business and pleasure trip to Europe, where he visited Mr. Creed and Mr. Gorham, the company's representatives in France, Spain and Australia and in England, Ireland and scotland respectively.



We manufacture the best, clearest, and purest salt for all uses.

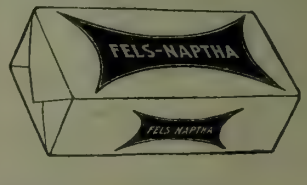
WESTERN SALT CO., - Mooretown, Ont.

The death of W. L. Knowles, an old employee of R. G. Dun & Co., Mercantile agents, occurred suddenly last Wednesday afternoon on the golf links, Port Credit, Ont.

WHITE SWAN
100% PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

Premiums Won't Wash Clothes

and a poor soap, plus a premium, "won't wash" with women who are used to Fels-Naptha soap. Don't work in the wrong direction by booming a poor soap for any reason as long as there's Fels-Naptha for you to sell.



The Population of the Three Prairie Provinces is Over a Million

In five years the increase, according to the official census, was ninety-two per cent. No country in the world is filling up as rapidly. Are you helping to supply the wants of these people?

The chance is yours—why do you hesitate?

We will open the way for your goods. That's our business, and we have had years of experience. This is a country great for man and vegetation. It is also great for business.

At Winnipeg, Edmonton and Calgary we have large warehouses, with tracks. No better storehouses for merchandise in the West.

LET US HEAR FROM YOU.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

WE PREDICT AN ADVANCE
IN PRICE OF

EASIFIRST SHORTENING



Present price 10½c. tierce basis. Figure what you will save compared with Pure Lard at present prices.

Get your order in this week.

Many users of EASIFIRST have discontinued handling Pure Lard entirely and have better satisfaction.

IT'S WORTH YOUR WHILE TO TRY IT.

GUNNS Limited Pork and Beef Packers WEST TORONTO

LARD

The prediction which we made regarding prices for Lard during September has been more than proved correct. The quotations this week are the highest we have ever known. Such, however, is the scarcity of Pure Lard that we should not be surprised to see prices even higher before the end of the month.

We want to remind you we have excellent Lard Compounds and Cooking Oils. These are quoted at very reasonable prices and are being largely sold at the present time.

F. W. Fearman Co.
LIMITED
HAMILTON, ONT.



Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs
Made under Government inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

Now Difficult to Obtain Hogs to Supply Home Demand—Much Less Butter Exported Than Last Year—Cheese Prices High—Price of Eggs Never Known to be as High at This Time of the Year.

In order to arrive at a reasonable conclusion as to the condition of the produce market, it is no longer necessary to take into consideration the state of the English market, which on account of liberal receipts from Denmark, is a little lower. This week, as the representative of The Canadian Grocer called the attention of one of the packers to this fact, he replied: "I don't care a darn about the English market—we cannot get enough hogs to supply our own local demand. We have lots of orders which we cannot fill, even at an advance of our present prices. Our stocks are depleted, and the supply quite inadequate to meet the requirements."

It was also reported by some that hogs are a little easier this week. This was told to others. "Report or no report, we have got to pay what the farmers want. They hold the situation, and if we lower the price, they simply won't sell. They know that we must have the hogs," he answered.

There is a better feeling in the butter market, but still, from the disinterested standpoint of one who looks at the general situation, the question comes up in his mind, where is the Canadian butter this year? Last year up to the same time our exports exceeded this year's shipments by 42,246 packages. It may be argued that not so much is produced this year, and also that home consumption is greater, but after all there must be large quantities of our butter waiting to be put on the market.

The cheese market is like "one holding on, and the other one not letting go." The prices are too stiff to cause business to move smoothly.

The egg market is firm, and the price has reached the highest point ever paid in Toronto at this time of the year, and is 5 cents a dozen higher than last year. Judging from the quality of the eggs which come in, it is evident that the farmers are holding them back for the higher prices later in the season. The egg question is a matter that requires to be looked into in the near future. Strict laws are enacted against adulteration of foods, but why should a farmer be allowed to hold his eggs until they are at least unwholesome, if not entirely unfit for human food? While the eggs coming in now do not show as large a percentage of bad eggs, the percentage of stale eggs is greater. This shows that they are intentionally allowing them to deteriorate in value, with a view to obtaining the higher price that is paid for fresh eggs.

MONTREAL.

PROVISIONS—Pure lards are all up ½c over last week. Porks and hams are also higher. A strong demand is the cause. Somewhat curious is the fact that live hogs have weakened somewhat, being quoted at $8.75 to $9. This condition will probably be only temporary.

Pure Lard—	
Boxes, 50 lbs., per lb	0 15⅞
Cases, tins, each 10 lbs., per lb	0 16½
" " " 5 " "	0 16⅝
" " " 3 " "	0 16¾
Pails, wood, 20 lbs. net, per lb	0 16½
Pails, tin, 20 lbs. gross, per lb	0 15¾
Tubs, 50 lbs. net, per lb	0 15
Tierces, 375 lbs., per lb	0 15¼
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 09⅞
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 10¼
" 5 " " " "	0 10⅜
" 3 " " " "	0 10½
Pails, wood, 20 lbs. net, per lb	0 10¼
Pails, tin, 20 lbs. gross, per lb	0 09¾
Tubs, 50 lbs. net, per lb	0 10
Tierces, 375 lbs., per lb	0 09¾
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 50
Heavy flank pork, bbl	26 00
Plate beef, 100 lb bbls	7 00
" 200 "	13 50
" 300 "	20 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14
Long clear bacon, heavy, lb	0 15
Long clear bacon, light, lb	0 15½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14
Large sizes, 18 to 25 lbs., per lb	0 15½
Medium sizes, 13 to 18 lbs., per lb	0 16
Extra small sizes, 10 to 13 lbs., per lb	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb	0 16
" " " small, 9 to 12 lbs., per lb	0 16½
Breakfast bacon, English, boneless, per lb	0 18
" " "	0 17½
Windsor bacon, skinned, backs, per lb	0 18½
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	8 75 9 00
" dressed, per cwt	13 00

BUTTER—This market is high and firm, due to the short make just now. Also high markets in the United States have had a sympathetic effect. The total receipts for the week are 10,885 packages, as against 10,481 packages for the corresponding week last year. For the season they are 292,720 packages, as against 318,692 packages, showing a decrease of 25,972 packages.

Creamery, solids, lb	0 25
Creamery prints	0 25½
Dairy, tubs, lb	0 19 0 21

CHEESE—Receipts are good. Demand is only fair. Price is somewhat bearish, owing partly to the desire on the part of dealers to keep the New Zealand price down. New Zealand production this year shows a 30 per cent. increase. Receipts this week are 77,437 boxes, as against 82,349 boxes same week last year, showing a decrease of 4,912 boxes. For the season they are 1,445,422 boxes, as against 1,402,804 boxes same season last year.

Quebec, large	0 11¼
Western, large	0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12½ 0 13
Old cheese, large	0 15 0 16

EGGS—Receipts continue fairly free for this season of the year. They amount to 5,183 cases, as against 5,072 cases same week last year. The total for the season is 161,697 cases, as against 161,159 cases same season last year. The demand continues good.

Selects, dozen	0 27
No. 1, dozen	0 23 0 24
No. 2, dozen	0 18 0 19

HONEY—Crop of clover is up to the average. Offerings of buckwheat are large and prices are a shade lower than last year.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 10½

TORONTO.

PROVISIONS—While some of the packers claim that the price of hogs is easier, others are prepared to pay the outside limit. The stocks are low and the demand is in excess of the supply and a slight advance is asked on several lines of meat.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14½ 0 14½
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 18 0 19
" pea meal	0 19 0 20
Heavy mess pork, per bbl	25 00 25 50
Short cut, per bbl	27 00 27 25
Lard, tierces, per lb	0 14½ 0 15
" tubs "	0 15 0 15½
" pails "	0 15½ 0 16
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	8 50
Dressed hogs	12 00

BUTTER—There is a firmer feeling in the butter market, especially for fresh made choice goods. This is principally for local trade, where nothing but fresh-made butter will do, and for which from ½c to 1c a lb. more is asked this week.

	Per lb.
Fresh creamery print	0 24 0 25
Fresh creamery solids	0 22 0 23
Farmers' separator butter	0 21 0 22
Dairy prints, choice	0 18 0 19
Tub butter	0 17 0 19
Baking butter	0 15 0 16

CHEESE—With the high prices for all kinds of meats, grocers who study the interests of their customers, as well as their own, should educate them to use more cheese. Cheese, even at its present price, is far below its value, compared with meat or eggs, and its sale should be pushed.

Cheese, new, large	0 12¾ 0 12¾
" " twins	0 12¾ 0 13

EGGS—Eggs are now sold by the case as high as 26c a dozen. This is the highest point ever reached in Canada at this time of the year, and is 5c a dozen higher than this time last year.

Fresh eggs	0 25 0 26

POULTRY—Country merchants who buy poultry from farmers should do some educational work among them, and get them to feed their stock better before they put them on the market. The young birds come in entirely too skinny and lean. It costs far more to produce the frame than to put meat on it, and it is the meat this is wanted and not bones.

Early spring chicken, alive, per lb	0 13
Spring chicken, dressed	0 14 0 16
Hens, per lb. dressed	0 14
Turkeys, per lb., large	0 16 0 18
Spring ducks, alive	0 13 0 14
" " dressed	0 15 0 16
Old ducks	0 08

HONEY—There is considerable honey on the market and the demand is fair. The quality is good and prices are well maintained. As honey is a wholesome and a cheap food, considering its nourishing value, grocers should call the attention of their customers to this fact.

Honey, 5-lb. pails	0 60
" 10-lb. pails	1 15
" 60-lb. cans, per lb	0 10½ 0 11

Why a Choice Dairy Butter Cannot be Secured

Winnipeg Grocer Points Out How a Dairy Product Can be Produced Equal to the Creamery—Middleman Makes the Profit in Manufacturing the Latter at the Expense of the Farmer and Merchant—Great Demand for Manitoba Fresh Eggs.

Winnipeg, Sept 22.—Referring to the butter and egg situation in this city, A. Hendry, grocer, explains why in his estimation, choice dairy butter cannot be provided for the retail trade. He also points out the great demand for eggs, and particularly for the Manitoba fresh quality. Mr. Hendry reviews the existing conditions as follows: —

"Hundreds of times each month we try to give satisfactory explanations to customers why it is that we cannot nowadays furnish them with really choice dairy butter, which so many of our very best people have a decided preference for. We give them such reasons as most readly suggest themselves to us, such as, the almost impossible task of getting suitable dairy help, or again,



A. HENDRY.

that it may be as profitable for the farmer to sell his cream direct to the creamery or to one of their many agents who thread their way through almost every section of our western country.

"Still, that is but partially satisfactory when we reflect but for one moment. In the first place, we know for a certainty that creameries are paying concerns in Winnipeg, and secondly that strictly gilt-edged dairy butter has a market value equal to the finest creamery butter made. The question then rises—Where does the creamery make its profit? and we naturally conclude, out of the farmers' cream, there being the middleman between the farmer and the merchant, who handles both on equal terms of price and profit. One thing, however, we must emphasize here, and emphasize strongly, and that is the word "quality." To compete successfully against the creameries the farmer must produce the perfect article as near as it is possible by the help of the most modern methods, and a strict observance to scrupulous cleanliness in everything that pertains to the manufacture of butter. By so doing he will find dairying is still a very profitable part of his business.

"As regards eggs, too, there is an unlimited and ever increasing demand for Manitoba fresh eggs. This article alone would fairly astonish the ordinary farmer were it possible to give him anything like the accurate figures regarding the immense quantity of eggs consumed over the Manitoba production, and the good prices paid for same during the entire year. From October, 1908, till March, 1909, five Winnipeg houses imported from the south and east some thirty or forty car loads of eggs, containing not less than thirteen thousand cases, at prices ranging anywhere from 27c to 30c per doz. for local consumption alone, and as for absolutely new-laid eggs gathered and marketed inside of one week, the citizens of Winnipeg would gladly pay almost any price, were they to be had.

PERSONALS.

J. H. Simpson of the Simpson Co., wholesale grocers, Guelph, Ont., was in Toronto on Tuesday on a business trip.

T. J. Connors, general manager of Armour & Co., Chicago, spent a few days in Toronto early this week, on his way home from Europe. To The Grocer he spoke encouragingly of the industrial outlook abroad. He was much taken with the high quality of the bacon cured in Canada.

Templin and McDonald, Kincardine, Ont., have purchased the business of the John Hiles Co. in the grocery line and are using modern methods in advancing their trade. They expect to have a large increase in sales from this department. Mr. Hiles disposed of the business he conducted on account of ill-health.



¶ Besides saving money on discounts and freight, you will do a much more profitable soap business than you have ever done before—if you handle our full line.

RICHARDS—
Quick Naptha Soap
Snow Flake Soap Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

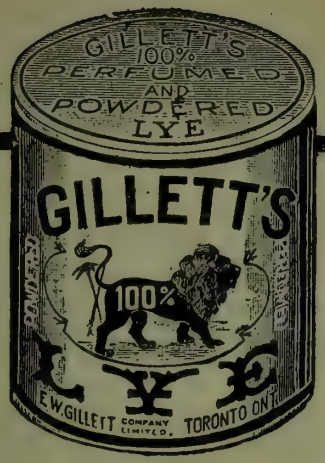
Custard Powder
The BIG Two-Power 5c. pkg.
Manufactured only by
EDWARD J. NATION & CO.
BRISTOL, - - ENGLAND
WE STOCK IT
W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

WHITE SWAN
100% PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.

E.W.GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Your Customers Want Clark's Meats

If half-a-dozen customers want Clark's Meats and the grocer can't supply them, he is losing trade and possibly customers.

With their reputation to introduce them and their high quality to sustain this reputation, Clark's Meats are amongst the most profitable goods the grocer can handle.

There is a full line, each the best of its kind.

They are well advertised throughout Canada, and the demand is already created.

Clark's Pork and Beans	Clark's Mince Meat
Clark's Tongue, Ham or Veal	Clark's Ox Tongue
Clark's Sliced Smoked Beef	Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass contriners.

WRITE FOR SPECIAL LIST.

WM. CLARK, - MONTREAL

Manufaoturer of High-Grade Food Specialties

BOVRIL

can be obtained from all wholesale firms in the Dominion or from our depôts:

A. B. Mitchell, Mitchell's Wharf, Halifax
W. S. Clawson, 11 & 12 South Wharf, St. John, N. B.
R. S. McIndoe, 54 Wellington St. East, Toronto
W. L. Mackenzie & Co., 306 Ross Avenue Winnipeg
A. G. Urquhart & Co., 524 Hornby St. Vancouver

We shall be pleased to supply freight prepaid an assortment of coloured hangers, booklets, etc. on receipt of a post card.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

SUCHARD'S COCOA

This is the season to push SUCHARD'S CO COA. From now on cocoa will be in demane daily. It pays to sell the best. We guaranted SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

CHICORY QUALITIES VARY.

Authority on Coffee Blending Says it is Necessary to Get the Right Quality.

The fact that chicory is placed in coffee for those who desire it, does not, according to one blender, always mean that it improves the coffee to the best advantage so far as those who request it is concerned. He says.—

"We presume that you are anxious to hold your old coffee trade as well as increase it. This appears to you as rather a difficult proposition, for although you are careful in the selection and blending of your coffee it sometimes fails to give full satisfaction. You try one combination after another, but without success, and the task seems almost hopeless. In many cases a customer when purchasing a pound of coffee requests you to grind it and put a little chicory to it.

"Have you ever tasted this chicory you add to your coffee as carefully as you would your teas and coffees? Possibly you have not, and this may be just the reason why your coffee does not give satisfaction. Unknowingly, you have thought that "Chicory is Chicory," and this may be the cause of your trouble. There is a great difference in the quality of chicory. If you will test and pay as much attention to the cup qualities of your chicory as you do to your coffees you will not only satisfy your old customers, but gain new ones.

"If your trade demands chicory, be particular that the chicory you sell them is an improvement to your coffee, for genuine chicory will furnish body and flavor, which it is impossible to obtain with straight coffee."

FOR BUSY MEN.

One of the shortest and simplest methods known for calculating interest is to multiply the principal by the number of days and divide as follows:—

For 4 per cent., divide by 90.
For 5 per cent., divide by 72.
For 6 per cent., divide by 60.
For 7 per cent., divide by 52.
For 8 per cent., divide by 45.
Then point off four decimal places.

For instance, to find interest on $360 for 92 days at 8 per cent, multiply $360 by 92, and divide by 45, and point off four decimal places. The result is $7.36.

TRADE NOTES.

A writ has been issued at the instance of Medlands, Ltd., against R. C. Godwin, Toronto, claiming $848.30, on a promissory note.

Macaulay Bros., Vancouver, B. C., have sold to Vars & Morrison. Mr. Vars was for some years manager of the Yorkton, Sask., branch of the Hudson Bay Co.

Do You Realize

what it means to handle biscuits in perfect condition? Why, it is the very crux of a successful biscuit trade!

Carr's Biscuits



are sent out in air-tight tins, are well packed and invariably reach the retailer in first-class condition, crisp and fresh. Prompt delivery is guaranteed.

Send your order to our nearest agent

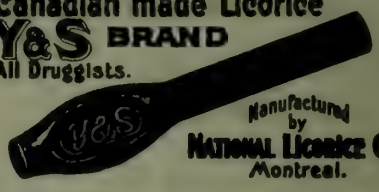
CARR & CO. CARLISLE ENGLAND

AGENTS:—Wm. H. Dunn, Montreal and Toronto, Eastern Provinces: Hamblin & Brereton, Winnipeg, Port Arthur to Alberta: L. T. Mewburn & Co., Ltd., Winnipeg, Province of Alberta: The Standard Brokerage Co., Ltd., Vancouver, B.C., British Columbia: T. A. MacNab & Co., St. John's, Newfoundland.

Canadian made Licorice

Y&S BRAND

All Druggists.



Manufactured by NATIONAL LICORICE CO. Montreal.

SOFT MINTS—5o. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5o. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse, Calgary and Edmonton

WHY IMPORT BISCUITS?

It isn't a question of the Quality of imported Fancy Biscuits at all. We know that British manufacturers have reduced baking to an exact science—a fine art. But we also know that our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, etc., are the best made in Canada. We also know that *all*

CHRISTIE'S BISCUITS

will compare favorably with any imported line—*however high the Quality.* Christie's fancy biscuits are superior to any baked on this continent, and they are equal in Quality, Purity and Nutriment to any fancy biscuits baked anywhere. Besides—*it's a matter of dollars and cents to YOU.* You can get Christie's biscuits when you want them. Think it over before placing your Christmas orders.

N. B.---Our "Madeira Mixed" and "Cherry Rings" are the Acme of Biscuit perfection.

Christie, Brown & Co., Limited
TORONTO

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

A PROFIT WINNER

Our line of biscuits in animal form cannot help but appeal to you, because these goods are the best obtainable. You will find no such a line, such a profit winner, as our asssortment.

GET PRICES TO-DAY.

THE CANADIAN BISCUIT COMPANY, LIIMTED

LA PERADE, QUE.

Haven't you dozens of customers now making their own cake icing, whom you could easily induce to try

Cowan's Cake Icings



Once they find out how easy these icings are to use, and how thoroughly satisfactory, you will get plenty of repeat orders from them.

The Cowan Co., Ltd.

Toronto

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal  Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's
"Diamond" and "Elite"
brands of
Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Extraordinary Demand for Flour — Recent High Prices Had Kept Dealers From Purchasing—Authorities Differ as to the Outcome—Easier Market in Rolled Wheat.

Owing to the high price of flour, with the prospects of an extra good crop of wheat in sight, the stocks of flour all over the world were allowed to run down to an unusual low ebb. In bringing it back to its normal condition, orders for flour are altogether above the ordinary. Some millers could accept orders for flour at the present prices that would keep them running for several months. The market is in an unsetled condition. Millers differ widely as to the course the market will take. While the crop is an unusually heavy yield, the low condition of the stocks of old wheat and flour on hand must be considered. But with the enormous magnitude of the production of wheat and the wide differences in the estimates it is difficult to arrive at anything like a reliable conclusion.

The weather condition in the Northwest has been favorable, and harvesting and threshing are progressing rapidly. Wheat is being rushed to the elevators and the quality is splendid. In certain parts of England wheat is still in stooks and is suffering from wet weather.

MONTREAL.

FLOUR.—Market steady with good demand. No changes in prices.

Winter wheat patents, bbl	5 75
Straight rollers, bb	5 50
Extra, bbl	5 00
Royal Household, bbl	5 90
Glenora, bbl	5 40
Manitoba spring wheat patents, bbl	5 90
" strong bakers, bbl	5 40
Five Roses, bbl	5 90
Harvest Queen, bbl	5 40

FEED.—Prices are unchanged. The demand is good.

Ontario bran, per ton	22 00
Manitoba shorts, per ton	24 00
" bran, per ton	22 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

ROLLED OATS.—Prices are about the same with the exception of rolled oats in baggs, which are again $2.50. Demand is good for all lines.

Fine oatmeal, bags	2 75
Standard oatmeal, bags	2 75
Granulated " "	2 75
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 50
" barrels	5 20

TORONTO.

FLOUR.—The local market in flour is unchanged, but the feeling is firm. Wheat is worth $1.00 at the mills, but farmers are slow in bringing it out. The demand for flour is active, both local and for export.

Manitoba Wheat.

1st Patent	5 50 5 60
2nd Patent	5 30 5 40
Strong bakers	5 20 5 25

Winter Wheat.

Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

CEREALS.—Rolled wheat is 10c lower this week per 100 lbs., but the other lines are the same as last week.

Rolled wheat, car load	2 90
" oats "	2 50
Oatmeal, car load	2 75
Rolled wheat in barrels, 100 lbs	3 00 3 25
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

"Wherein true happiness lies"—a contented mind and a good digestion. There is no more truism than this, but how few of us fully realise it. A contented mind should follow a good digestion; this plainly shows that digestion should be pleased first, no mind can be contented when the body is at variance with it. Now the necessary essential to a contented mind is to relish and enjoy one's food, and what is there to give a more relish than a piquant and delectable sauce? Take for example the world-famous Worcestershire Sauce, manufactured by the house of Holbrook, in England. Here we have a sauce of the highest quality, which both pleases the palate and helps to digest those foods that the soul loveth. As an appetiser and a relish of both flesh, fish and fowl, it is incomparable, and this in itself is the reason of its success. Holbrook's Sauce, like good wine, needs no bush. It is only necessary to once try it, and no culinary artiste who values the success of a good dish would be without it. Holbrook's is the alpha and the omega in condiments.

RETAIL MERCHANTS' CONVENTION.

The fifth annual convention of the Dominion Board of the Retail Merchants' Association, of Canada, will be held in their board room, 270 St. Catherine Street East, Montreal, on Wednesday and Thursday, September 29th and 30th.

Some important resolutions that have been sent on from the Provincial Boards will be considered, and arrangements will be made as to what new legislation will be introduced at the next session of the Dominion Parliament.

Seabrooke Bros., grocers, Vancouver, B.C., have sold to the People's Grocery & Bakery Co., Ltd.

A trustee and inspectors have been appointed for the Christiansen-Brandt Co., general merchants, Prince Rupert, B. C.

The Wise Retailer

realizing that in these days of competition a careful selection is absolutely essential,

Handles "Perfection" Soda Crackers

which are constantly in demand.

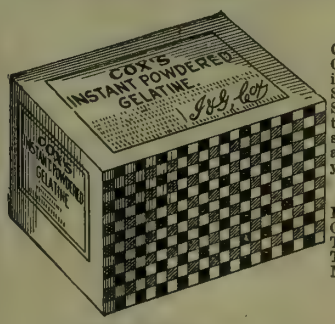
Mooney's "Perfection"

are the kind that reach the retailer in the same crisp condition as they leave our oven.



THE MOONEY BISCUIT AND CANDY CO.
STRATFORD, - ONTARIO

Cox's Gelatine

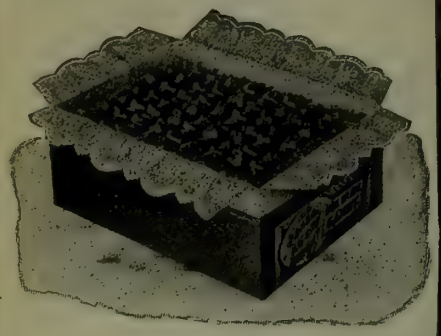


COX'S GELATINE is a STEADY SELLER; therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS.

Canadian Agents
C. E. Colgou & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills, EDINBURGH



"BORDO"

(REG.)

CHOCOLATES

Facts About
Them That Talk:

Cost to YOU, per lb.—25c
You Can Get, per lb.—50c

Profit YOU Make
25c per lb.

Equal to 100% on your investment

WHO said it would not pay you to stock "Bordo" (Reg.) Chocolates?

Popular favor ensures quick sales.

The Makers:

The Montreal Biscuit Company, "The Originators"

MONTREAL

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

The Condensed Ads. in The Canadian Grocer bring results

LEITCH ANCHOR BRAND OAK LAKE

This Checker is Crowned

In playing the game of Baking, your first move is good flour. **Anchor Brand Flour** has already been crowned, holds first position and works all ways. It will clear the board for you.



Manfd. by
Leitch Brothers Flour Mills
Oak Lake, Manitoba.

We could sell Five Roses much cheaper—but under another name.

There are *very* many processes in FIVE ROSES milling.

Each with individual complications.

Having Immense Influence on the Finished Article—

To *make* or *mar* its Quality.

* * *

Said a Grocer:

"Yes, I believe FIVE ROSES flour "to be the best ever. But it's too dear "for my trade. You see, my custom- "ers want a good flour costing—why, "maybe a dollar less than ROSES. "Fix the price, and I'll fix the sales."

Well, we *could* Fix the Price—sell FIVE ROSES cheaper, ever so much cheaper.

By *cheapening* FIVE ROSES.

* * *

If we "saved" in wheat buying and grading, in separating and cleaning, in polishing and grinding.

If we then added more "savings" taken from good men's wages, taken from quality in packing and packages. We could sell FIVE ROSES, maybe *one dollar a barrel less.*

And it would sell like hot cakes at the "reduction."

Because of Past Performance when it *cost* More—when it was *worth* More. When it was *really* FIVE ROSES, not "near-good" flour.

* * *

And we'd never get a Repeat.

You'd never get a Repeat.

We'd *both* be living on a Lost Reputation.

Slim Living, Brother Grocer.

We'd no longer "be there with the goods," neither of us.

* * *

Aren't we both in business for *Keeps,* Brother Grocer?

Are YOU going to Boss your Business or is Price Competition Boss?

That's why the FIVE ROSES standard *can't* be lowered.

Because the confidence of our Retailers and the Consumer in FIVE ROSES' stability is worth more to us than Introductory Sales, which could *not* be backed up with Results.

Immediate Profit holds no Compensation for Lost Trade.

* * *

When you think of the high grade material, the high grade men, the care and expense concentrated on FIVE ROSES—

You forget the small difference in Initial Cost.

You are *not* tempted by a Cut in Price due to a Cut in Quality.

You feel a genuine interest in talking FIVE ROSES to your trade—speak as though you expected an order.

You *get* it, Brother Grocer—and *again and again.*

* * *

You have lost money and confidence by not selling FIVE ROSES *sooner.*

But it is *not* too late to catch up.

Is it, Brother Grocer?

LAKE OF THE WOODS MILLING COMPANY, LTD.

MONTREAL——————WINNIPEG

Makers of Five Roses Flour

Canadian Trade Changes of Recent Occurrence

Sales That Have Been Made During the Past Week—Losses by Fire and Assignments Made.

Ontario.

J. H. Ledger, grocer, Toronto, has sold to Wm. McNabb.

Morris Sheehan, grocer, Toronto, has sold to S. J. Miller & Co.

Henry Hosie, grocer, Sarnia, has been succeeded by Jos. Kennedy.

Jas. Simpson, grocer, Metcalfe, Ont., sustained loss by fire recently.

Jane Stanbury, grocer, St. Thomas, Ont., has sold to Devlin & Green.

R. H. Miller, general merchant, Cottam, Ont., has sold to W. H. Stinson.

W. A. Currie, grocer and dry goods merchant, Glencoe, Ont., is offering a compromise.

J. J. Harrison, general merchant, South Woodslee, Ont., has removed to Napier, Ont.

McDonnell & Dingwall, wholesale produce merchants, Toronto, have changed their style to W. F. McDonnell & Co.

Carter-Crume Co., Manufacturers of check books, etc., Toronto, has sold its Canadian business to F. W. Burt Co., Ltd.

The Merchants' Counter Check Book Co., Toronto, and the Morton Co., manufacturers of counter check books have sold to F. W. Burt, Co., Ltd.

Quebec.

E. Raby, grocer, Montreal, has compromised.

Mrs. M. D. Barbeau, grocer, Montreal, has assigned.

Assets of F. X. Paquet, grocer, Quebec, are sold.

L. J. Bertrand & Cie, Hervey Junction, Que., have registered.

Nap. Morin, general merchant, Lambton, Que., has assigned.

S. E. Adam, general merchant, D'Israeli, Que., has assigned.

H. H. Miner, general merchant, Dunham, Que., has compromised.

J. S. Proul, general merchant, Fraserville, Que., has compromised.

Demand of assignment has been made on E. Mounsey, grocer, Montreal.

C. Hebert & Fils, general merchants, Stottsville, Que., have their assets sold.

Assets of J. A. Massicotte, general merchant, St. Prosper, Que., are to be sold.

I. D. Carmichael, grocer, Port Coulonge, Que., has assigned to J. McD. Hains, Montreal.

Jas. Fletcher & Co., general merchants, Rigaud, Que., suffered loss by fire recently. He was insured.

D. W. Ross & Co., importers and wholesale grocers, Montreal, have dissolved, D. W. Ross, J. S. Ereaux, and R. B. Ross registered.

Drouin, Freres & Co., wholesale grocers, vinegars and spices, Quebec, recently sustained loss by fire. They carried insurance.

Maritime Provinces.

Jno. A. McLeod, grocer, Sydney, N.S., has assigned.

Mrs. E. J. Fullerton, grocer, Amherst, N. S., has registered.

Donald McPhee, grocer and butcher, Halifax, N. S., has assigned to Geo. E. Faulkner.

Western Canada.

F. A. Eden, Vancouver, B.C., has sold to W. Wilson.

M. Krauss, general merchant, Krauss, Sask., is dead.

Mrs. Lawson, grocer, Souris, Man., is succeeded by J. Caudlin.

Larson & Code, general merchants, Camrose, Alta., have dissolved.

Mutter & Young, general merchants, Hawarden, Sask., have dissolved.

Trott & Corbett, grocers, Vancouver, B. C., have been suceeded by F. J. Trott.

L. Kohlruss, general merchant, Southey, Sask., is succeeded by Adam Markwart.

Woolsey, Le Feaux & Co., Ltd., grocers, Revelstoke, B.C., are succeeded by G. W. Bell.

New Companies.

The Catty Company, is a new concern with head office in Toronto, organized with an Ontario charter, to do a commission business. The share capital is $20,000.

Dwyer-Marchen, Ltd., is the name of a new company with an Ontario charter to buy, sell and manufacture evaporated apples and other fruits and vegetables. The head office of the company is at Ottawa.

The Autographic Register Co., of Canada, with headquarters in Montreal, has been formed to manufacture and deal in loose leaf devices, manifold books, autographic registers, etc. The capital stock is $20,000.

Bradshaw's, Ltd., Toronto, has been formed to manufacture and deal in wax papers, chewing gun and confectionery specialties, and have purchased the business at present carried on by I. D. Bradshaw, under the style of I. D. Bradshaw.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow, Scotland

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

Black Watch
The Big Black Plug Chewing Tobacco
Already a Big Seller
Sold by all the Wholesale Trade



Good Service Needed in Handling Fresh Fruits

Suggestions as to How the Retailer can Best Keep Fruit so that Quality is Retained—Spoiled from Dust in the Street — Merchants Should Purchase What They Know They can Sell.

The handling of fruits is becoming a heavy item in the management of the grocery trade, and calls for the best possible methods. On account of its perishable nature a grocer requires special knowledge of the fruit, and careful judgment in buying and selling.

From the time the first strawberries come in, to the time the last grapes are cut off by the advent of the winter, the grocer is never free from anxiety or even worry. He must be on hand when the fruit arrives to make his selections, and after he has done this the next train may bring in a heavy supply, and prices may drop so that he will have to sell his goods at cost or else hold them and see them decay on his hands.

With the fact in his mind that it must be sold, instead of keeping it inside, free from dust, he places it outside of his store to attract the attention of those who pass by, and in this way tries to get rid of it as quickly as possible.

Cleaner Goods in Demand.

While this is practised with good results, so far as sales are concerned, it nevertheless is by no means good, clean, up-to-date, storekeeping. The trend from day to day is more and more for cleaner goods, and if kept inside away from dust and dogs it will be appreciated by the better class of customers.

Although, according to law in many places, fruit is to be placed when outside, in certain positions, it is often left on the sidewalk. This, if seen by certain customers would keep them from ever again buying fruit at that place.

Fruit Spoiled by Handling.

The fingering of fruit by customers is another serious source of annoyance and loss to the storekeeper. How much fruit is unconsciously spoiled through this careless habit is only known by the merchant. How often the retailer almost bites his lips in anger when he sees a customer poke her thumb in almost every pear or peach on top of the basket which he knows will show a black spot in a short time afterwards, and then walk away and let the merchant sell the fruit which she has spoiled, to some one else.

A large quantity of fruit was handled so far this summer with good judgment, and less fruit was wasted than ever before. The foolish spirit of trying to buy the largest quantity of fruit was not in evidence this year in most places. Merchants were careful to buy only what they felt sure that they could sell and the result is that they almost all made money on it.

It is a fact proven by daily experience that competition is no longer a matter of price, but a matter of good service.

JOSEPH PREVOST DEAD.

Montreal wholesale circles lost a long known figure on Saturday last, when Joseph Prevost, of the purchasing department of Laporte, Martin & Co. died, following an operation for appendicitis performed three days previously. A perfect gentleman, a conscientious, hard worker, and a man who knew his business to the smallest detail, his loss will be felt by a host of friends, but more particularly by his firm, who will with difficulty replace one whose unfailing courtesy and ability enabled him to fill with honor to himself and profit to his firm a position which was anything but a sinecure. Mr. Prevost was only thirty-seven years of age. He had been in the grocery business for twenty years, all of which time he was in the employ of the one firm.

Character is formed by conquering difficulties.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Fancy Crawford Peaches

are now arriving freely.

Now is the time to secure your supplies.

Grapes and Pears

also coming in large quantities

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

Cranberries, Sweet Potatoes, Late Valencia Oranges, Verdilli Lemons

Your Orders Solicited

THE LEMON CREED

¶ There is more real—actual—value in a box of "ST. NICHOLAS" Lemons at any time of the year—in any year—than any other brand of lemons on the market to-day, yesterday, or any old day—and that has been so for 28 years. There may be times when things occur over which we, "The Common People," have no control: the carriers may not use the fruit right and we may be unable to get revenge—Providence may interfere (not just because we are in the lemon biz, but just because—)—which things may make us lose money, but give "ST. NICHOLAS" a fair show—in fact, you may even handicap it some—and you will make more "REAL" money (the kind you can take a trip to California on) in a year than any other pack of lemons in existence to-day, or likely to be.

J. J. McCABE

AGENT

32 Church Street, TORONTO

Canadian Fruit, Vegetable and Fish Markets

Price of Cranberries Increases—About Fifteen Carloads Fruit Handled Each Day on Toronto Market — Quality Never Surpassed—Oranges Selling Well—New Vegetables on the Market —Fish in Good Demand.

MONTREAL.

GREEN FRUITS.—Apples are beginning to come in more freely. A few St. Lawrence are quoted. Blueberries are gone. Cranberries are still scarce, and are quoted at $7.50 per crate, an increase of $2.50 over last week. Several shipments expected this week may lower this price. California grapes are scarce and prices higher. Canadian Bartlett pears in barrels are quoted. The market is comparatively steady and supplies are good in most lines.

Apples, crabs, basket		0 35
" Duchess, No. 1		3 25
" " No. 2		2 75
" Alexanders, No. 1		3 50
" " No. 2		3 00
" St. Lawrence, No. 1		3 50
" " No. 2		3 00
Bananas crated, bunch	1 75	2 25
Cranberries, per crate		7 50
Cocoanuts, bag	3 00	3 25
Grapes, California, Malagas, crate		1 75
" " Tokays, crate	2 75	3 00
" Delaware, crate		1 25
Lemons, Verdillis, box		4 00
" Maoris, box		4 50
Limes, per box		1 00
Melons, Montreal, basket of 12 to 13	3 00	10 00
" Canadian, 6 to 9 in crate		1 50
Oranges, late Valencias	3 50	3 75
Peaches, California, box	1 50	1 75
" Canadian, basket		1 00
Plums, California, per crate	1 75	2 50
" Canadian, basket	0 40	0 70
Pears, California, (Bartlett) per box	3 50	4 25
" Canadian (Bartletts), in bbls	4 50	5 50
" Canadian, basket	0 60	1 00
Pineapples, Florida, box	4 00	5 00
Watermelons, each	0 30	0 40

VEGETABLES — Several new lines have been added during the week, the principal ones being pumpkins, $1.25 to $1.50 per doz., Hubbard squash, $1.50 doz., and Chateauguay tomatoes, 35 to 40c per basket. Parsnips are scarce and lettuce is rapidly becoming so. Demand continues steady and prices comparatively firm.

Beets, old, bag		1 00
" new, dozen bunches		1 00
Carrots, dozen bunches		1 00
" bag		0 60
Cabbage, dozen	0 15	0 30
Celery, Canadian, dozen	0 40	0 75
Cauliflowers, dozen	1 00	2 00
Corn, dozen	0 06	0 10
Cucumbers, dozen	0 05	0 10
" basket		0 25
Green peppers, crate	1 50	2 00
Lettuce, dozen	0 40	0 50
Leeks, dozen		1 00
Onions, doz. bunches		1 00
" red, per bag		1 00
" large, white, dozen		0 40
" Spanish, cases 150 lbs		2 75
" " crates 50 lbs		0 90
Potatoes, Montreal, bag	0 60	0 90
Parsley, dozen	0 10	0 15
Parsnips, dozen bunches		1 50
Pumpkins, doz	1 25	1 50
Sage, dozen	0 40	0 50
Savory, dozen	0 40	0 50
Spinach, Canadian, box		0 50
String beans, bag	0 35	0 50
" " basket		0 25
Squash, Hubbard, per dozen		1 50
Tomatoes, Montreal, gin box	0 25	0 75
" hot-house, lb		0 08
" Chateauguay, per basket	0 35	0 40
Turnips, bag		0 50
" new, dozen		0 15
Vegetable Marrows, dozen	0 50	0 60
Watercress, dozen		0 40

FISH.—Trout and whitefish supplies are better. Haddock is not so plentiful. Brook trout are coming in better. The market is steady and supplies are good in most lines.

FRESH

Barbotte	0 09
Bluefish, per lb	0 14
Brook trout, per lb	0 25
Dore, per lb	0 13
Eels, fresh, per lb	0 08
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 05
Lake trout, per lb	0 10
Market cod, per lb	0 04
Perch, dressed, per lb	0 10
Salmon, B. C.	0 17
Salmon, Gaspe, per lb	0 20
Sea trout, per lb	0 12
Steak cod, per lb	0 06
Whitefish, per lb	0 10

FROZEN

Dore, winter caught, per lb	0 10
Halibut, per lb	0 09
Mackerel, per lb	0 10
Steak cod, per lb	0 04
Salmon, B.C., red, per lb	0 10
Salmon, Fall, per lb	0 08
Salmon, Qualla, per lb	0 09
Whitefish, large, per lb	0 09
Whitefish, small, per lb	0 06

SALTED AND PICKLED

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Green cod, No. 1 medium, per lb	0 03½
" small, per lb	0 02½
" large, per lb	0 03½
Labrador herring, bbl	5 75
Labrador herring, half barrel	3 00
Labrador sea trout, bbls	12 50
" " half bbls	6 50
No. 1 mackerel, pail	1 80
No. 1 " half bbls	8 00
Skinless cod, 100 lb. case	5 50
Salmon, B.C., half bbls	9 00
Salt sardines, 20 lb. pail	1 00

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb	0 07 0 08
Herring, new smoked, per box	0 14
Kippered herring, per box	1 10
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 30
Oysters, choice, bulk, Imp. gal	1 50
" "Sealshipt" Imp. gal	1 90

TORONTO.

GREEN FRUITS. — With the strict rules, between the retailers and the wholesale fruit dealers, that no one but merchants can buy at the fruit market, few outside of the dealers have an opportunity to see the magnificient display of fruit which arrives from day to day, and is sold to hundreds of dealers, who come there for their supplies. Upwards of 15 car loads are handled each day, and the total number of baskets sold last week was 107,388. Not only is the quantity almost beyond belief, but the quality has never been its equal, and may not equal it again in ten years. Peaches, plums, pears and apples are all carefully assorted, and run in price from 25c to $1 a basket. No fault is found with the packing, the bottom is as good as the top, for which the packers deserve credit. With all this choice fruit, it is interesting to note that the oranges, which are on our market now practically all the year round, are still in good demand, and are sold in large quantities. The first car of Cape Cod cranberries made its appearance, and the quality was never better. They are sold at $9 per barrel.

Apples, green, basket	0 15	0 35
Bananas	1 75	2 25
Blueberries, per basket	1 00	1 25
Cranberries, per bbl		9 00
Grapes, small basket	0 15	0 20
Lawtonberries	0 04	0 05
Lemons, Verdelli	4 00	4 25
Limes, crate		1 25
Oranges, Cal. Valencia	3 25	3 75
" Cal. small		3 00
Peaches	0 25	0 90
Plums, Canadian, basket	0 20	0 50
Pears, Can., basket	0 25	0 40
Pineapples, per doz		2 40

VEGETABLES.—As stated last week, vegetables of all kinds are now supplied direct to the grocers by the local gardeners, and therefore very few are seen on the market. Cantaloupes, however, as well as egg plants, are in abundance. Potatoes are firm, and the Ontario grown are quite equal in quality to the eastern potatoes, which for some years were considered superior to our own.

Beets, per bunch	0 15	0 20
Cabbage, Canadian, per barrel	1 25	1 50
Cantaloupes, Canadian, per basket	0 25	0 30
" " per case	0 75	0 80
Carrots, new, per basket	....	0 20
Celery, Canadian, per doz	....	0 40
Corn, dozen	0 08	0 10
Cucumbers, per basket	0 35	0 40
Egg plant, per basket	0 35	0 40
Onions, Canadian, green, per dozen	....	0 25
" Danvers, bag	1 15	1 25
" new, Valencias, crate	2 75	3 00
" Spanish	....	2 75
Peppers, green, per basket	0 30	0 35
" red, per basket	0 50	0 60
Potatoes, Canadian, per bag	0 75	0 80
" sweet, basket	....	0 65
" sweet, per hamper	2 00	2 25
Radishes, per dozen	....	0 25
Tomatoes, Canadian, per basket	0 20	0 30
Watermelons, each	0 30	0 45

FISH.—In calling on the fish dealers, the first one remarked that the demand was good, but that white fish are scarce. The second one said: "We get all we want, and business is good," and the third enthusiastically stated that business was booming, and that it never was better. All agreed that there is no change in prices.

Bloaters, per box	1 20
Blue fins	0 06½
Carp	0 03
Cod, fresh caught	0 07
Cod, Imperial, per lb	0 05
Cod, Arcadia	0 10
Ciscoes, per basket	1 00 1 10
Eels, per lb	0 08
Finnan haddie	0 07½ 0 08
Haddock, fresh caught	0 07
Halibut, fresh caught	0 10
Herring, medium, per lb., fresh caught	0 05 0 06
Herring, Digby, per box	0 15
Lobsters, each	0 25 0 30
Mackerel, each	0 15 0 20
Perch	0 07
Pike	0 06
Quail on toast	0 05½
Sea salmon	0 17
Trout, fresh caught	0 10
Whitefish, fresh caught	0 10
Yellow pickerel	0 09
Oysters, selects, per gal	1 90
" standards, per gal	1 60

NOT UP TO EXPECTATIONS.

Bean Crop in Kent Will Fall Short of Estimates—Decline in Price Anticipated.

Chatham, Sept. 22.—The great bean crop of South Kent is nearly all harvested. A careful survey of the field indicates that the yield will fall somewhat short of more optimistic estimates voiced earlier in the season.

The farmers have had on the whole excellent weather for the harvest. In some sections frosts early in September were not too late to injure some of the beans planted late in the spring, and quite a bit of damage resulted from this source. There has been little wet weather, however, and this is one of the worst foes of the beans after they have been ripened, though essential to their growth prior to that stage.

The major portion of Canada's home bean supply comes from the County of Kent. Farmers in the bean country along the waters of Rondeau, where the beans thrive best, anticipate in the neigh-

Fancy New

All Fancy Goods

Layer Figs
Cape Cod Cranberries
Jersey Sweet Potatoes
Oranges - Lemons

White & Co., Limited
Toronto and Hamilton

Siroccos, Volcanoes, Earthquakes

have never destroyed the foundation or misplaced one stone in the up-building of our trade. Nearly fifty years ago the father of the present members of our firm, with his brother started Lemon-packing—"G. H. & M. Follina." The business then started has steadily increased and is still growing. England, Germany, Australia, Russia, Japan and United States know our pack—buy our Lemons. Quality has won!—Quality will hold!

ORDER OUR LEMONS

W. B. Stringer, Canadian Agent, Toronto

Fratelli Follina, Palermo, Messina

CANADIAN FRUITS—Now at Their Height

Large Quantities arriving daily.

PEACHES
PEARS
PLUMS and
GRAPES

Prices reasonable.

SEND US YOUR ORDERS

HUGH WALKER & SON
GULEPH, ONTARIO

borhood of 20 bushels to the acre, though in good years as high as 30 bushels to the acre have been known in this section.

Estimates as to the extent of the crop vary considerably and at the present stage a very large element of guesswork enters into the best of them.

Locally, beans are still quoted at $1.75 to $2, a bushel, which has been the standard quotation throughout the summer. This indicates that deliveries have not been very active so far. Buyers expect a decline when deliveries commence. It is doubtful, however, if the decline will be a very maked one.

A feature of the situation which must be considered is the marked prosperity of the farming community during the past year. Farmers are no longer in dire need of money. As a result, there is no noticeable rush of grain deliveries. Farmers are able to hold their grain, and this condition will also affect beans, for a time at least. Of course, beans run considerable risks of deteriorating when held; nevertheless, the outlook is that the growers will take their chances to a considerable extent.

BUSINESS MAXIMS.

Faith and persistency are life's architects.

What appear to be calamities are often the sources of fortune.

We ought to aim at such pleasures as follow business, not at those which precede it.

What we are not willing to suffer in others we ought by all means to avoid in ourselves.

He who reigns within himself and rules passion, desire and fear is more than a king.

Each day, each week, each month, each year opportunities offer themselves, but many pass them by unnoticed.

The best idea we can form of absolute truth is that it is able to meet any condition by which it can be tested. Half truth is sometimes worse than a lie, because it is more insidious and misleading.

Dark clouds roll up and exclude the sun, but we know that there is light behind the clouds. So no one should be unduly depressed by non-success. There may be a better time coming.

TRADE NOTES.

Geo. Fleming has purchased the general store business of Wm. Stuart, of Crossfield, Alta. O. D. Fleming will manage the business. The new proprietor announced the change by using liberal space in the Crossfield Chronicle and the fact that he was holding a clearance sale.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

APPLES. *If you want to buy or sell a carload it will pay you to get in touch with us.*
THE DAWSON COMMISSION CO., TORONTO

Satisfaction

is the ideal we aim at, with every single can of our

GOLDEN CROWN and GOLDEN KEY

Lobster which we send out. Our goods have a recognized reputation for reaching the retailer in perfect condition, and we guarantee every can to contain nothing but fresh, appetising and wholesome lobster with the natural flavor retained. Let us send you our prices. We pack in all sizes.

Sole Packers

W. S. Loggie Co., Limited
Chatham - New Brunswick

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.
SOUTH NORWALK, Connecticut.

The Most Healthful of All Foods

is the

BRUNSWICK BRAND SEA FOODS

DELICIOUS——————DELICATE



If your stock of our kippered herring or haddock is low replenish it at once. We have the latest machinery, the most efficient help and the most sanitary and improved factory. Our haddock and herring are caught in the deep waters of the Bay of Fundy. There is nothing to equal them as business-builders.

Handle the Brand That Will Sell.

Carry the Goods That Go Well.

There is Nothing Like the Brunswick Brand.



CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros. Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.



By Special royal permission.

"King Oscar"

Brand

Norwegian Sardines

You are vitally interested in the fact that "King Oscar" Brand Sardines are BIG SELLERS. Their quality gives them first call with discriminating buyers.

These Sardines have established the reputation as the purest, sweetest and best packed on the market.

STOCK "KING OSCAR" SARDINES

J. W. BICKLE & GREENING

(J. A. HENDERSON)

Canadian Agents HAMILTON, ONT.



"Mephisto"

BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee

PRODUCER

Port Elgin, N.B., and Pictou, N.S. Canada

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Corlstine Building
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Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

Part II:—

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation Order?
Bulk versus Package Teas.
How to Establish a Tea Trade.
Tea Blending.

275 Pages Price $2.00
Fully Illustrated

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10 Front St. East - - Toronto

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

Mr. Level-Headed Grocer

Which will YOU do, hold the credit customer AND GET YOUR MONEY OUT OF HIM? Or lose both the customer and the money he owes you? The answer ought to be simple. There is ONE WAY to hold this class of customers, please them, and avoid loss. That way is by using the

Allison COUPON BOOK SYSTEM

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, U.S.A.
Order them from your Jobber



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. $2 per bottle at dealers or delivered. Horse Book 7 D free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Goitre, Wens, Strains, Bruises, stops Pain and inflammation.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

Wolverine **Show Case**



The best show case made in America for the money.

Price, $4.50 per foot f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE,
LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited



TIME MEANS MONEY

You save both when you have McGregor's Patent

BAG HOLDER

It holds all kinds from ¼ to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.

KILGOUR BROS.
19 Wellington St. West, - TORONTO



See Here!

¶ We can tell you just what is needed to give the finishing touch to your grocery store--you want an

ELGIN NATIONAL
COFFEE MILL

This mill is the easiest running and fastest grinding on the market and is well-built with steel grinders. Particular attention has been paid to its shape and finish, so that it is an ornament as well as an indespensable article in the store. *The cost is low.*

Ask any of the following Jobbers for our Catalogue,
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain Ltd.
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ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

"ENTERPRISE"

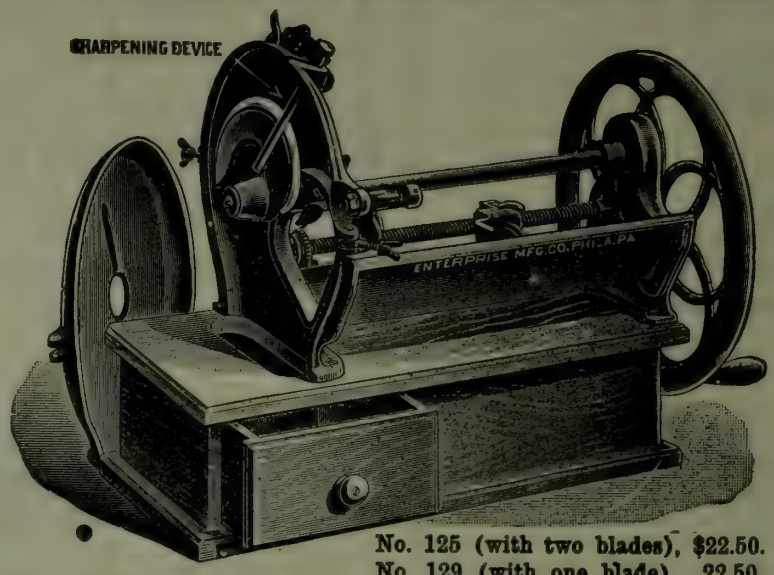
Grocers testify that when they install the

"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), $22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japanned, at $8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co., of Pa.
Philadelphia, U.S.A.

New York, 21 Murray Street
San Francisco, 544 Van Ness Ave.

BUILDS BUSINESS

Apple Shippers

Send to the

Hamilton Stamp and Stencil Works, Ltd.

HAMILTON, ONT.

FOR

Stencils, Inks, Brushes, &c.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

AT THIS SEASON THERE IS ALWAYS A GOOD DEMAND FOR

BRUSHES

FOR HOUSECLEANING PURPOSES

We make a specialty of this class of goods—and have the largest range in Canada to choose from. You will also find our goods of SUPERIOR QUALITY AND FINISH —AND VALUES UNEQUALLED

Place your order now for the Keystone Brand

Manufactured by

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 2 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	5 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 8 oz.	1 95
" ½ lb.	2 85
" 12 oz.	3 75
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case).

	per doz		per doz
Strawberries	3 25	Sweet cherries	2 40
Peaches	2 85	Red currants	2 40
White cherries	2 85	Black currants	2 40
Red raspberries	2 40	Green G. plums	2 40
Black raspberries	2 40	Lombard plums	2 40
Lawtonberries	2 40	Blue plums	2 40
Red cherries	2 40	Pears	2 40
Black cherries	2 40		

SIMCOE PURE PRESERVES

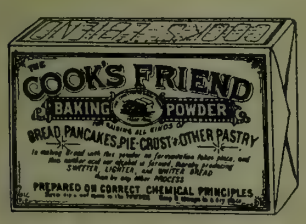
(Packed 2 doz. to the case.)

12 oz. Simcoe Pure Strawberry Preserves	1 35
16 " " " " "	1 75

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

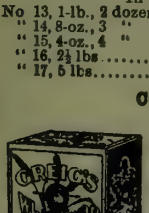
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

	In Cartoons	per dozen
No. 1, 1-lb., 4 dozen		2 40
" " 2 "		2 50
No. 2, 5-oz., 6 dozen		0 80
" " 3 "		0 85
No. 3, 2½-oz., 4 dozen		0 45
No. 10, 12-oz., 4 dozen		2 10
" " 2 "		2 20
No. 12, 4-oz., 6 dozen		0 70
" " 3 "		0 75
	In Tin Boxes	per dozen
No 13, 1-lb., 2 dozen		3 00
" 14, 8-oz., 3 "		1 75
" 15, 4-oz., 4 "		1 10
" 16, 2½ lbs		7 25
" 17, 5 lbs		14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz. $1 40

White Swan Flaked Rice, per doz. 1 00

White Swan Flaked Peas, per doz. 1 00

Blue

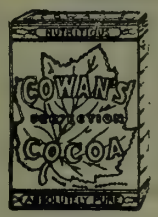
Keen's Oxford, per lb. 0 17

In 10-box lots or case 0 16

Gillett's Mammoth, ½ gross box 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—	
Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Solu. le, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

	Per lb.
Unsweetened Chocolate—	
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 35
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " " "	2.40
¼ " " 2 " " " "	4.75
1 " " 1 " " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoas, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

	15 lb. pails	30	50 lb.
boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 1	
Desiccated	0 16	0	

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14
Package Coffees—	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

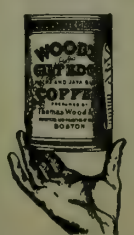
Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz	8 25
Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

CLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 25
" " "	1-lb. tins		2
" " groats	½-lb. tins		1
" " "	1-lb. tins		2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.





Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for 2 80.

5 boxes 2 75

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Lafianme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jam—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	07



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Why Handle Dead Stock?

2 IN 1 —the World's Best Shoe Polish

sells rapidly, because of its undoubted merit. Our huge Consumer Advertising Campaign materially helps in pulling "2 in 1" through the retail store

ORDER OF YOUR JOBBER.



THE F. F. DALLEY CO. Ltd. - Hamilton, Can. and Buffalo, N.Y., U.S.A.

SORT UP YOUR STOCK

From now on commences a good steady demand for

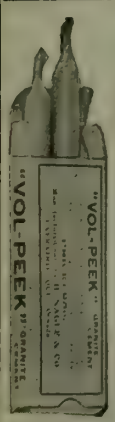
STOVE POLISH

Get ready to look after your trade requirements with the "old reliable"

James Dome Black Lead

The best in Stove Polish that money can buy. Sold by all jobbers

W. G. A. LAMBE & CO. - Canadian Agents.



Have Your Wife Try

the famous

"VOL-PEEK"

GRANITE CEMENT

for Mending Holes in Pots and Pans.

If it pleases her it will please others, will it not?

H. NAGLE & COMPANY
LAPRAIRIE, QUE.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails
½ doz. in crate

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.



Goodwillie's PURE FRUITS

In Glass

There is nothing to be gained by your experimenting with a dozen and one different packs of Pure Fruits.

So why not begin correctly by ordering, and featuring, GOODWILLIE'S, the brand that always leads.

You will find it to your own advantage to handle GOODWILLIE'S, and you will greatly please your customers.

Your wholesaler will gladly furnish prices.

AGENTS :

Rose & Laflamme, Ltd. - Montreal and Toronto

	Per lb.
0-lb. wood pails	0 06¾
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

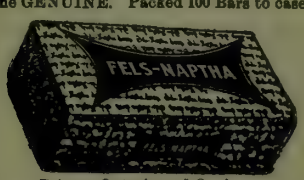


Assorted Case,	Contains 4 do ..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases, or more	4 95



List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10¾
½-bbls.	0 11
Tubs, 60 lbs.	0 11
20-lb. Pails.	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11¾
" 5-lb.	0 10¾
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10½
Tubs	0 10¾
20-lb. pails.	0 11
20-lb. tins	0 10½
10-lb. "	0 11¼
5-lb. "	0 11⅜
3-lb. "	0 11½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, -lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ...per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow M.lk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F.	¼-lb. tins	per doz. $ 1 40
"	½-lb tins	" 2 50
"	1-lb. tins	" 5 00
Durham	4-lb. jar	per jar 0 75
"	1-lb. jar	" 0 25
F.D	¼-lb. tins	per doz. 0 85
"	½-lb. tins	" 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases	60 1-lb. packages	$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	30 1-lb. "	2 75
	60 ½-lb. "	

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	17 26
Gloriola soap	"	13 00
Straw hat polish	"	18 36



3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered) $3 85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 1-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

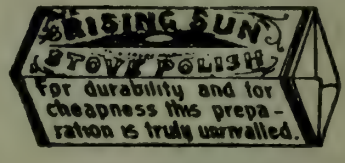
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs, 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 5 in case	0 08
6-lb. enameled tin canisters, 5 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DIME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼ barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "
Plain tins, with label—	Per case.
2 lb. tins, 3 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)



Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO.,
Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	½s, 20c.; ¼s, 21c.
30c	½s and ¼s, 23c.
40c	½s and ¼s, 28c.
50c	½s and ¼s, 35c.
75c	½s and ¼s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ¼'s	$1	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 26	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.



MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed, ½s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbr. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb.	retail at 25c.	$0 20
" " ½-lb.	" "	0 21
Blue Label, retail at 30c.		0 23
Green Label	" 40c.	0 30
Red Label,	" 50c.	0 35
Gold Label	" 60c.	0 42
	" 80c.	55

RIDGWAYS.
London, Vancouver Winnipeg and Ceylon



Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s.	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 8s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	70
Cut Smoking—Great West Pouches, 7s.	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-6, 1-3	0 65
" 1-9	0 [illegible]
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S BAKING SODA

It isn't only that

"COW BRAND" BAKING SODA

is stronger and purer than any other package or bulk soda but that it is always uniform and thoroughly reliable.

The housekeeper's guarantee lies in the reputation of the manufacturers.

Your guarantee for profit lies in "COW BRAND" Baking Soda's popularity with the housekeeper.

Ask your jobber for same

Church & Dwight

MANUFACTURERS
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority.

The Beardwood Agency

313 New York Life Building - MONTREAL

DELAY resulting from scarcity of empty cars may be avoided by ordering your requirements of **SALT** now

FROM

VERRET, STEWART & CO.
LIMITED

No. 12 Port Street
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



TEAS

have advanced and are **going higher.** Our **"EMPIRE BLEND"** black, green and mixed, gives splendid satisfaction. Send a postal card for sample of our 25c. line. It will show you big bargain.

Empire Brand
WE OWN IT

SALMON

has gone up and is bound to go **still higher.** We have picked up a line that is bargain-buying for you. How many cases do you want?

4 Free Phones

Will have to add more soon. Are you taking advantage of this facility? Try the system.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS

HAMILTON, - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, OCTOBER 1, 1909. NO. 40



"At home and abroad"

KEEN'S OXFORD BLUE

Enjoys the reputation at home and abroad as the most perfect and satisfactory Blue made -- Knowing this, Mr. Grocer, it's money to you to make it your leading laundry blue.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, **Montreal**

Two Important Lines

For Canadian Grocers

Edwardsburg "Silver Gloss" Starch (for the laundry)

Benson's "Prepared" Corn (for cooking purposes)

These starches are the recognized "best sellers" in Canada. Every grocery jobber sells them.

In Table Syrups—**The remarkable increase in the demand for "Crown" Brand Corn by the consumers of Canada shows that its richness, purity, flavor and healthful qualities are appreciated—Sell "Crown" Brand Table Syrup.**

EDWARDSBURG STARCH CO.

ESTABLISHED 1858 LIMITED

53 Front St. E., TORONTO, Ont. Works: CARDINAL, Ont. 184 St. James Street, MONTREAL, P.Q.

A Handy Can of Soap Powder

SURPRISE
BORAX WASHING
(PULVERIZED SOAP) POWDER

See the Sifting Holes; Saves Waste



Fac Simile of Can

A Large Package for 5 cents

"SURPRISE" Washing Powder is dry soap in fine powder, with Borax added, possessing wonderful lathering and cleansing properties. Can be used for all washing, cleansing and purifying purposes, in hard or soft, hot or cold water, without the use of Soap, Soda or any other preparation.

Order a case when next buying your "SURPRISE" Soap.

From any Wholesale Grocer.

The St. Croix Soap Manufacturing Company

Factory at St. Stephen, N.B.

BRANCHES: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

"THISTLE" Canned Fish

Canned Haddies, Kippered Herring and Tunny Fish packed in lined tins under the label and brand of "Thistle," come direct from the famous St. Mary's Bay Fishing grounds. The motto of the Packers is: "not how cheap but how good." The verdict of connoisseurs is: "the finest ever produced."

SARDINES From Norway

Packed in perfectly pure Olive Oil by Olsen & Kleppe at Stavanger, Norway, and packed with wondrous care and skill in the selection. Their special leading brands "Albatross" (small fish) and "Ambrosia" (a trifle larger) command ready and large sales to the most fastidious people.

Sold by the Leading Dealers.

Griffin & Skelley's Dried and Canned Fruits (all packed under the "Griffin" brand) are unique in the possession of that absolute confidence which wins permanent trade—the "Griffin" brand is like the "sterling" mark on silver. Seedless and Seeded Raisins, Sterilized Prunes, Cured Fruits and Canned Fruits.

Griffin's Dried Fruits

Vermicelli, Macaroni, Spaghetti and Fancy Pastes, bearing the name "Codou" on the package, are accepted the world over as the best of their kind—nothing finer can be produced. Cleanliness is absolute in the factory whence they come—the model factory of national repute. The rigid maintenance of quality is absolute. "Codou" is the name.

CODOU'S Macaroni

ARTHUR P. TIPPET & CO., Agents.

Montreal.



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East
"Face-to-Face Business" HAMILTON

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal.

10 Garfield Chambers, Belfast, Ireland.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

If you want the real thing, buy MUNN'S genuine, non-freezing Cod Liver Oil. Norwegian Process. In 25-gallon, tin-lined barrels.
Highest Prizes and Gold Medals at European Exhibitions. Stock carried. Wholesale only.

ROBERT ALLAN & CO.
MONTREAL
General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.
Manufacturers' Agent and Warehouseman.
Importing Commission or Buying Agent.
Warehouse: City Spur Track.
Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Selected Raisins, Currants, Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER WHOLESALE BROKER, and MANUFACTURERS' AGENT

Ceylon Teas, Coffees, Spices, Mustard. Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea —stood the test in Western Canada for over 12 years— sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.

Yours truly,
G. C. WARREN

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT
One Car Barbadoes Muscavado
One Car Bright Jamaica Crystal
PRICES SUBMITTED

LIND BROKERAGE CO.
23 Scott Street Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

— TO —

Brokers and Manufacturers' Agents

—Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

Try a business card in The Canadian Grocer.

Just a Word About

"Anchor," "Riverdale" and "Old Homestead"
CANNED VEGETABLES

As usual, we are filling all orders in full—100% delivery.

If you are one of the many who have had 60-80% delivery on Canned Peas and the prospect of a short delivery on Corn and Tomatoes, DON'T YOU THINK it would be wise to fill up the shortage by sending us your orders for the above brands?

Your enquiries will have prompt attention.

EBY-BLAIN, LIMITED

Wholesale Grocers **TORONTO**

A PHENOMENAL SELLING LINE



40c.	Grade	costs you	30c.	per lb.	in lead packages.
50c.	"	"	35c.	"	" "
50c.	"	"	35c.	"	in 5lb and 3lb fancy tins.
50c.	"	"	36c.	"	1lb and ½lb " "
60c.	"	"	42c.	"	in lead packages
75c.	"	"	50c.	"	" "
1.00	"	"	70c.	in ½lb	fancy tins
1.00	"	"	72c.	" ¼lb	"

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St., MONTREAL

GET BUSY

Owing to a general short pack of Peas, Corn, Tomatoes and Pumpkin

PRICES ARE ADVANCING

Have you booked your full requirements ? If not, write us at once for assorted cars of above-mentioned lines, together with fruits.

Act quickly, as we have only a limited number of cases to offer.

THE ESSEX CANNING AND PRESERVING CO., Limited

ESSEX - ONTARIO

A strong combination-

¶ An extensive garden of three thousand acres in the heart of Prince Edward County, Ontario; a canning factory without a peer in the completeness of its modern sanitary and mechanical equipment, and the cleanliness and skill of its employees; that is the combination which produces "Farmer Brand" Canned Fruits and Vegetables.

¶ Consequently every can of Farmer Brand is pure in quality and perfect in flavor. Farmer Brand brings and retains for you the quality customers —people who want the very best and are willing to pay a fair price to get it.

The Farmers' Canning Company

Bloomfield, - Ontario

THE CREAM OF THE TRADE

IS SECURED WITH THE

RIVERDALE BRAND

The only sure, steady and sound way to retain it is to keep on selling this brand of canned fruit and vegetables, which is the standard of quality and excellence. It represents something that bears out exactly what we claim--absolute purity.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO



When over 95% of your customers use

Windsor Salt

for table and dairy, what is the use of taking up room in your store with any other brand?

Windsor Salt satisfies everybody, and it's never dead stock on your hands.

The Canadian Salt Co.
Limited
Windsor - - - Ontario



THIS TIN CONTAINS

100%

PERFUMED - POWDERED

LYE

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS
OPPORTUNITY OFFERS TAKE IT TO-DAY

WHITE SWAN SPICES AND CEREALS LIMITED
TORONTO

Comparison—
Your own safe test—
Is made easy.
We invite it!

So convinced are we of the absolute merit of every can of

Old Homestead Canned Goods

that we invite comparison of our brand with any other line on the market, be it higher or lower priced.

You can't have better than the best!

WE CAN only the freshest fruit and vegetables grown in the Garden of Canada (everything in any way doubtful being rejected by our inspectors), and we handle them in a modern, sanitary factory, replete with every appliance that ingenuity, cleanliness and skill have suggested.

This is the line of Canned Goods that **brings the re-orders** to your store.

Protect your own interests when next you are ordering canned goods by making sure the jobber has the name right—OLD HOMESTEAD.

THE OLD HOMESTEAD CANNING CO.

PICTON, ONTARIO

Malta-Vita

"The Perfect Food"

Your customers will like MALTA-VITA—that makes it easy to sell. Nearly every grocer from Halifax to Vancouver carries it in stock. If you don't handle it you are losing sales.



MALTA-VITA never fails to give satisfaction, and pays the grocer a good profit. It's not necessary to purchase large quantities, as the price is the same on one case or a hundred.

Every wholesaler in Canada carries MALTA-VITA in stock. Order a case to-day.

MALTA-VITA PURE FOOD CO., TORONTO ONTARIO.

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg
J. A. KAVANAGH, Hamilton and London
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal

GREEK CURRANT CO.

260 West Broadway, - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

Guggenhime & Co.

CALIFORNIA

Packers and shippers of the celebrated

"Pansy" and "Daphne"

BRANDS

Evaporated Fruits, Prunes, Seeded Raisins, etc., etc.

Selling these Brands means satisfaction all round.

We are represented in the Dominion by the following well-known brokers:

Rose & Laflamme, Limited -	Montreal, Que.
E. D. Adams - - -	Halifax, N.S.
W. S. Clawson & Co. - -	St. John, N.B.
H. D. Marshall - - -	Ottawa, Ont.
C L. Marshall - - -	Toronto
Geo. H. Gillespie - - -	London, Ont.
G. B. Thompson - - -	Winnipeg, Man.
Shallcross-Macauley & Co. -	Calgary, Alta.
Dominion Brokerage Co. -	Edmonton, Alta.
H. Donkin & Co. - - -	Victoria, B.C.
H. Donkin & Co - - -	Vancouver, B.C.

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

Ginger-Bread

BRAND

Molasses

Simply Out-Classes—That's All

Packed in tins, 2's, 3's, 5's and 10's.

Pails, 1's, 2's, 3's and 5's, and in bulk.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

O.K.

THE COLD MEAT

SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

SNAP SELLS



SOONER or LATER

you will handle it. The other enterprising dealers are doing so, and say they would not be without it on their shelves.

And the public, so cute and discerning, says there is no preparation like SNAP for the effective chasing from the hands of dirt, grease, paint and tar. You want an article that sells.

Order "SNAP," the hand-cleanser, from your jobber to-day.

SNAP CO., LTD., MONTREAL CANADA

"I's in Town, Honey" I brings yo' money !



Aunt Jemima's Pancake Flour is Going to Sell Better Than Ever



Our everywhere advertising will take care of that. We will keep up the advertising so that you can keep up the selling. : : : : : :

AUNT JEMIMA'S PANCAKE FLOUR

is the best known brand on the market. We intend to keep telling housewives about its fine qualities and about our unique coupon plan which increases your sales without increasing your work. : : :

You can sell more of Aunt Jemima's Pancake Flour and make more money with less work than by handling any other brand on the market. : : : : :

Aunt Jemima's Rag Doll Family

Aunt Jemima and her rag doll family are the most popular premiums ever given away. Every child wants them and they are given for the coupons on the packages. This plan never fails to work and soon spreads throughout the neighborhood. : : : : :

YOU SELL THE FLOUR—WE SEND THE DOLLS.

Don't forget that Aunt Jemima's is the popular and reliable brand for a good profitable business. Order your stock from your jobber.

THE DAVIS MILLING COMPANY - ST. JOSEPH, MO.

Manufacturers of the celebrated Aunt Jemima's Special Cake and Pastry Flour.

MacLaren Imperial Cheese Co. - Distributors for Toronto
Rose & Laflamme, Ltd. - " " Montreal
R. B. Wiseman & Co. - " " Winnipeg



We Want to Give Your Little One A FULL SET OF 4 DOLLS FREE

Just send us a request on your letter head (this is necessary) and we will send you FREE the entire Aunt Jemima family, all ready to sew and stuff.



Can You Use the Money ?

Many merchants complain of poor collections. They are sending statements, spending good money for postage, and time in trying to collect their bills. There is some little thing about the statement that the customer does not understand and he will come in some day and go over the account. Then the chances are he will ask for an itemized statement and take it home to have his wife look it over.

Made in Canada.

DELAY! DELAY! DELAY!

With the

McCaskey Register System

Every account is ready for settlement at any minute.

Your customer has a complete itemized bill and statement with every purchase.

They do not dispute their bills, but they do pay them promptly.

We have hundreds of letters from merchants saying their collections are 50% better by the McCASKEY SYSTEM

Can You Use the Money ?

Write us for information. A postal will do.

Dominion Register Co., Limited

Successors to the McCaskey Register Co.

96 to 104 Spadina Ave. - - - - - TORONTO

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E. London, England



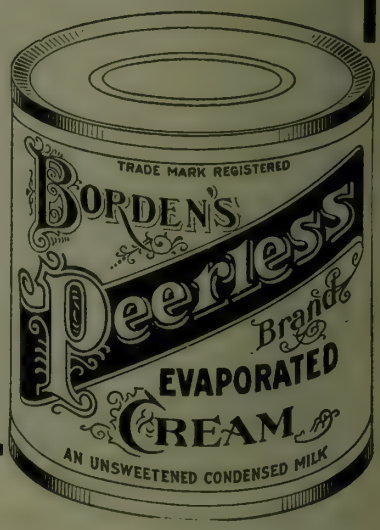
It isn't a question of any kind of Condensed Milk!

It is for you to supply your customers with the ***best*** and ***most perfect***. To do this it must be

BORDEN'S BRANDS

that you offer. Indisputably the best sellers are

"Eagle Brand" Condensed Milk
and ***"Peerless Brand" Evaporated Cream.***



Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,

ST. GEORGE, - ONT.

VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—TOM MURRAY, Chicago.



IMPERIAL EVAPORATED CREAM

Has the reputation for general excellence.

Recommend and supply to your customers the VERY best.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL



No Experiment

need be made, and no feeling of doubt or uneasiness need worry you, if you handle

E. D. Smith's Jams and Jellies

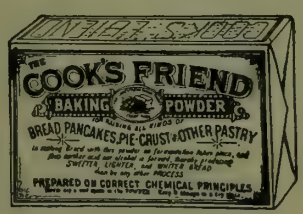
for you know you are giving your customer a pure food product which cannot fail to give satisfaction.

E. D. S. brand goods are made from pure fresh fruit, and finest sugar only, and the packages, etc., are absolutely airtight. No preservative whatever is needed or used. There is no trouble in selling E. D. S. goods.

E. D. Smith's Fruit Farms, Winona, Ont.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton;

A LEADER
FOR OVER
50 YEARS



W. D. McLAREN, LIMITED
Manufacturers
583-585 St. Paul Street - MONTREAL

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:
Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.
W. A. Carson, Manager NAPANEE, ONTARIO

To the Trade:

THAT

CEYLON TEA

HAS THE CALL,—

A statement recently made by the Grocery House which has the greatest number of important Retail Establishments, and is consequently in touch with the greatest number of consumers, of any in the country,—

IS

Convincing Evidence

THAT

Ceylon Tea is the Best

AND THAT

Ceylon Tea is the Cheapest

H.P. SAUCE

A REAL LIVE SELLING LINE

THE BRIGHT, live aggressive Canadian advertising, which we are doing, is sending the people to the stores for H. P. Sauce.

STOCKS MELT LIKE SNOW

Try a bottle yourself on your own table and you will see why it's selling so freely.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.

MIDLAND VINEGAR CO., BIRMINGHAM, ENG.



BROOMS

For use in Home, Factory, Warehouse, Mills, Elevators.
Buy the BEST.

Oval Apple Baskets

We have them in

Willo-Willo Cane and old timer Hickory, Woodenware, Paper, Twine, Grocers' Sundries.

Walter Woods & Co.

Hamilton and Winnipeg



BULK—25 lb. Pails and 60 lb. Tubs
ALL WHOLESALERS.
NICHOLSON & BROCK, - TORONTO



Be Convinced Yourself

Send to us for a sample of the famous ***HOLLAND RUSKS*** and be convinced that what we say is true. We say that no other food approaches them. Your customers will say the same.

YOU SHOULD HAVE A STOCK

HOLLAND RUSK CO
HOLLAND, MICH. *Makers of the Original*

If your jobber cannot supply you, please notify

McGREEGOR SPECIALTY CO.
672 Yonge Street, TORONTO

Canada First

Pure,
Fully Sterilized and
Healthful.

Anticipate the rush
by stocking this brand.



Evaporated Cream

Carefully prepared
in
Up-to-date, Sanitary
Factory.

Order to-day from
your wholesaler.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

NEW **PEELS** IN STOCK

CANDIED AND DRIPPED. BEST QUALITIES.

THE DAVIDSON & HAY LIMITED

Wholesale Grocers - - Toronto



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

BUY FROM YOUR WHOLESALER
or

The Harnett-Ridout Company
Manufacturers TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - - Montreal

SUGARS

The best are the cheapest.
Ask for, and see that you get

Redpath

Extra Granulated

and other grades of refined. Supply your customers with only the best sugars obtainable.

IT WILL PAY!

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.



EXPERIMENTATION

is the art of losing money by experimenting with "nearly good" products when you can get for your customers the goods with a reputation. Do not learn the art. Be *sure* in the first place by stocking

McLEAN'S

WHITE MOSS COCOANUT

The Canadian Cocoanut Company
Montreal

Prince of Wales Pickling Spices

Are YOU supplied with pickling spices? You can secure the best as easily as those of an indifferent quality by ordering the above brand.

All herbs—Mint, Savory, Sage, Thyme, Marjoram, etc., – in ¼ lb. open face cartons.

S. H. EWING & SONS, Montreal and Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST

VINEGAR



LONDON, ENGLAND MADE FROM THE FINEST MALT

4OMMANDS A PREFERENϟE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co , South Wharf, St. John, N.B. W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms *Write our Agents for Particulars*

The fall and winter is the season of functions—a time when the grocer finds a large demand for a really good pickle. The moral is to keep well-stocked in

STERLING Brand PICKLES

A Quality Pickle that will not disappoint the Grocer's Best Customer.

From your jobber or order direct from the manufacturers.

The T. A. Lytle Co.
LIMITED
Sterling Road, Toronto, Can.





NEW SEASON'S

Fine Old English

Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.

JAPAN TEAS

We have now a few lots of low grades on hand for immediate delivery.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Forest City Baking Powder

Always Reliable Always Uniform Always Satisfactory

The Leader for a Quarter of a Century

Packed in 6 oz. 12 oz. 16 oz. and 5 pound tins. For sale by all jobbers or direct,

GORMAN, ECKERT & CO., Limited

LONDON HIGH GRADE FOOD PRODUCTS WINNIPEG

ASEPTO SOAP POWDER

"The Enemy of Dirt"

Can be used with equal effect for the cleansing of clothes, dishes, walls or floors, etc. Takes the place of soap on every occasion, and is much more economical.

Better than the best on the market and the package is as large as the worst.

Order from your jobber

Asepto Mfg. Co.

St. John - - - N.B.

You Can Count Upon The High Quality of QUAKER SALMON—

It is possible that there may be ground for doubt as to the quality of some packs of salmon, but you need have no hesitation in ordering QUAKER Salmon this year, as usual, for it will equal the packs of past years in this highly important particular.

Prices from

MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

Advertisers Cannot be Overlooked

BEING in the background of a merchant's mind, at a moment which decides the direction business shall take, may mean serious losses. When you advertise you cannot be overlooked---you always receive consideration---a consideration above that accorded the house that does not see the benefit of talking to the merchant when he has time to listen---when he sits down to read THE CANADIAN GROCER.

Tartan BRAND

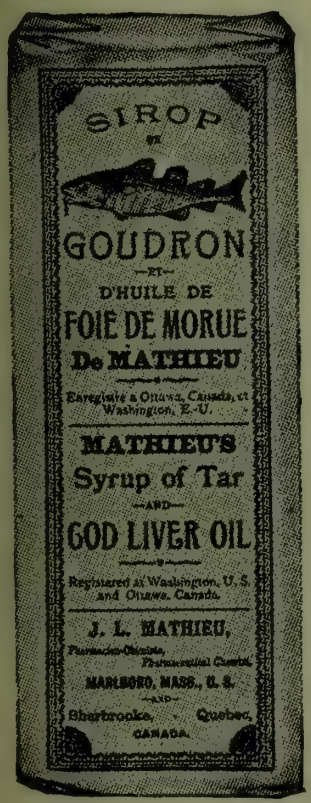
Phone 596—For hurry orders.

Spices Ask our travellers about a special deal that every grocer should take advantage of. Don't miss it.

Vinegar Imperial is the Brand you want. Don't take chances on poor vinegar.

Wagstaffe Pure Jams, Preserves and Marmalade, also Mincemeat, Plum Puddings, etc. Get your Fall order placed.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

St. Lawrence Sugar

GRANULATED

and

GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL



A Genuine Business Builder!

That is what you will find

SHIRRIFF'S JELLY POWDERS

to be. They produce instantly that sparkling, pure, natural-flavored Jelly which delights the dainty housewife. See to it that you are able to supply the insistent demand for SHIRRIFF'S.

Imperial Extract Co. 18-22 Church St., Toronto

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire

UNITED KINGDOM.—Two first-class organisers, large connection, proved ability, require sole agency, every day commodity. Unique opportunity to those wanting their goods placed successfully. Apply to "Turnover", c/o T. B. Browne's Advertising Offices, 163 Queen Victoria S, London, E.C. (40)

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (48p)

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

FOR SALE.

FOR SALE—Vancouver suburban grocery, an established business taking over $50 a day. Low rent and good lease. Will sell at invoice price, about $1,150, including fixtures. Vancouver Business Mart, 9 Hastings Street East, Vancouver, B.C.

FOR SALE—An up-to-date grocery business in the town of Sarnia, Ont. Good location and well established. Good reason for selling. Address Box 321, care CANADIAN GROCER, Toronto. (44p)

GROCERY BUSINESS FOR SALE on Main Street Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

HAVE YOU a business for sale? Send me particulars and I will sell it for you. James Brooks, Merchants' Bank Building, Vancouver, B.C. (42p)

SHOW CASES AND STORE FIXTURES for grocers. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

SITUATION VACANT.

WANTED—At once, a thoroughly experienced man for green grocery. Apply Dawson & Co., Brampton, Ont.

MISCELLANEOUS.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

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34 GUARDIAN BUILDING
MONTREAL



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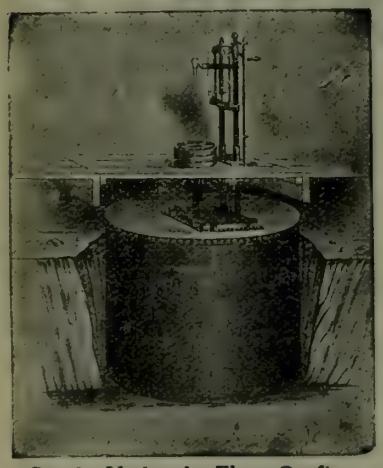
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DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 20 for yearly rates

"Compare our Coffees with others at similar prices and you must admit that

CHASE & SANBORN'S COFFEES

are the best value on the market to-day."

Chase & Sanborn

Montreal



LOOK FOR THE BEAVER

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T. W. EDWARDS, Toronto Representative.

Trade that pays - Grows
Trade that grows - Pays

Without comment we publish this week a letter received recently from Mr. E. S. Johnson, of Grimsby.

"P. C. LARKIN & Co., GRIMSBY, Aug. 22nd, '09.
Toronto.

DEAR SIRS:—

I thank you for your very prompt shipment of my rush order. I might add that in the last sixty days our trade for "SALADA" has increased over 100 per cent. and I believe in the near future it will be over 200 per cent.

Yours faithfully,
E. S. JOHNSON."

A grocer always expects better results from "SALADA" than from any other tea. He has a reason to, a right to, and we want him to.

The "SALADA" Tea Co., Toronto or Montreal

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 66
American Tobacco Co. 60
Archambault, Victor, & Co. 19
Asepto Mfg. Co. 16
Aylmer Condensed Milk Co. 13

B

Balfour, Smye & Co. 17
Benedict, F. L. 58
Blue Ribbon Tea Co. 3
Borden Condensed Milk Co. 18
Bostock, J. J. 47
Bowser, S. F. & Co. 20
Brack & Co. 2
Bristol, Geo. & Co. outside back cover

C

Canada Sugar Refining Co. 14
Canadian Biscuit Co. 55
Canadian Canners 36, 37
Canadian Cocoanut Co. 14
Canadian Condensing Co. 10
Canadian Salt Co. 5
Capstan Manufacturing Co. 70
Cargill, H. 52
Ceylon Tea Ass'n. 12
Champion & Slee. 15
Chaput Fils & Cie. 22
Chase & Sanborn. 21
Christie, Brown & Co. 55
Clare & Little. 2
Clark, W. 53
Clawson & Co. 2
Common Sense Mfg. Co. 19
Concord Canning Co. 65
Connors Bros. 65
Constant, H. 58
Cooper Cooper & Co. 9
Cowan Co. 56
Cox, J. & G. 57

D

Dalley, The F. F., Co., Limited 70
Davidson & Hay. 14
Davis Milling Co. 9
Dawson Commission Co. 64
Dignard, Ltd. 55
Domenech, Mahiques. 12
Dominion Molasses Co. 8
Dominion Register Co. 9
Dominion Sugar Co. 22
Dominion Warehousing Co. 2
Downey, W. P. 19
Dunn, W. H. 10

E

Eastern Canning Co. 47
Eby-Blain Limited. 3
Edmonds & Baker. 47
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 46
Epps, Jas. & Co. 54
Escott, W. H. 52
Essex Canning Co. 4
Estabrooks, T. H.
Evans, F. G., & Co. 47
Ewing, S. H., & Sons. 14

F

Farmers' Canning Co. 4
Fearman, F. W., Co. 50
Fisher, A. D., & Co. 67

G

Gibb, W. A. Co. 64
Gillard, W. H., & Co. 8
Gillett, E. W., Co., Ltd. 53
Goodwillie & Co. 91
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 16
Grant, W. J. 60
Gray, Young & Sparling. 54
Greek Currant Co. 7
Guggenhime. 7
Gunns Ltd. 50

H

Harnet-Ridout. 14
Hill, Wm. A. 20
Hillock, John & Co. 67
Holbrooks, Ltd. 22
Holland, Rusk Co. 13
H. P. Sauce. 13
Huber Account System. 46

I

Imperial Extract Co. 17
Imperial Tobacco Co. 60
Irish Grocer. 2
Island Lead Mills Co. 67

J

Jameson Coffee Co. 47

K

Kilgour Bros. 67

L

Lake of the Woods Milling Co. 59
Lakeside Canning Co. 5
Lambe, G. W. A. 2
Lind Brokerage Co. 2
Lucerna Anglo-Swiss Milk Choc. Co. 55
Lytle, T. A. Co. 15

M

MacKay, John, Ltd. 58
MacNab, T. A., & Co. 2
McCabe, J. J. 62
McDonald, Gordon & Co. 20
McDougall, D., & Co. 60
McIntosh, F. R., & Co. 47
McLaren, W. D. 11
McLeod & Clarkson. 47
McVitie & Price. 56
McWilliam & Everist. 62

M

Maconochie Bros. inside front cover
Magor, Frank. outside front cover
Mahiques, Domenech. 23
Malcolm, Jno, & Son. 10
Malta Vita Pure Food Co. 7
Marshall, E. A. 47
Mason, Geo. & Co. 63
Mason Miller Co. 24
Mathewson's Sons. 16
Mathieu, J. L., Co. 17
Midland Vinegar Co. 15
Millman, W. H., & Son. 2
Montreal Biscuit Co. 58
Mooney Biscuit and Candy Co. 57
Morse Bros. 70
Mott, John P. & Co. 56

N

Nagle, H. 70
Napanee Canning Co. 11
National Licorice Co. 56
Nelson, Dale & Co. 56
Nicholson & Bain. 49
Nicholson & Brock. 13
Nishimura, S. T. & Co. 15

O

Oakville Basket Co. 19
Oakey, John & Sons. inside back cover
O. K. Sauce. 8
Old Homestead Canning Co. 6

P

Pickford & Black. inside back cover
Poulton & Noel. 20

R

Richards Pure Soap. 52
Robertson, R., & Co. 47
Robinson, O. E., & Co. 64
Rose & Laflamme, Ltd. 21
Royal Polishes, Ltd. 67
Ryan, Wm. Co. 50

S

St. Lawrence Sugar Refining Co. 17
"Salada" Tea Co. 23
Sanitary Can Co. inside back cover
Scott, David, & Co. 20
Sealshipt Oyster System. 65
Segalerva, Jose. 21
Sherbrooke Cigar Co. 61
Smith, E. D. 11
Smith & Schipper. 54
Snap Co., Ltd. 8
Snowdon & Borland. 19
Sprague Canning Machinery Co. 52
Spratts Limited. inside back cover
Stamper, D. 2
Sealshipt Oyster System. 64
Stewart, I. C. 66
Stringer, W. B. 63

T

Thurston & Braidich. 49
Tippet, Arthur P., & Co. 1
Toronto Salt Works. 52
Truro Condensed Milk Co., Ltd. 50
Tuckett, Geo. E., & Son Co. 61

V

Verret, Stewart Co. outside back cover
Vincentelli, P. & F. 19

W

Wagstaffe, Limited. 15
Walker Bin and Store Fixture Co. 66
Walker, Hugh, & Son. 63
Warren, G. C. 2
Watson, Andrew. 18
Watson & Truesdale. 2
Weese, G. Wallace. 2
Wethey, J. H. outside back cover
White & Co. 63
White Swan Spice & Cereals, Ltd. 46, 48, 52
Wilson, W. Harry. 47
Winn & Holland. inside back cover
Windsor, J. W.
Wiseman, R. B. & Co. 49
Wood, Thomas & Co., Ltd. 72
Woodruff & Edwards. 67
Woods, Walter, & Co. 13

Y

Young, W. F. 66

How a Merchant May Improve His Insurance Ratings

Failure to Apply Principles of Economy to This Deparment of Expenditure — Consultation With Local Agents Advisable in Order to Ascertain Details of Rating and Necessary Items of Improvement—Where a Small Outlay Made Big Saving.

One of the most important questions that the merchant or manufacturer can ask himself at the present time is: How can I improve my insurance rating? Authorities with whom this matter has been discussed declare that the indifference displayed by some of the most wideawake business men with reference to the risk represented by their premises is nothing short of surprising. The great majority have never taken the trouble to ascertain from local agents what their key rates are or to inform themselves with reference to those details which constitute them. It is safe to say that, if they did, they would stand self-accused of their failure to apply the first principles of economy to this department of expenditure.

Fair Basis of Rating.

Although it is a commendable fact that forces are at work with the object of bringing about a better condition of things, the local insurance agent has not, heretofore, been expected to exercise his initiative in this matter. While a town is under a minimum tariff where risks are not always considered on their individual merits, but subject to the same rating whether good or bad, no great reform can be worked. Obviously, the specific rating which weighs the conditions surrounding a building and charges accordingly is the fairer; it discriminates justly between the good and the bad. Of course, the town's fire equipment and its fire record are always matters for consideration and are made the basis of penalties or credits as the case may be. Authorities state that the time is not so far distant when all centres of population will come under the specific rating.

Consult With the Agent.

What step must the merchant in a town to which specific rating is applied, first take in the direction of improvement of his individual risk? He will go to his insurance agent and ascertain his key rate. The agent will inform him as to the full details of that rating, where he is penalized and where he is credited, and, if he be a competent man, will also be able to tell him what he must do to improve the risk.

On one point there cannot be too great emphasis—that the first duty of the merchant is to emply a competent insurance agent, not because he is a relative or friend, or out of charity, but because he is a competent man.

A merchant's insurance is more frequently gauged by the rate than by his own requirements. He is willing to spend three, four or five hundred or a thousand dollars for insurance, and the agent who can supply him with the largest amount of insurance for that money is the man who is doing him a service. Low rates do not necessarily mean less premiums, but probably would mean a larger amount of insurance. The minimizing of fire possibilities is likewise an important point to keep in mind.

In stringent times, the merchant looks at his insurance and if he thinks he can save a hundred or two he is going to do it. The man who can show him how he can best affect that saving is the man can best effect that saving is the man

Reductions Mean Improvement.

There is scarcely a conceivable circumstance under which this rule will not apply, that reduction in rate is made for improvement. Instances are not wanting which go to show that where changes have been made to comply with recommendations with the object of securing better rates they were of such a character as to add materially to the value of the buildings, and in many cases were in contemplation before the owner had thought of their significance from an insurance point of view.

A merchant who has in view the "improving" of his risk by remodeling or rebuilding should first ascertain from the insurance agent doing his business how those changes are going to affect his rating.

Consultation between the agent and the insured, at such times, should be the rule and not the exception. It is here that the competent man can do good service; if he does not advise his clients somebody else will.

Small Outlay for Big Saving.

Case after case can be cited in which the most inexpensive improvement to building or equipment has effected great saving in insurance bill. The Canadian Grocer's attention was recently drawn to a notable instance in which a manufacturer by an expenditure of $50 cut down his bill by over $500. By installing a bucket tank, by bricking up a small hole, by protecting floors or woodwork near stoves or furnaces, by keeping packing material in proper bins—these and scores of other little things all count in the making up of a rate. The fact that there is a deduction made for no cellar or basement is significant. The cellar is so often made a dump hole for all kinds of rubbish, and is the place of origin of many fires that the penalty seems justified.

Faults of Management.

The faults attributed to management, in the mercantile survey on which rates are based account for a large list of penalties, any one of which may be easily overcome. For example, if there are stovepipes through the floors or partition, not protected, an additional 50 cents is charged! through the window, roof or wall, with double metal chimney, 50 cents additional; not protected, $1; entering bottom of flue vertically, 25 cents extra; entering flue in attic or unused room, 25 cents additional; bottom of elevator shaft used for closets, etc., or waste, 50 cents; untidiness, rubbish, ashes, etc., in cellar or attic, 25 cents; open lights in show windows or electric bulbs covered with tissue paper or paper shades, 25 cents extra, and so on. There may be points about the construction of a building which the tenant or owner can as easily improve upon as in removing any of the "faults of management," and with reference to these the fullest consultation with local agents is urged. There is not only the individual risk to be considered, but likewise the reputation of the town. It is safe to say that the progressive merchant who recognizes the importance of his own status will not long stand for deficiency of municipal equipment.

This paper intends to discuss the matter further and would be pleased to learn the experiences and opinions of merchants and manufacturers throughout the country by whom the question of improved risks has been seriously considered.

Cost of an Education on Grocery Trade Matters

Comparison Between this and the Expense of Running a Business—What an Education Means to the Success of a Business and How it can be Obtained.

By M. Moyer.

How much do retail grocers spend to improve themselves and their clerks in the art of conducting a grocery store? How does the amount spent for this purpose compare with his other expenses? Let us take a look at it and see how it works out.

There are numerous books published by successful retailers on the best methods of conducting business, and at the same time pointing out the dangers in which many business ships have been wrecked. Besides these, there are trade papers which contain information of in-

calculable value and yet how many merchants are depriving themselves and their clerks of these helpful mediums because in their judgment they cost too much.

Is there nothing to learn, when only about 8 per cent. in the grocery business make successes, and is it not worth some consideration to improve on such a state of affairs? The object of a trade paper is to study the conditions, and gather from all over the world ideas and methods which tend to assist merchants and clerks in getting on the right road to success. If a book or trade paper does not succeed in this effort it misses its usefulness, but it is only responsible in this respect to those who read it.

What about those who, for the sake of a few dollars expense will not avail themselves of this advantage? Are they, for their own sake justified in doing so, or is it the worst kind of a destroying weed which cannot be eradicated because you cannot get at it? The common excuses for not improving their knowledge of the trade through reading matter, is either that they have no time to read, or else they cannot afford it. The first is an admission of either laziness or of untruthfulness and the latter is lacking good business judgment.

Said Clerks Wouldn't Read It.

A few days ago a grocer was asked to subscribe for a trade paper, if not for himself for the benefit of his clerks. He made the statement that they would not read it if he got it for them. If he was right in his opinion, then his clerks are not worth having, and the quicker they quit the job the better. If clerks do not care to learn and make themselves more valuable to their employers, then they have no right to take up room behind a counter, and if the employer does not insist on them fitting themselves better from day to day for their work, he is neither fair to them nor to himself.

Look at the qualifications of some of the clerks and then wonder why they don't like the grocery business. They scarcely know enough to do anything right, and there is no pleasure in any work unless you are master of it. Look at the bills they make out. Will an employer do his duty to himself or to his clerk if he allows those that go out to his customers that look like child's scribbling, and without any improvement from week to week?

Although it is the clerk's work, the employer falls in the estimation of the people. Retailing is undergoing a wonderful change and nothing but high-class goods and intelligent service will do. "Bosses" have to brush up and clerks must learn, and to do this they must be within reach of good helpful literature, and the cost of which must not be allowed to stand in the way.

Costs Four Cents Per Week.

Let us take a look at the cost and see how ridiculously small it looks when compared with other expenses. A good weekly trade paper costs about $2 a year which is, say 4 cents a week. The expense of running a store in a city like Hamilton or Toronto that does a business of $500 a week is about $75, and there are actually some retailers who pay this without a complaint and then stop and refuse to spend the 4 cents to learn how to handle their business to better advantage. Yet on this alone depends success or failure.

JAPANESE TEA COMPETITION.

Finest Teas Not Extensively Exported—Popular Kind Among the Japanese.

Under the above heading the United States "Daily Consular and Trade Reports" gives the following:—

> "American markets the object of the producers.
>
> "Vice-Consul Walter Gassett, of Kobe, quotes the following from the Osaka Asahi, showing the success which is attending the efforts of certain Japanese tea growers to secure the American trade:
>
> 'Of the 7,000,000 pounds of tea annually exported to America through Kobe, the greater part comes from Yamato and Yamashiro. Intrinsically these teas are far superior to Shizuoka tea in fragrance, taste, and color, and owing to superior facililities, both financial and transport, the tea from those districts comes to Kobe for export instead of to Yokohama or or Shizuoka.
>
> 'It is noted, however, that the tea from these provinces is deteriorating in quality, owing to methods of manufacture. This year's tea, for instance, contained a good deal of stalk, with the result that its market price in Kobe was only $16.50, or $17 per picul (132,277 pounds). The producers are dissatisfied, saying that the price of even Kawayanagi tea, which is intended for home use only, is $20, but they show no disposition to improve the quality of the tea for export.
>
> 'In the meantime the producers of Shizuoka tea have been making the greatest efforts to improve the quality, while the prefectural government there has granted subsidies to encourage the tea export trade. The natural result is that the Shizuoka tea is getting more and more popular in America.' "

A tea authority of Montreal, in commenting upon the above, said it was very true, but did not quite tell the whole story. Yamato and Yamashiro teas are undoubtedly the best in fragrance, taste and color, and for this reason are far more popular in Japan itself than Shizuoka teas. They bring a higher price if kept at home, and are rarely exported, except in mixtures. As to the appearance of too much stalk, one of the expensive teas in Japan is composed wholly of highly toasted stalks. It is very popular among the Janapese. The amount of Shizuoka tea reaching the United States and Canada this year is about 34,000,000 lbs., whereas the Kobe teas are only 7,000,000 lbs.

As an additional reason for the retaining of the better teas in Japan, they are not sufficiently appreciated in other countries to bring the prices they will at home. A Japanese family will have three or four grades of tea in the house. One, say, at $2.50 per lb., one at $1 and a third at 50c. In the case of a wealthy family, these figures would be higher, $5. $3.50 and $2, and a still lower grade at $1. The first grade is only served to guests, or on special occasions. The second is for the family, and the third for the servants. In Canada and the United States people have only one grade in the house.

WANT FIXED SUGAR PRICES TO CONSUMERS.

Retail Merchants Suggest Similar in Ontario to that in British Columbia.

Editor Canadian Grocer,—Your article on "The Sugar Ultimatum" in last week's paper was a worthy one and a step which should in our opinion be taken by the St. Lawrence and the Redpath people in Ontario here, as these are the two main sugars sold by the grocers of Ontario. Sugar is one of the most staple lines sold by the grocer, and about the only one on which he does not make a fair margin of profit.

The district through here is noted for cheap sugars. At the present time sugar costs $4.93 and is sold for $5 per 100 lbs. or 18 lbs. for $1. In fact, one business house advertised it for two days last week at $4.67 per cwt. If you could in any way bring this idea to the attention of the sugar manufacturers, I am sure there are a number of grocers who would be pleased.

A. S. LAMBE & SON.

Meadowvale, September 24, '09.

BROOM PRICES TO ADVANCE.

Montreal, Sept. 29. — (Special)—The broom market is in a very uncertain state. Further advances have taken place, and a buyer from one of the largest Canadian broom concerns has sailed for Austria on a hunt for supplies of the raw material. Brooms, which last year sold for $2.50 per doz., now sell for $4.

The Central Canada Exhibition Extending Rapidly

Thousands Visit the Ottawa Fair, Which is Another Big Success—Many Exhibits of Foodstuffs and Other Commodities Sold by Grocery Stores—Effect of Food Displays at Exhibitions Upon the Business of the Retail Merchant.

Staff Correspondence.

Ottawa, September 27.—This year the Central Canada Exhibition, at Ottawa, eclipsed all previous efforts, from every standpoint, and the week that the fair was actually open to the public September 13 to September 18, saw enormous crowds from all parts of central Canada pouring into the grounds.

A new grand stand, erected at a great cost, and even yet not quite finished, was a decided improvement. The new process building attracted many thousands of visitors. It is expected that in coming years this will be made a special feature of the fair. There were a number of excellent displays by progressive manufacturers, who took advantage of the new idea promoted by the directors to show the public how their goods were manufactured.

In the Aberdeen Pavilion, and in the annex to the process building, there were numerous and artistic exhibits of food stuffs which reflected credit upon the owners, and did much toward educating the consumer.

These fairs, when run on a business basis, and when the attendance can be secured, are of special benefit to the manufacturer in enabling him to give the consumer a first hand, and essentially more thorough knowledge of his products. Such displays of pure foods do a great deal to encourage the housewife in the use of only the goods of reliable manufacturers, firms who have a reputation for integrity in the manufacture of their lines.

Quite a number of the exhibitors at the Ottawa Fair employed demonstrators whose duty it was to make clear to the housewives how best to prepare the various foods shown, and to explain their composition.

Illustrated descriptions of some of the more attractive booths, and the goods therein displayed, follow.

GEO. MATTHEWS COMPANY, LTD.

As usual, the exhibit of the Geo. Matthews Company, Limited, Hull, Peterboro and Brantford, was one which commanded immediate attention, owing to its size, the quality of the goods displayed, and the artistic arrangement of the different lines. The firm devoted special attention to their famous Indian-Ceylon teas, and to their coffees, employing demonstrators who served dainty cups of tea and coffee to thousands of visitors. Rose Brand Smoked Meats, for which the company is known all over Dominion, occupied a very central position. Matthews' hams, bacon and other lines of smoked meats have in no small



CENTRAL CANADA EXHIBITION—The George Mathews Co.'s Display.

measure contributed to the reputation enjoyed by Canada abroad as a producing country in these lines. All of Matthews' meats are Government inspected, so that there can be no doubt as to their genuine high quality. So many years have they been putting up these goods that they have attained as near perfection as is possible, and the enormously increasing sales of their products, annually, prove the superiority of the goods.

Matthews' Rose Brand pure lard was to the fore also. It enjoys an enviable reputation, too. The firm's pork and beans, which are so popular with the public, were demonstrated. These goods are selling in larger quantity every year, striking proof of their undoubted merit. They were in great request at the fair. The company's canned meats, and smoked meats in glass, attraced steady attention. Their range of canned meats is so large that it is impossible, in limited space, to mention them all. Suffice to say that the complete line is of superior quality. The products of the Matthews Company enjoy such a splendid reputation at home and abroad that it is not at all a difficult matter for the retailer to sell them, and, as the margin of profit allowed the grocer is more than generous, it is not surprising that so many progressive dealers feature Matthews' lines.

Special praise is due the firm for the more than neat display they made.

WAGSTAFFE, LIMITED.

Not a visitor, of the thousands who were at the fair, but was surprised at the artistic style and neatness of the booth occupied by Wagstaffe, Limited, Hamilton, known throughout the length and breadth of Canada as packers of the purest jams, preserves and marmalades. The booth was characteristic of the goods displayed and the founder of the business. It is an enormous business that has been built up by this go-ahead firm, and, what is more to the point, it is a solid business. This would not be the case were the firm failing in its mission to please trade and people both. The name "Wagstaffe," on a jar of preserves, marmalade or jam, however, has always been and is to-day, a guarantee that the contents are of superlative quality, the very finest fruits, from the most famous fruit growing districts in the world, carefully graded, and scientifically packed in a strictly sanitary factory. With such a guarantee going with every jar, is it a wonder that such a business has been built up?

Displayed at the fair were noticeable neat pyramids of peaches, pears, plums, cherries, strawberries, raspberries, all in 16oz., 20oz. and 28oz. jars, and 5 lb. and 7 lb. tins (marmalade and jams). These pyramids, which commanded especial attention, were in the rear of tall glass jars containing whole fruit, as it is preserved in the Wagstaffe factory. Considerable comment was heard on the perfection of the methods which made it possible for the packers to put up such neat packages. Anyone who has been through the firm's modern and cleanly factory, however, and observed their scrupulous care and scientific methods would no longer marvel. Dainty dishes of the company's different lines were served daily.



CENTRAL CANADA EXHIBITION—Wagstaffe, Ltd., Display.

Wagstaffe, Limited, were awarded the diploma for having the finest collection of preserved fruits.

The exhibit was in charge of A. G. Snowdon, of Snowdown & Ebbitt, Montreal, eastern Ontario and Quebec agents, and Mrs. Cole, demonstrator. Mr. Snowdon welcomed numerous grocers to the booth.

DIAMOND CLEANSER EXHIBIT.

"Makes Everything Glitter." — These were the words that flared before one in one attractive booth in the Lansdowne Pavilion, and it did not take one long to learn that it was Diamond Cleanser to which they referred. Since being put on the market this wonderful new cleanser has met with wonderful success. Its variety of uses, and the excellence of results obtained from its use, are largely responsible for its having won the popular favor so quickqly and so completely. Diamond Cleanser is invaluable in the household for cleaning brass, copper, tin, zinc, nickel, porcelain, tile, iron, steel, glass, oilcloth, marble, wood, agate, etc.

Once the housewife trys it, she will not be without it, for it saves weary steps and does the work better than anything else. It is an article that cleanses perfectly, but it is quite harmless, being absolutely free of dangerous chemicals. The company, located in Ottawa, is composed of progressive business men, who are in every way endeavoring to be of the greatest assistance to the grocery trade in selling Diamond Cleanser. A large amount of advertising has been done, and a vigorous campaign to the consumer is even now under consideration. Many thousands of samples were distributed at the exhibition, which will, naturally, give rise to an increased demand for Diamond Cleanser. At the rate Diamond Cleanser has been going, it will not be a great while until it is an indispensible household article. Grocers, therefore, who early begin to push its sale are bound to share in the returns which will be forthcoming. The manufacturers have wisely left for the trade a more than generous share of the profits.



CENTRAL CANADA EXHIBITION—The Diamond Cleanser Booth.

FAMOUS NUGGET POLISHES.

Occupying a large stand, prominently located—immediately to the right of the main entrance to the Aberdeen Pavilion—the Nugget Polishes attracted thousands daily. Nugget Polishes are polishes a little out of the ordinary. No other polishes possess the same, or as many, excellent and desirable qualities. As an example, the directions for the use of Nugget Polishes state that the smallest quantity should be applied to the leather, a difference when compared to many other makes.

Another feature of these pastes is that they are quite impervious to rain, or wet of any kind. Once a shoe is shined, it stays shined much longer than if other polish was used. Nor does it take the dust, this Nugget paste. Daily demonstrations were given, showing the non-effect of water on shoes shined with Nugget Polishes. Nugget pastes give a brilliant shine to all shades of leather, and can be procured for white canvas, and buckskin shoes as well. Dealers all over the Dominion report increasing sales, largely due, aside from the merit of the goods, to the progressive methods of the Nugget Polish Company, whose Canadian head office is in Toronto, and who spare no expense in educating consumers to the use of their lines, through exhibits at fairs, and other means, calculated to assist the dealer in marketing Nugget specialties.

The pointers mentioned in the foregoing, which enable him to truthfully tell his customers that Nugget Polishes go farther, and are less expensive in the long run than other makes, and the strong co-operation of the firm in marketing their goods, make the dealer feel that in Nugget specialties he is handling the best on the market. Nugget Polishes will not dry out, nor will they freeze—two more points in their favor. Nugget Furniture Paste, and shoe shining outfits, consisting of brush and pad, were also featured.

A. R. Kent, Canadian manager, was on hand throughout the fair, and met many of the firm's customers.

"SOCLEAN," THE DRY CLEANER.

Simply wonderful has been the success of "Soclean," the dry cleaner, since its introduction. This sweeping compound has certainly met with the approval of the housekeepers of the country, as evidenced by the number and the volume of orders filled for the retail trade throughout Canada. It is a scientifically prepared compound that makes sweeping possible without raising dust. It saves scrubbing, and kills dust of every description, and germs, while it brightens up carpets and rugs, and gives a hitherto unknown appearance of cleanliness to floors. It is a dry cleaning propress—the sweeping of a floor with "Soclean," and as the article contains absolutely nothing injurious, it is not surprising that it is prized very highly in all households where it has been once used. "Soclean" is another step in modern progress. The day of the dusty daily sweeping is over. Not only is dustless sweeping highly sanitary, but it is economical as well, in the matter of both time and money. "Soclean" is fireproof, so there is no danger in that direction.

These are pointers which up-to-date grocers in all parts of the country are using in selling this modern sweeping compound. They find it an excellent side line, for there is always a strong demand for it, and it yields them a good profit. It is put up in tins which the trade retail at 25c, 50c and $1, while it is obtainable, for commercial use in barrels of 125 lbs., 250 lbs, and 350 lbs. Many grocers have worked up quite a nice business in their own locality by introducing "Soclean" into clubs, hospitals, banks, hotels, jewelery and millinery stores. Once it is introduced the repeat orders come without solicitation.

During the fair daily demonstrations were given by an expert demonstrator, in charge of F. H. Reid, of the Manufacturers Sales Company, Montreal, eastern Ontario and Quebec agents for the Harnett-Ridout Company, Toronto, the makers of "Soclean."

Don't be too anxious to bore with a big auger. Keep your expenses proportionate to your receipts if you want to figure up a gain at the end of the year.

Want Closer Trade Relations With Canada

Royal Commission Investigating Prospects—J. D. Allen States Canadian Side of Question—Faster Vessels and More Frequent Service Necessary—Exchange Canadian Cheese and Island Fruit —Canadian Flour Entered as Product of U. S. Mills—From Manufacturers' Standpoint.

Staff Correspondence.

Toronto, Sept. 28.—The Royal Commission appointed to enquire into the prospects of trade between Canada and the British West Indies, held a session in the Board of Trade on Monday, Sept. 27. The commission consisted of Lord Balfour, of Burleigh; Sir Daniel Morris, Sir John Dickson-Poynder, Hon. W. S. Fielding, Hon. Wm. Patterson, R. H. McCarthy, Hon. Geo. Gordon, Lord Balfour's private secretary, and H. Russell Cowell, secretary of the commission. A large number of manufacturers, millers, and merchants were present.

Lord Balfour, who presided, in opening the meeting, stated the object of the commission and its importance to both Canada and the United States. He hoped that those desiring to express their views would do so freely and fully, as it was the desire of the commission to gather all the important facts that would aid them in arriving at a satisfactory conclusion.

J. D. Allen, who was chairman of the deputation of the Toronto, St. John and Halifax Boards of Trade, which made a trip through the West Indies. gave an interesting account of the difficulties that seemed to exist in the promotion of larger trade between the two countries.

Fast, Frequent Service Necessary.

Mr. Allen, in answer to Lord Balfour's enquiry, suggested, as he had in his report issued some years ago, that one of the means to the desired improvement was better transportation service from Halifax to the various islands. He instanced a number of cases showing where improved service would make for better and larger trade. In his opinion a faster as well as a more frequent service should be made between the Canadian ports and the islands. Under the present conditions, with more frequent sailings and faster boats from New York, that port was getting the largest share of the trade. Mr. Allen was of the opinion that a 15-knot service would materially help trade. A very large portion of the business now being done consists of flour, fish. potatoes and other food products. Considerable attention was paid by the commission to the question of flour. It was stated that one reason why the American millers received preference over Canadian millers was the fact that they made. and were able to make, a low grade of flour. this low grade flour being made of winter wheat. and it was felt that Canadian millers, desiring to secure a larger share of the West Indies low grade flour trade, must overcome this handicap by manufacturing the same grade of flour as the United States millers.

Mr. Allen laid stress upon the fact that a large number of the small islands were touched very irregularly, and no Canadian service was given at all to these islands, all of this being handled by U. S. boats, which zigzag in-and-out of the large islands, such as Barbados, Trinidad and Jamaica. He suggested that the Canadian railways should co-operate with the subsidized steamship companies, so as to give a four-day service from, say Toronto to Halifax, or not more than five days, or seven at the outside, from Halifax to Barbados. Mr. Allen stated that when making their tour of the islands the Board of Trade commission were struck with the possibilities of trade in various fruits which were not even known here, and he found a large business could be done if this phase of trade were more thoroughly cultivated..

Trade Possibilities in Fruit and Cheese.

Mr. Allen also instanced the possibilities of trade in West Indies fruits, not only with central Canada, but Manitoba and the Northwest, as well. In order, however, to compete with California fruit products, which were laid down in the west in good time and condition, it would be necessary to have a better transportation service between the islands and Canada.

He mentioned the necessity of Canadian manufacturers putting up goods in such style and packages as are desired by the consumer in the West Indies. He instanced that in the matter of cheese, a large trade seemed to be done in Holland cheese, which is put up in 6-lb. packages, instead of the large 50 to 60 lb. Canadian cheese. The Maritime Provinces were, of course, doing a large share of trade with the islands, principally in fish, hay and potatoes, and some N. S. firms in condensed milk, while Ontario was shipping principally flour. Canadian bacon was called for, receiving close attention on the part of the merchants in the islands. In order to encourage the shipment of bacon on small Canadian boats, Mr. Allen suggested cold storage compartments on the vessels.

"The charges for parcel post are also very heavy," continued Mr. Allen.

"That matter is under consideration by the Canadian postal authorities," said Lord Burleigh.

"The telegraph charges are also a check on trade," said Mr. Allen. "Why, when I wished to telegraph home I was amazed when charged $1.05 a word. The distance is not nearly as far as to Europe, yet the charge is four times as heavy. It is impossible to carry on business at that rate."

"You can't afford it; you can't afford it," declared his Lordship, emphatically.

"You say that Canadian goods are not properly placed before the people of the West Indies. Why not?" asked Sir David Morris.

"It wouldn't pay a Toronto firm to send a traveler to the West Indies and have him shut up for weeks for lack of transportation," replied Mr. Allen.

Canadian Flour via New York.

Hedley Shaw, of the Hedley Shaw Milling Co., Toronto and St. Catharines, followed. Mr Shaw in effect stated that mostly all their shipments to the West Indies were made through a New York commission house, and they had no knowledge as to whom this firm sold in the West Indies. The flour was shipped in bond and invoiced by his company to their New York agents. Mr. Shaw also was of the opinion that if a faster and more frequent steamship service were given from Canadian ports that his company would naturally ship by the Canadian route, and, all things being equal, they would prefer the Halifax route. In answer to Sir Daniel Morris, he stated that the shipments were made in barrels, though latterly the trade was being turned to bags. This was on account of the trouble Canadian millers had experienced with the quality of the barrels they were able to procure. There had, however, been some improvement in the matter of barrels.

Murray Brown, of the Alexander Brown Milling Co., also stated that his company's business was done mostly via New York, and was shipped in carload lots. The New York firms who had their agents at the islands and who used the small boats plying between the islands themselves. were able to distribute in lots of 25 barrels and over. Mr. Brown stated that a largeer trade could be done if more frequent and faster sailings were made between Canadian ports and the islands. He thought that the Canadian lines should be able to touch at the small islands, as well as the large, and make distribution of flour in quantities to suit buyers. They had this privilege with Canadian boats running down the St. Lawrence along the Gaspe and Gulf coast. In answer to Sir Daniel Morris, Mr. Brown thought that a personal visit by Canadian representatives would materially help towards increased trade.

The C. M. A. Viewpoint.

G. M. Murray, secretary of the Canadian Manufacturers' Association, handed to the commission a statistical statement, setting forth in comparative form the exports and imports from Canada and United States to the islands, and

in answer to the specific enquiry of Lord Balfour, he mentioned several articles in which, in the opinion of the C. M. A., trade could be very much increased, viz., biscuits, winter wheat flour, cotton goods, etc. At the request of the chairman, Mr. Murray, after consulting with interested members of the C.M.A., will furnish the secretary of the commission with a complete list of such goods as is thought, could be profitably shipped to the islands. Mr. Murray stated that it was the wish of the association to encourage preferential trade between the West Indies and Canada. Asked what suggestion he could make, he said that in his opinion, and also in that of the members of the C.M.A., if it were possible to make a prefeential duty on Canadian products going to the West Indies, it would be a step in the right direction. He instanced that since 1903, when the United States gave Cuba a preference of 20 per cent., the imports from Cuba into the United States had increased tenfold and exports had done as well. It was his opinion that a similar move here would have a similar result. One of the matters pointed out in Mr. Murray's testimony was the fact that Canadian manufacturers and shippers did not care to send down representatives frequently to the islands to encourage increased trade, whereas United States houses had their travelers over all the islands. Mr. Murray stated that some years ago the West Indies Association had sent up an exhibit of fruits to Canada.

In answer to Sir Daniel Morris, as to whether Canadian manufacturers would be disposed to send to the islands an exhibit of their wares, Mr. Murray thought they would not, and gave as his reason that owing to the great variety of goods manufactured by the association's 2,100 members, it would be practically impossible to do this. He, as secretary of the association, would not care to enter upon such a plan, owing to the dissatisfaction such a course would create with one shipper assuming preference over another. At the request of Hon. Mr. Fielding, Mr. Murray will arrange and forward to the commission a list of such articles as, in the opinion of the C.M.A., are desirous of having a preference accorded to them by the Government of Canada and the West Indies.

Sir Amelius Irving gave testimony on the sugar question, which will be found dealt with in another part of this issue.

H. N. Cowan, manager of Cowan Co., manufacturers of cocoa and chocolate, spoke on behalf of cocoa grinders and manufacturers in Canada. Some time ago it was suggested that there was a possibility of a duty being placed on green cocoa coming into Canada from all countries other than the West Indies. Mr. Cowan clearly showed that if this were done their business as well as that of the other cocoa and chocolate manufacturers in Canada could not be successfully carried on, for the reason that the difference between Java cocoa, for instance, and Jamaica cocoa is so great that they are almost different products.

Jamaica cocoa is dark in color and strong in flavor and does not yield so great a quantity of cocoa butter as some others. Java cocoa is a very light golden color, mild in flavor and rich in cocoa butter. Mr. Cowan stated that there was as much difference between these cocoas as there was between a russet apple and a Northern Spy. About one-fifth of the cocoa used by the Cowan Co. is grown in the West Indies, and in reply to a question by one of the commissioners he stated that business relations between their company and Jamaica and Trinidad were of the most pleasant, and they bought as much goods from these sources as they possibly could. However, if they were forced to depend altogether upon cocoa from the West Indies, they would often find themselves in a position where they could not get certain cocoas and they must, therefore, use other kinds, grown in some other country, as it is absolutely essential for them to have different kinds for blending purposes. Mr. Cowan also stated that the demand was growing for a chocolate light in color. A very large proportion of the chocolate sold in Canada is light, and he stated it would be absolutely impossible to make light chocolates from cocoa grown in the West Indies.

Fashion is a factor in any business, and the fashion at present in Canada is for dark chocolates, which is gradually changing to light chocolates. This is a very desirable change, as it induces the manufacturer to use a higher grade of cocoa, such as Ceylon and Java. Competition in the United States is also an important factor, and it must be borne in mind that manufacturers in the U. S. are getting a drawback on sugar that enters into this product which nullifies the effect of preferential enjoyed by Canada to about 1c a lb. The manufacturer of cocoa in Canada is continually gaining ground, owing to the fact that Canadian mills have been equipped with the most modern up-to-date machinery; and many of the older mills in other countries, content to make use of obsolete machinery, do not enjoy the modern advantages which Canadians enjoy.

A CLEVER SWINDLE THIS.

But on Investigation the Story Does Not Hold.

The daily press has been publishing a story of a remarkable series of frauds said to have been uncovered in Vancouver, in which a number of Vancouver firms are interested, and in which eastern Canadian and American wholesale firms have been victimized.

Robert Kelly, head of Kelly, Douglas & Co., wholesale groceries, Vancouver, received a letter a short time ago from an eastern supply house thanking them for a large order, and stating that the firm was very favorably impressed with Kelly's buyer, Mr. Blank. Kelly has no employe of that name, and investigation showed that a "confidence" operator had visited wholesalers in Montreal, Toronto, Winnipeg, Battle Creek, Chicago and other cities, given large orders in the name of Kelly, Douglas & Co., and cashed a thousand dollars' worth of expense cheques. These cheques are specially forged with the photo of the Kelly C. Douglas building, and marked "accepted" with a fake stamp of the Bank of Montreal. The names of other Vancouver firms and banks have similarly been used, and it is thought that the swindler has probably cleaned up at least $10,000, while there is no telling how many carloads of goods are on the way west, on his bogus orders.

The Canadian Grocer interviewed a number of wholesale grocers in Montreal and Toronto in reference to this story, but beyond the newspaper mention of the swindle, none of those interviewed knew a thing concerning it. Some of the Montreal houses had not even heard of the swindle. Toronto grocers did not think the swindler operated in that city —certainly not among the wholesalers. If he was in the city and tried to operate he would choose as his game the manufacturers rather than the wholesalers, because the latter were competitors of Kelly, Douglas & Co., and that firm would not likely buy from the wholesalers when they could do much better with the manufacturers.

Another point brought out was to the effect that if an agent of another house bought of a rival it would be because of a rise in the market, and then the purchase would be put through a broker. In any event the quantity of goods bought of a wholsaler would naturally be limited.

DEATH OF PROMINENT CANNER.

Picton, Sept. 29.—(Special) — Amos H. Baker, of the Old Homestead Canning Co., Picton, Ont., died Wednesday, September 29. Mr. Baker, who was one of Canada's best-known and most prominent canners, had not been well for over a year, having met with a severe accident, which affected his nervous system and produced partial paralysis.

TRADE NOTES.

Arthur Leblanc, grocer, Montreal, has assigned.

G. E. Field has sold his general store at Belmont.

A. Reid, grocer, Ottawa, is succeeded by F. J. Morgan.

The United Soap Co. will build a factory at Maisonneuve, Montreal.

The Western Soap Co., Vancouver, will build a new and a modern factory.

The cereal plant of the McCann-Knox Milling Co., at Toronto, is advertised for sale by tender.

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WHY NOT PUSH CHEESE?

Several articles have appeared in The Canadian Grocer, of late, calling attention to the fact that the consumption of cheese in Canada is altogether below what it should be, but no special effort, as far as we know, has been made to improve this state of affairs. That cheese would be eaten to a larger extent in place of meat if the value of it was fairly presented to the people by the grocers, is altogether probable, and why the grocers do not take advantage of it seems to show a lack of business push.

Cheese is retailing at 16 cents a pound, which is equal in food value or nutrition to about 35 cents worth of meat. During times, such as the present, when many articles of food are very high-priced, cheese should be recommended by grocers to their customers, not only as a cheap, but also as a wholesome, food. Properly used, cheese is not, as many people think, hard to digest, but rather aids digestion. On account of the richness in nutrition, the quantity eaten at a time should be moderate. A hint from the grocer on this point will increase his sales and cultivate an appetite for cheese.

ONTARIO POTATOES AN EXCELLENT CROP.

A note in our London correspondence last week drew attention to the fact that the potato crop is short in that district on account of dry weather. While this may be true regarding potatoes in that section, our readers will be pleased to know that the crop throughout Ontario is, on the whole, an excellent one. Both quantity and quality are above the average, and prices are expected to be reasonable.

If the London people are paying 70 to 75c a bushel for them it may interest them to know that in Toronto, as well as at many other points in the province, grocers may buy them for less than that a bag. One potato dealer, when interviewed, remarked that he "never saw better potatoes," and that "they are in every respect equal to the Eastern Delawares."

From reports available, potatoes will be plentiful, of a good quality, and at a reasonable price.

ITALY WANTS MORE OF OUR TRADE.

Italy, according to cable dispatches, wants reciprocal trade arrangements with Canada.

"Barkis is willin'." We have no official authority to say this, but there is no reason why Canada should not be willing to enter into such an arrangement.

As a matter of fact, Italy has been looking for closer relations with Canada for some time. A year or two ago, it will be remembered, they went so far as to send a special commissioner to Canada to investigate the matter. That commissioner was particularly desirous of establishing more direct steamship communication between the two countries.

The cable dispatch to hand this week is clearly an indication that the Italian Government is still at work on the reciprocal trade idea.

What has probably accelerated the matter just now is the fact that after the commercial treaty with France is ratified the latter country will probably have an advantage over Italy in the Canadian market, and particularly in silks.

The fact that Canada produces much that Italy requires and that the latter produces what Canada requires should make the consummation of the arrangement between the two countries comparatively easy.

Canada's trade with Italy is not at present large. The aggregate of imports and exports all told, according to the returns for 1908, is $1,156,320. Of this $806,481 were imports and $349,839 exports.

Our chief exports from Italy are fruits, macaroni, hats and caps, silk, oils, wines, drugs and salt, in the order named. Of these, dried and green fruit contribute nearly one half of the total, while next in order, macaroni is a very distant second.

Of our exports to Italy, fish contribute nearly one-third the amount, being valued at $220,693. Metals and minerals and manufactures thereof come next, being $96,384. Carriages come third at $10,903.

By all means let us have a commercial treaty with Italy.

COLLECTING ACCOUNTS.

Just now the farmers of the country are realizing on their crops and therefore the present is a favorable time for merchants to look after their country accounts. The crops are rapidly being turned into money so there is no doubt that the farmers have the wherewithal to settle those accounts which they may have contracted during the summer season when money was rather scarce.

While the farmers who are on your books may be fully responsible for the amounts of the accounts, yet these accounts can be of no benefit whatever unless you get them taken off the books and place the cash in the drawer.

Merchants know that a tendency exists among farmers to delay the payment of their accounts until they have realized on the bulk of the season's crops. But this should not prevent any merchant from waiting for his money any longer than the time necessary for farmers to obtain enough to liquidate their indebtedness. You should not delay until the end of the year when the account has grown considerably larger and when it is more difficult to meet.

Establishing a system to protect yourself against bad debts is probably of greater importance than following up accounts properly. Be careful always when opening a new account. Where an association has a protective system in vogue, it has something substantial to work upon.

A method now used extensively in the smaller places in the United States is that of having on hand a printed form to be filled out and signed by each applicant for credit.

This printed form contains the full name, present and past address of the applicant, where he is employed whether married or single, the amount of credit which he expects to require and the terms upon which he proposes to settle. Every applicant for credit is asked to fill out and sign one of these forms before an account is opened with him and the man who refuses to fill out such a form, in all probability is not a desirable customer. On the other hand, the man who fills out the form, representing himself to be in better financial condition than he really is, can if he fails to settle as agreed upon, be proceeded against for obtaining goods under false pretences.

Some good systems at any rate should be devised where credits are extensively requested in order that poor pay customers can be carefully looked after.

CANADA AND WEST INDIES SUGAR

The evidence of one of the witnesses before the Royal Commission on Canadian and West Indian trade affairs at Toronto on Monday, has again opened up the question regarding the treatment accorded to the West Indies sugar planters by the Canadian refineries.

The witness who produced the evidence was Sir Amelius Irving of Toronto, who is the owner of a plantation in the northern part of Jamaica.

Sir Amelius asserted that there is a combination or agreement among the sugar refineries in Canada to appropriate unto themselves the 33 per cent. which the Canadian tariff accords West Indian sugar under the custom's tariff. He said that when the preferential tariff first went into force the Canadian buyers conceded one half of the amount of the preference to the planters. Now they concede nothing. Therefore the planters received no benefit whatever from the Canadian preferential tariff. In consequence of this condition of affairs Sir Amelius said that his company now marketed their sugar in Great Britain.

The subject is not a new one, having been a bone of contention for several years. In the West Indies the feeling is particularly bitter and Canadians who have traveled of late years in the islands know.

All the complaints, however, do not emanate from sugar planters of the West Indies. The sugar buyers of Canada recriminate. They assert, not only that there is no combine among themselves as to deprive the planters of the benefit of the preferential tariff, but that one really does exist among the planters in the West Indies. As the latter emphatically deny this the public is still in the dark. Possibly the commission may be able to get at the facts.

The main point, however, to be considered is as to whether it is possible for anything to be done to remedy or remove the present anomolous conditions between the buyers in Canada and the sellers of sugar in the West Indies. Friction between buyers and sellers is regretable whether it be nations or individuals that are concerned.

The task before the Royal Commission in this respect is undoubtedly no easy one. It appears that the best it can do is to get at the truth, and this in itself may be of some benefit. Beyond that we feel that very little can be done.

If the grievance was appertaining to the tariff it could be solved by the Government. The particular grievance which the planters have against the Canadian sugar buyers is not, however, one which appertains to the tariff. It is simply a matter between buyer and seller.

How the Government can compel buyers in Montreal and Halifax to pay the planters in the West Indies the price which will allow the latter to enjoy part or whole of the benefit of the preferential tariff we cannot see. To compel the planters of the West Indies to sell at a certain figure would scarcely be less feasible.

Canadian refineries may be taking an undue advantage of the sugar planters of the West Indies, but if so their offence is a moral, and not a legal one, and consequently to rectify it is beyond the power of any Legislature.

While the friction between the West Indies sugar planters and Canadian refineries has no doubt interfered with the trade in the particular commodity concerned, it is at the same time worth pointing out that whereas fifteen years ago Canada imported 4,306,655 pounds of raw sugar valued at $85,223, last year the quantity was 271,762,609 lbs., valued at $5,836,536, which is an increase of 267,455,653 pounds in quantity and $5,751,313 in value.

This very great increase is obviously due to the preferential tariff. How much greater it might have been were it not for the present difficulty between the buyers in Canada and the sellers in the West Indies, it is of course, impossible to say.

Unfortunately the difficulties between the planters and refiners will deter rather than facilitate the movement for better trade relations between Canada and the West Indies. And it is herein that lies its most regrettable feature.

MARKET FEATURES.

There has been decided action in provision lines of late. From coast to coast advanced prices are noted in our correspondence columns this week. Salt pork which in Chicago is sold at $24 a barrel, costs laid down in Halifax and St. John from $27 to $30. The Canadian article is not to be had at all down by the sea. Montreal and Toronto report a scarcity of hogs. One reason given for the scarcity is the high price of grains; farmers preferring to get rid of their hogs rather than fatten them for market. Vancouver and other British Columbia centres also note higher prices, both in pork and farm produce generally.

A strong feature of the market situation is the way eggs are selling out at the coast. While eastern selects are retailing at 35 cents a dozen, local fresh eggs command as high as 55 cents.

Flour has dropped in eastern, western and central Canada. The maritime provinces report a decline of 30 cents a barrel, while Quebec, Ontario and Manitoba show a decline of 20 cents. The maritime provinces have cut on Manitoba flour only; while Quebec and Ontario have cut on local flours. Dealers in the former province state that Ontario millers have been cutting in the east and as a consequence they have been compelled to do likewise.

Dried fruit in the large centres is firming up, and there is a corresponding decline in green fruit. The west will take large quantities of Ontario apples this year, and already the new evaporated apples have taken a great hold in Winnipeg.

Syrups are selling at near cost in Manitoba, but an advance of 25 cents is promised shortly. Dried fruits are also slated for an advance in the west.

Travelers are already taking orders for Christmas goods. British Columbia salmon is the new line offering.

MADE MONEY BY READING.

That the trade paper should be read, there are ample reasons. Every week evidences of direct financial benefits of trade papers are brought home to retailers.

A case in point comes from Brantford, Ont. There is a certain grocer in that city who reads The Canadian Grocer from cover to cover every week whenever it is at all possible.

The paper was mislaid somewhere in the store one Saturday and he was heard to enquire that night, "Where is The Grocer? I just made $5 out of that paper last week."

This is a significant statement and bears a moral. Every week it is the policy of the editors to secure as many valuable suggestions and practical hints as possible for readers. Methods of grocers who are making successes and methods of those who are not, are given.

Outside of this feature, the grocery trade markets are carefully prepared and can be relied upon. Quotations that appear in The Grocer are always taken as authoritative by governments, so that their accuracy is unquestioned. Points in market reports are given every week that should not be overlooked and if it is possible for a Brantford grocer to make $5 by reading his trade paper, it is possible for others to do the same. The advertisements themselves convey a great deal of information that can always be used to advantage.

It is evident therefore that the business of every subscriber of a trade paper is to read it carefully, think over the hints and suggestions and do not be the last to make a change where a change is necessary.



A Splendid View of the Handsome Interior of the Grocery Department of Benson Bros., Guelph, Ont., Illustrating Show-Case, Modern Bin and Shelf Fixtures and Automatic Computing Scales. Benson Bros. Also Handle Crockery and Chinaware Extensively.

Successful Methods Adopted by Canadian Grocers

Peterboro Grocer Gives Samples to Induce Trade — Push Quality, Not Price, Says Toronto Retailer—Montrealer Advises the Study of Buying Stocks—Loyalty a Feature of Bracebridge Grocery Staff — Westmount Merchant's Experience in Lapsed Insurance.

STAFF TAKES INTEREST IN THIS STORE.

Bracebridge, Sept. 28.—In one of our large grocery stores the question was asked of the proprietor, how is it your store is always bright and clean? The answer came direct, "because our staff take some interest in the store, and we appreciate it." Once a week all come back at night, arrange the stock, put up sugar and tea, open and check off merchandise and invoices, and once a month they scrub the floor. No wonder this man is blest with a large trade—increasing trade, in fact—when without whip or bribe the work goes along smoothly in perfect running order.

MICHIGAN BEAN CROP.

Chatham, Sept. 27.—(Special)—Reports from Michigan indicate that the extent of this year's Michigan bean crop is such that it may have a moderating effect upon the prospective high prices for Canadian beans.

A Saginaw correspondent says: "Instead of being a half failure, as was predicted only a fortnight ago, following the severe frosts in this part of the state, Michigan's bean crop this year will be one of the greatest and most valuable on record. As against a yield of only 3,500,000 bushels last year, it will exceed 6,000,000 bushels this year. The acreage last season was approximately 350,000, while this year there were upwards of 440,000 acres of land in the State laden with beans to harvest, or a 25 per cent. larger acreage.

"This is the estimate placed on Michigan's 1909 crop by Henry W. Carr, head of one of the largest grain commission houses in the State, following his trip last week and this week with the manufacturers' and wholesalers' trade excursion. The tour took Mr. Carr through hundreds of miles of territory in northern and northwestern Michigan, and all through the Thumb district, which is the greatest producer of beans in the State. With beans selling at from $1.75 to $1.90 a bushel, and a yield of 6,000,000 bushels, the value of this crop to the Michigan farmers may be appreciated."

BRANCH GROCERY AT SUMMER RESORT.

Winnipeg, Sept. 28.—W. H. Stone yesterday closed his summer store at Whytewold Beach. He has been very much encouraged with the trade for the past four months, and expects to open again next spring with a larger stock. The resort is growing rapidly, and will be quite a town.

GROCERS' EXHIBIT AT FAIR.

Bracebridge, Sept. 28. — Hutchison Bros., of this town, had a tea exhibit at the local fair. It was a beauty, and nearly every woman who attended had a drink of their famous "Queen" quality tea. Grocers in all towns should have exhibits like this one, at the county fairs. It is certainly a good mode of advertising.

A QUESTION IN STORE-KEEPING.

Toronto, Sept. 29.—It is a very common practice, said an old grocer of this city, for store-keepers to offer the cheapest goods they have, with the notion that they can undersell other competitors. They forget that if they sold for instance, a pound of tea at 25c, they only make say 5c, whereas if they sold a 30 or 40c tea they would make from 6 to 10c, and the customer would get better satisfaction. It is all right to keep those cheaper lines to give them to people if they want them, but when a lady asks for a pound of tea, it is rank folly for the grocer to say that he had very good tea for 25c, when the lady would likely have bought a 40c or 50c tea. He only makes probably half as much as he might have made, and the lady who has been in the habit of using a better tea will not be pleased with it.

Through his want of business tact he made less profit, and did not give satisfaction. The few cents less will soon be forgotten, but the fact that the grocer sold her an inferior tea may be the cause of losing her trade.

It should be the aim of a grocer rather to cultivate a demand for higher grades of goods than for lower qualities. The tendency of the age is for higher and better things, and those who understand this freely and do their business accordingly will win in the race.

CARE IN BUYING.

Montreal, Sept. 28.—In a conversation with a local retailer, the subject of stock buying and overstocking came up. He gave it as his opinion that grocers should make a careful study of their trade, and buy only in direct proportion to demand. "Never let any one sell you more than you want of any line." Fresh goods, with a quick turn of stock, means good business.

GIVES AWAY LEMON EXTRACT.

Peterboro, Sept. 29.—Walter M. Roebuck, who conducts the Inverlea grocery at Smith and Water Streets, is offering a particularly fine line of goods. He has some special bargains that he is announcing, and last Saturday to every purchaser he gave away a free bottle of extract of lemon. He is opening a new stock of goods and will only handle the very best.

KEEP UP YOUR INSURANCE.

Montreal, Sept. 28.—Insurance is one of the things a grocer must keep up. "A lapse in this regard," said a Westmount grocer, "may mean a big loss. A friend of mine, not, however, in the grocery business, but in its first cousin, the confectionery line, let his insurance lapse, and, of course, had to have a fire shortly afterward. It almost crippled him financially, and it was several years before he quite recovered."

OPPOSITION TO NEW MANITOBA CORPORATION ACT.

Winnipeg, September 27.—The continued examination of the Extra Provincial Corporation Act by the business men of Manitoba has tended to intensify the opposition to its coming into effect on November 1 next. Each organization namely, the manufacturers' association, the Board of Trade and the brokerage association have appointed committees to investigate the details of the act with a view to discover its scope. They have done this quite thoroughly, having each secured legal advice upon its interpretation and having further discussed the measure with the provincial secretary who is in the main responsible for its appearance. The various committees have also discussed the act with several other members of the cabinet and are quite prepared to submit reports to their respective associations.

The brokers' association committee has gone into the matter more thoroughly than any of the other enquirers and as a consequence the association has been hanging fire until this committee was ready. Some time this week, however, the brokers' association will hear the report of the committee, and should it be ratified then all the organizations will come together and call a public meeting, at which the conclusions of the committees will be aired.

The committees refuse to divulge anything regarding the nature of their reports, but it is known that their investigations have been thorough and the indignation keen, and little difficulty is anticipated in rousing public opinion against an enactment which according to their minds, legislates such a large volume of business away from this province.

Unjust to Provincial Business.

It has been made known that the provincial secretary has admitted that the act may be interpreted so as to be a severe injustice to the business of the province, but the interpretations which he puts upon it, and the interpretation which was meant to be put upon it when it was framed, does not in any way discriminate against extra provincial corporations doing business in this province through an agent or a broker. But according to the interpretation of the attorney general of the province it does aim at the outside corporations and the resident brokers also, for he says, "what I see that is objectionable in the act is the fact that resident brokers are discriminated against and encouragement given to commercial travelers which is absurd." It would seem then that the act was manifestedly incongruous, but so long as there remains the slightest possibility of such an interpretation as the average business man puts into it, the associations referred to above, are prepared to fight it to the finish.

The deputy provincial secretary in discussing the measure stated recently that the act was simply a reproduction of the foreign corporation act which this act repeals. The only alteration made is that the new act provides that outside corporations cannot use the courts of the province if they are not incorporated within the province. Heretofore extra provincial corporations doing business here through the brokers had the same privileges as provincial corporations with respect to the courts, and this was considered an injustice.

Should Not be Enforced.

Granting that it has been in force for some time under another name, say the business men, it does not follow that it should continue, neither does it follow that because it is almost identical with the Ontario act, and very similar to the act in force in the western provinces, that it should be enforced in Manitoba. The deputy minister drew attention to the fact that the act was in force in British Columbia and that it was enforced, but that there was no complaint from B.C. brokers or the firms they represented, simply because, he said, a proper interpretation was put upon the act. Further, he said, no one can interpret the act as the business men of Manitoba interpret it, and have it enforced without the consent of the government which reserves to itself the right of interpretation. These arguments throw the whole act into ridicule. It matters not how or where the act is enforced, or how long it has been in existence, no sane man in this province is going to stand idly by and see an act go through which may or may not throw into jeopardy the commercial life of the province. And the movement which is on foot at the present time will preserve at any cost the interests of this province and this country.

BEET SUGAR IN ENGLAND.

After several years' investigation, experts have pronounced the various projects to produce sugar from beets grown in England, particularly in Lincolnshire, entirely practicable. The chief obstacle has been the lack of government encouragement by way of exempting home-made sugar from the national tax on that commodity. The government has declined to take such action, on the ground that it would be inconsistent with the policy of free trade. However, the Lincolnshire promoters have now formed the Sugar Beet Syndicate of England. To the Lincolnshire farmers they propose that in consideration of a guaranty that 3,000 acres of land will be devoted 5 years to the growing of sugar beets they will build a sugar factory at Sleaford, in that county. Half the required area has now been promised, and it is hoped that the factory may be built before next winter and the industry be in full operation next year. The farmer is offered $3.52 per ton for his beets, and a market is guaranteed. The promoters are prominent and reputable residents of Lincolnshire.

A large meeting of farmers and other interested persons was recently held at Sleaford, when all phases of the subject were discussed. It appears from the remarks made that England imports annually nearly $100,000,000 worth of sugar, more than half of it refined, and is, so one speaker thought, the only country which does not produce some quantity of sugar; and yet, he said, experiments proved that England could produce sugar beets as well as any other country in Europe. This statement was amplified by another speaker, who testified that experiments showed the English beet to be superior to the German, containing 17.3 units of sugar against the German 15 units; that, in fact, the English beet contained a larger percentage of sugar than was required. It was also stated that some of the experimental crops yielded 25 tons to the acre, the average being about 18 tons.

The syndicate wishes to make the business co-operative, the beet growers to take shares. It is intended to make further proposals to the government, but if these fail it will not mean, the promoters declare, that the project will be abandoned.

TRADE NOTES.

Lawson & Baker, grocers at Grand Forks, B.C., have dissolved.

A. Dagenais' grocery store at Tetraultville, was burned last week. There was some insurance.

Notes From the Maritime Provinces and Quebec

Large Apple Shipment From Halifax to Old Country — Fresh Meat and Provisions Prices Soar High in Eastern Canada— Maritime Trade Greatly Improved.

HALIFAX.

September 25.—The grocery business throughout the province is reported to be in a very satisfactory condition. Collections are improving, and the outlook generally is good. Prices are firm and some advances are noted since last report. The principal changes are: Sugar up 10c; lard, ½c; hams and bacon, 1c per lb.; and cheese ½c per lb.

Jobbers expect many of their customers to visit Halifax during the exhibition to be held in this city, and a number of the travelers will come in off the road to show them around. Many of the dealers combine business with pleasure during the fair, and it is expected that many of them will come this year.

The quantity of fruit that the dealers are handling this year is enormous, some of them turning over in one day on small lots as much as $500 worth. Pears are in abundance and are selling very low. Apples are in good demand, and all the fruit marketed so far finds a ready sale. No. 1 Gravensteins are selling at $3 per barrel. The fruit business this season is expected to be a record-breaker. Already large shipments are being made to London. One steamer sailed from here this week for Liverpool, taking 10,000 bbls. This is a very large shipment for the opening of the season. From now on they will continue to become heavier.

Eggs are in fair demand, with the price unchanged at 27c. Butter is in fairly good supply, the choicest dairy in tubs selling at about 23c. Some of the dealers have advices of large shipments coming later in the season.

The continued strong advances in U. S. provisions has been a surprise all this season to the trade generally. Wholesale dealers have been importing pork only for hand-to-mouth quantities, for fear of a break in the high prices, but, contrary to their expectations, prices continued to steadily advance. In January, 1908, United States clear pork was quoted by the packing houses at $16. In December of the same year it was $20. In May, 1909, it was $18. Since then it has been steadily advancing, till to-day the packers' price is $23.50, which means $28 landed here duty paid. The same strong advances apply to all grades of pork.

Lard has pursued the same course. Swift's leaf lard in pails, which, in 1908, cost 12¾c to import, cost 13¾c in May of this year, while to-day will cost 15¾c landed here duty paid.

United States plate beef, which did not follow the strong advance in pork, has now begun to advance rapidly. Prices having gone up from 50c to $1 and $1.50 per barrel, according to the packer, that is to say, that some packers have advanced more than others, but the situation is very strong. Some lines have been advanced by the packing houses a clear $1 a barrel, while other popular brands, largely used in this market, have been advanced so much higher as to prohibit the importation. To import good plate beef from the United States would cost about $16.25 a barrel duty paid, and if one can believe the reports from different sources, prices will be much higher in the near future. In the matter of Canadian beef there has not been any quantity to speak of brought into this market for some time, owing to the scarcity. It seems that our packers have not been able to get sufficient cattle.

ST. JOHN.

September 29.—Although business generally has been rather slack during the past few weeks the general opinion is that it has been a very good year thus far. The majority of the merchants report that trade has been better than up to this time last year.

Crop reports continue of a satisfactory nature. Potatoes are plentiful and except in some districts where rust is reported the quality has been very good. In some of the earlier shipments there has been complaint that many tubers affected with rot were shipped along with the good ones. In consequence the shippers have been imploring the farmers to keep them in the ground a little longer until they thoroughly mature and they also refuse to accept the shipment of any that have not been properly sorted. There is a great quantity of first class stock along the St. John valley and the shippers are determined that no more inferior grades will be loaded on cars. Owing to the glutted markets of the cities, dealers have ceased buying until the situation is relieved. Shipments to the Cuban market have been good.

The Elder-Dempster line steamer Bornu, which sailed from here last week took away 5,000 barrels of potatoes and also a large quantity of dried fish.

Oats have been a bounteous crop this year and are selling in Carleton county at 35 to 40 cents a bushel. The hay crop has been below the average.

In the local market Manitoba flour has dropped 30 cents a barrel, present quotations being $6.45 to $6.50. Ontario's are unchanged at $5.65 to $5.70 for medium patents and $5.75 to $5.80 for full patents. The scarcity of canned peas is causing some of the dealers uneasiness, as they have scarcely enough to fill their orders. Quotations range from $1 to $1.50 a dozen. One dealer received an order last week from a firm in Halifax for 200 cases but was unable to fill it. Roll butter has advanced two cents a pound and is now selling at 22 to 24 cents, with choice tub butter 20 to 23 cents.

Moose and deer meat has been coming in plentifully during the past week and is selling very cheap. Moose is quoted at 5 cents wholesale and deer at 4 to 5 cents a pound.

The price of salt pork is now higher than at any time within the recollection of the dealers here. It is selling at $24 a barrel in Chicago, which is a phenomenally high figure. The nearest approach to it was in 1892 when Cudahy cornered the market and it went to $21.80, but only for a short time, as there was a big slump when the corner broke. The price now ranges from $27 to $30 a barrel in the local market.

The Royal Commission appointed to investigate and report upon the measures that may be taken for the promotion of closer trade relations and for the development of mutual trading facilities between Canada and the British West Indies, will meet here this week. The Board of Trade will tender the visitors a dinner at the Union Club.

The grocery store of J. B. Robinson, at St. Stephen, was broken into on Friday last and a small amount of money was stolen.

The exhibition at Fredericton which closed on Thursday last was very successful. The total attendance for the ten days was 30,016. This week the Charlotte County Agricultural Society is holding a fair at St. Stephen. Governor Tweedie and Premier Hazen officiated at the opening.

Frank Vanwart who is associated in the grocery business with his father at Fredericton is to be married shortly.

E. A. Smith, of the Smith Brokerage Co., returned last week from a business trip to England. D. J. Purdy, ex-M. P.P., the north end grocer, also arrived home last week after an extended trip to the Pacific coast.

Interesting Trade Items Gathered in Ontario

Buying Apples in Chatham District for Northwest Markets— New Pork Factory at Leamington—Heinz Company to Enlarge —Bracebridge Grocers to Drop Saturday Night Deliveries.

CHATHAM.

September 27.—Thos. M. French and Richard Steen, apple buyers, report that they have purchased 3,000 barrels of apples for shipment in this section and that they can find a ready market for all they can secure. Apples are a very fair crop in this vicinity, while further north, in the Lake Huron section, they are excellent. The chief difficulty in this section is that orchards have been neglected. There is a growing demand for good apples from the Northwest.

The business outlook in this vicinity is very good. While crops in some sections are rather short, high prices are anticipated, so that the farmers this winter should be well supplied w



Hygeian Brand Canned Goods

THIRD SEASON

Our Hygeian (Good Health) Brand of Canned Goods is intended to meet the wants of the consumers who desire "Perfection" in quality and who are prejudiced against goods in tins. "Hygeian" Brand Goods are packed in Gold Lined Tins, which make them equal to glass, with the advantage that there is no danger of breakage. We guarantee our "Hygeian" Canned Goods to be equal to the choicest home made.

PACKED BY

CANADIAN CANNERS

LIMITED

Head Offices: Hamilton, Canada

money. In the city there are very few unemployed at the present moment, and the various industries are running steadily.

The prospect is that egg prices this winter will be exceptionally high. The present price is 22c, and there is every indication of a real scarcity behind these high figures.

John Hales, the oldest established butcher in Chatham, is selling out. His business is being purchased by Mr. Kennedy, of Dover, who will take possession Nov. 1. The deal was put through Saturday. Mr. Hales has been in the business thirty-three years.

O'Flynn & Burgess, grocers, of Wallaceburg, have installed a McCaskey account register to facilitate bookkeeping. Another improvement is the lighting of the store, with Tungsten lights, recently installed.

Horace Brown, lately associated with Jas. S. Proal, in the pork-packing business at Leamington, has purchased his partner's interest. Mr. Proal will return to his former home in Oxford, Mich. Under the management of Mr. Brown the capacity of the factory will be enlarged, and a wholesale and retail department added. New premises have been already secured.

Leamington will have another pork-packing factory in the near future. H. Rymal, for some time past in the butcher business there, was in negotiation with Proal & Brown for the purchase of their business. The negotiations having fallen through, Mr. Rymal announces that he will set up in business for himself.

H. J. Heinz, of the H. J. Heinz Co., recently visited the Leamington factory. It is understood that the factory will be enlarged next season, with the possible addition of a plant for making vinegar.

ST. CATHARINES.

September 29.—W. J. Parks is having a store remodeled on Ontario St., putting in an up-to-date front. He will be leaving his present stand in a few weeks.

Wm. J. Welsh returned to the city a few days ago, having spent the last two years in the vicinity of Edmonton, Alta. He is back with Welsh & Co., the Ontario Street grocers.

W. A. Sherwood has been spending a few days' holidays with his brother near Tillsonburg.

TORONTO.

September 29.—Andrew S. Leckie took possession of one of the stores in the new block fi 1272 Yonge St., which he has fitted up and filled with fresh groceries and will be a strong competitor in that part of the city.

"Home Sweet Home."—Daniel Robinson is again back in his old stand, 49 Davenport Rd., where he was in business years ago, but during the last four years was station master at one of the Northwest railway places. He is pretty well up in years and has concluded to spend the rest of his life in the city of his home, doing a nice business with his old friends, who no doubt are glad to see him back.

I. A. Rice, 1212 Yonge St., has bought Williams Bros.' stock and added it to his own. He employs three clerks and keeps them all hustling.

Gibb Bros., 1174 Yonge St., keep everything up to date and naturally do a large trade. Good service is the watchword all over. Price cutting belongs to those who are rapidly getting ready to go out of business.

Charles Page, 1154 Yonge St., is one of those happy going fellows, who has never a kick to make, and everything comes his way. He holds no monopoly or a patent on it, and therefore others can use it without infringing on his right.

B. S. McMurtry, 1146, is another of the north Yonge St. "bunch," who take care that no one in that part of the city suffer for want of groceries.

"Rosedale Grocery," 1064 Yonge St., is making a lively race for its share of the trade, and it is getting there.

I. W. Island, 262 Dundas Street, to put it in his own language, is "losing his main guy," C. G. Trollope, who has been his head clerk for some time. Mr. Trollope has secured the position of city traveler for "Groceries, Limited."

MacKeon Bros., 349 Dundas St., bought out J. O. Strong, and are doing well.

D. McEachern, 934 Bloor West, who had sold his business to C. E. Hubbs a few months ago, has bought it back again, and is again at his old post, serving his customers with first class goods and renewing his old acquaintances. Nothing like "home, sweet home."

BRACEBRIDGE.

September 28.—Wednesday, Thursday and Friday last week our annual fair was held. The grocers more than others always prepare for the rush, especially Friday, and consequently stores of this kind had hundreds of baskets of fruit to dispose of. One grocer informed me that although Fair day was not up to last year, in cash sales, the Saturday following equalled the day before in trade and helped to clean out the enormous stock of fruit on hand.

The grocers expect the cutting off of the Saturday night delivery will come into effect the first week in November. May other towns follow this good example.

Current Business Happenings in Western Canada

Winnipeg to Have Largest Flour Mill in British Empire—Annual Meeting B. C. Retail Grocers' Assn. at Victoria — High Priced Eggs at the Coast—Large Cannery to be Built on Skeena River.

VANCOUVER.

Sept. 25.—This week marks the upward trend of prices of eggs, lard, ham and bacon. Select eastern eggs are jobbing at 32c, which is a rise of 2c. A short time ago, sellers offered grocers certain amounts at 30 cents, if orders were put in then, and those who did so will still be able to retail at 35c, with a fair profit. Three cents on the retail price is a close margin, but it means either that or charging more than other grocers. Local eggs retail at 55c, the wholesale price being 46c and 47c.

Hog products have gone up. Swift's premium bacon, quoted previously at 25c and 26c, is now jobbed at 27½c. Griffin's has raised from 18c and 19c to 21c and 22c. Hams are three cents higher, being 21c. Lard has made half a cent an advance, being 17c for threes, fives and tens, composition being half a cent less.

Wholesale grocers are joining in the effort being made by Vancouver merchants to secure a reduction on freight rates to western Alberta points. At present, there is about 30 per cent. of an advantage to Winnipeg, with the result that this handicap prevents Vancouver from securing trade in Alberta, which would otherwise come this way. A committee of the Vancouver Board of Trade is steadily working on the matter, and if there is any possible way of attaining their end it will be accomplished.

At the meeting of the B. C. Retail Grocers' Association this week, the following officers were elected: President, Fred. W. Welch, Vancouver; Vice-president, E. J. Wall, Victoria; Secretary, for Vancouver Island, T. H. Futcher, Victoria; Secretary for the mainland, R. D. Dinning, Vancouver; Directors, H. O. Kirkham and T. Redding, Victoria; F. McDowell, W. Clark and W. J. Andrews, Vancouver; legislative committee, the president, J. T. McDonald, Geo. Hobson and T. H. Futcher.

The grocer who sells the best product and tries to secure trade by honest efforts, will welcome action on the part of the Alberta Government to stop the use of labels on butter that does not come from Alberta. In this city, a dealer told The Grocer, butter is put up under the label, "Alberta Government creamery butter," that never saw Alberta. The Alberta Government creamery buttter is a good article, and consequently its reputation is being tampered with. The butter is secured at a cheaper price, put up in bricks and wrapped here, the labels, presumably, being printed here also.

Wallace Bros., who for a number of years have had a cannery at Claxton,

near the mouth of the Skeena river, will erect this winter one of the largest fish-packing establishments in the world. For some time, they have been experimenting in the business of freezing salmon and halibut for shipment in casks to eastern United States and Europe, and the business has now increased so greatly that a plant will be erected to cost half a million dollars. A large amount of salmon and halibut will be handled. Some outside capital, including some from Vancouver, will be utilized in the extension.

W. Crawley Ricardo, manager of the Coldstream ranch at Vernon and R. H. Agur, of Summerland, were with the Minister of Agriculture, Hon. R. G. Tatlow, present at a conference with Sir Thomas Shaughnessy, president of the C.P.R., who is on the coast this week. They discussed the fruit situation, and Sir Thomas promised that the company would give the growers every consideration. He stated his willingness of the company again taking the provincial exhibit to the Old Country free of charge. This will leave on October 22, and will be in charge of W. E. Scott, who was over last year with R. M. Palmer, deputy minister of agriculture. Mr. Scott had charge of the display of the province at the Toronto Exhibition this year.

Prof. Prince, who has made a study of fish in British Columbia waters in his capacity of Dominion Fisheries Commissioner, makes the statement that the wealth of herring in Nanaimo harbor is unexampled in the world. The dense shoals of herring were phenomenal, and that the industry has not attracted greater attention is remarkable.

Manager Wilson, of the Cash Grocery, Kamloops, has returned from Kingston, Ont., where he went to bring out his family. He also brought out the family of his partner, Mr. Davis.

Salmon fishing since the resumption of the industry after the close season, which terminated on the 15th instant, has not been satisfactory. Adequate labor was not available, with the result that fish had to be refused. The sockeyes were not very plentiful, but cohoes were caught, and both together would have helped to increase the pack materially if conditions were favorable. As it is, the aggregate number of cases will not be much increased.

VANCOUVER MARKETS

Sugar, standard granulated	6 00	Tapioca, per lb.	0 03½
Val. raisins, lb.	0 05½	Evaporated apples	0 08½
Cal. " "	0 06½	Butter, per lb.	0 28
Prunes	0 05½ 0 07½	Cheese, per lb.	0 15
Currants	0 06½ 0 07½		
Dried apricots	0 11 0 13	Canned Goods—	
Flour, Standard, bbl.	7 10	Peas	1 00
Cornmeal, p. 100 lbs.	2 60	Tomatoes	1 32½
Beans, per lb.	0 03½ 0 04½	Corn	1 10
Rice, per ton	68 00 76 00	Apples	3 42½
		Strawberries	2 15
		Raspberries	1 65

VICTORIA.

Sept. 22.—The second annual convention of Retail Grocers' of British Columbia was held at Victoria, Sept 20 and 21, and was well attended. The proceedings were interesting; important subjects were discussed; and much benefit is anticipated from the interchange of views and resolutions adopted. Unfortunately the secretary for the Island, T. S. Futcher was taken ill about a fortnight since, and was unable to leave his room or take any part in the proceedings. H. Kirkham was asked to take the duties pro tem, and he was assisted by other willing workers who made the meeting a complete success.

Thanks of all are due to President F. Carne and Directors, T. Redding and E. J. Wall the local members of the B. C. Association.

CALGARY.

September 25.—Alberta is being favored with bright weather, which has enabled the farmers to complete harvesting under perfect climatic conditions. The yield will in all probability much exceed earlier estimates. Prices are satisfactory, so there appears to be no cause for complaint of any kind. Owing to the splendid crops and to the fine wheat lands still obtainable at moderate prices, the rush of settlement goes on unabated.

Produce of all kinds commands the best prices at all times. The moment there is an excess of any farm produce locally, the B. C. markets are always accessible. Owing to the immense crops of barley and oats this year it is likely that much stock-feeding will be carried on the coming winter. At present live hogs are worth 8c per lb.

The grocery trade continues very satisfactory. Wholesale houses are making large shipments to country points. Locally business is good, prices are gradually firming up on many staples. Canned peas are already becoming scarce, it is freely admitted that the pack will be short of the season's requirements. Canned goods generally are firm, the early buyers were the fortunate ones.

Recent advices from the coast report a fairly satisfactory run of late sockeye and Cohoe salmon. It is thought that the Fraser river pack may yet reach 600,000 cases of sockeyes.

California dried fruits are firmer in tone; large prunes are commanding attention from European buyers, consequently prices have advanced from ½c to 1c per lb., on Santa Claras 30|40's. Apricots are well cleaned up and stocks remaining will likely command a good figure. Peaches at to-day's asking price looks like good buying.

A. Hutchison, of the St. Lawrence Starch Co., paid Calgary a visit during the week, together with his wife and daughter. He left last night for Banff, Vancouver, and will visit San Francisco before returning to Toronto.

CALGARY MARKETS.

Sugars—	
B. C. granulated	5 64
Raymond, beet	5 35
Icing sugar, in boxes	7 10
Powdered sugar, in boxes	7 10
Lump sugar, in boxes	7 10
Raisins—	
Valencia, layers, 28 lb. box	2 40
California, 3-crown muscatels, per lb	0 06½
" 12 oz. choice seeded, per pkg	0 06
" 16 " " "	0 07
" S.C. prunes, 90-100, per lb. (½c. rise on a size).	0 05½
" S.C. prunes, 30-40, per lb	0 10
Currants, fine Filiatras, per lb	0 08
Cal. evap. peaches, choice, in 25 lb. bxs	0 07½
Cal. evap. apricots " "	0 13
Cal. evap. dates, bulk, Hallowee, per lb	0 07½
Pure maple sugar, per box 40 ½-lb. cakes	4 00
Rolled oats, B. & K. brand, 80's	3 00
Flour, Hungarian, per 98 lb. sack	3 40
" Economy	3 15
" S. Bakers	2 65
Cornmeal, yellow, per 98 lb. sack	2 40
" " " 10-10's	2 65
Beans, Canadian, hand picked, per bush	3 00
" California, limas, per lb	0 06½
" " pinks, per lb	0 06
" " Bayos, per lb	0 06½
Rice, Japan	0 04
Tapioca	0 05
Evap. apples	0 10
Butter, Alberta creamery	0 24
" dairy, No. 1	0 20
Cheese, Alberta	0 14½
" Ontario, large	0 15½
" " twins	0 15½
Eggs, fresh gathered, per case of 30 dozen	7 50
Pork, prime Alberta s.c., per brl	22 50
" " " per ½ brl	12 00
Canned Goods—	
B. C. salmon, clover leaf sockeye, 1 lb. tall, 4 doz	7 00
" " cohoes, 1 lb. tall, 4 dozen	5 25
" " pinks, 1 lb. tall, 4 dozen	4 00
Peas, in case, 2 dozen	2 35
Tomatoes, in case, 2 dozen	2 90
Corn, in case, 2 dozen	2 40
Apples, per case ½ doz., gallon	2 00
Strawberries, per case 2 doz. gallon	4 50
Raspberries, per case 2 doz	4 50

WINNIPEG.

Sept. 30.—According to an official report, the Ogilvie mills will double the capacity of the Winnipeg mill. This will make it the biggest mill in the British Empire, with a capacity of 8,000 barrels per day. The present mill was built in 1881, with a capacity of 1,800 barrels, and enlarged at different times until its present capacity of 4,000 barrels per day. This year the elevator capacity of the mill was increased by 300,000 bushels.

R. Simpson, president of the Guelph Board of Trade, and also president of the Simpson Wholesale Grocery Co., Guelph, passed through the city a few days ago on his way to the coast. While in Winnipeg he spent a few hours calling on the local wholesale houses, and introduced himself in the office of The Canadian Grocer. Mr. Simpson will return in a few weeks, visiting on his way the Seattle Exposition.

The Minneapolis flour mills, which grind considerable quantities of Western Canada wheat, will be influenced to handle more of the Canadian product by the new Payne Tariff Act. Heretofore millers were compelled to export the entire product, including flour and by-products, of imported wheat, and this was almost unworkable. The new Act provides that the by-products may be used for home consumption. As a consequence much of the wheat which would have moved east to Fort William from Winnipeg, will move south to Minneapolis.

George Nicholson, who for some time has been in the employ of A. Hendry, of this city, has been engaged as chief clerk in the store of Dunn & MacDonald.

W. E. McCrea, a clerk in the employ of W. H. Stone & Co., returned a few days ago from a tour in Ontario. He is very much delighted with his holiday, having visited the cities of Ottawa, Belleville and Toronto, in which latter city he visited the exhibition.

T. H. Grant, of the West End Grocery store staff, New Westminster, has been appointed manager of T. S. Annandale's grocery store at the same place.

Canadian General Markets and Market Notes

See also Provisions. Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS.

Flour—20c lower. Another drop probable.

Peppers—Firm at the advance.

Provisions—Pork and lard high.

Sugar—Firm.

Montreal, Sept 30.

An interesting situation has developed in the flour market. Ontario millers have been cutting prices in the Maritime Provinces, and, in order to compete, Quebec millers have to meet them. A cut in the east of 30c has been made, while here the cut has been 20c per bbl. in all lines. This was a necessary reduction in sympathy with the Maritime situation. It looks as if prices would go still lower.

Fish are very plentiful and the demand is good. The close season for brook trout begins to-morrow, October 1, but at present they are plentiful at 22c.

The sudden rise of two cents in both lines of peppers last week has not yet been satisfactorily explained. Some dealers say prices have been too low, and it was only to be expected. Others that speculators have bought up the visible supply. One thing is sure, if present prices hold, and they seem firm, there will be considerable difficulty in filling contracts.

Porks and lard are high this week, and will, in all probability, go higher. A scarcity of good hogs is the cause. It was a natural outcome of the situation.

Sugar is very firm this week and trade is somewhat quiet. The reason for this is the higher price for the past two weeks. No immediate changes in price are expected.

SUGAR—Sugar remains firm at present prices. No change is expected in the near future. Sales are slightly better than last week.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " 50 lbs.	5 60
" " " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" 100 lb. boxes	5 50
" " 50 lb. "	5 60
" " 25 lb. "	5 80
" " 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30

Bbls. granulated and yellow may be had at 5c. above bag prices.

TEA—Demand is more in evidence, but very little tea to be had. Some is due soon, however, and will probably be taken up eagerly. The market continues strong.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—Market quiet. No changes in price.

Mochs	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS — California fruits are now showing considerable advance over lowest prices, particularly in apricots and peaches, purchasers having almost exhausted the crop. Valencia raisins remain steady at last quotations, while Sultanas are slightly easier. Currants have strengthened and shippers are now asking an advance on recent quotations. Almonds and nuts of all kinds show no change. Heavy purchases of walnuts have been made for shipment via Havre, at reasonable prices, and shippers now are disinclined to contract for further supplies by that route, except at an advance. Reports from Smyrna quote figs somewhat higher. Dates, first tide London shipment, are expected to reach here early in December at very reasonable prices.

Currants, fine filiatras, per lb		0 05½
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	....	0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
California, choice seeded, 1-lb. pkgs	0 06½	0 07½
" fancy seeded, 1-lb. pkgs	0 07½	0 08
" loose muscatels, 3-crown, per lb	0 07½	0 08
" 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 08
Valencia, fine off stalk, per lb	....	0 05½
" select, per lb	....	0 06½
" 4-crown layers, per lb	....	0 06½

SPICES—Since the unexpected rise of peppers last week there has been little change. Prices are firm at the rise. Spice dealers are still in the dark as to the reason for it.

	Per	lb.
Peppers, black	0 16	0 22
" white	0 22	0 29
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—Prices are the same. Demand continues fair for both rice and tapioca.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

BEANS AND PEAS—A lower market is expected. Buyers are holding off. Austrian beans are offering at $1.85. No local stock is as yet available for immediate delivery.

Ontario prime pea beans, bushel	1 70	1 75
Peas, boiling, bushel	....	1 10

EVAPORATED APPLES—At present the only activity in the market is the booking of orders for November delivery, at prices from 8c to 8½c.

Evaporated apples, prime	0 08	0 08½

MAPLE PRODUCTS—No changes are likely for some time to come.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

Montreal.—Peas will be short this season. Other lines will, in all probability, have a full pack. The market for vegetables is brisk. The bareness of the dried California fruit market is a great help to the sale of canned fruits, which would otherwise be very slow.

Peas, standard, doz.	$ .95	$1.02½
Peas, early June, doz.	1.00	1.07½
Peas, sweet wrinkled, doz	1.07½	1.12½
Peas, extra sifted, doz.	1.52½	1.60
Peas, gallons	3.87½	3.92½
Beans, doz	.75	.77½
Corn, doz.	.75	.77½
Tomatoes, doz. (Ontario and Quebec)	.82½	.85
Strawberries, doz.	137½	1.40
Raspberries, 2's, doz.	..	1.75
Peaches, 2's, doz	..	1.65
Peaches, 3's, doz	..	2.65
Pears, 2's, doz	...	1.60
Pears, 3's, doz	..	2.30
Plums, Greengage doz.	1.50	1.55
Plums, Lombard, doz.	.95	1.00
Lawtonberries, 2's, doz.	..	1.60

Clover Leaf and Horseshoe brands salmon:

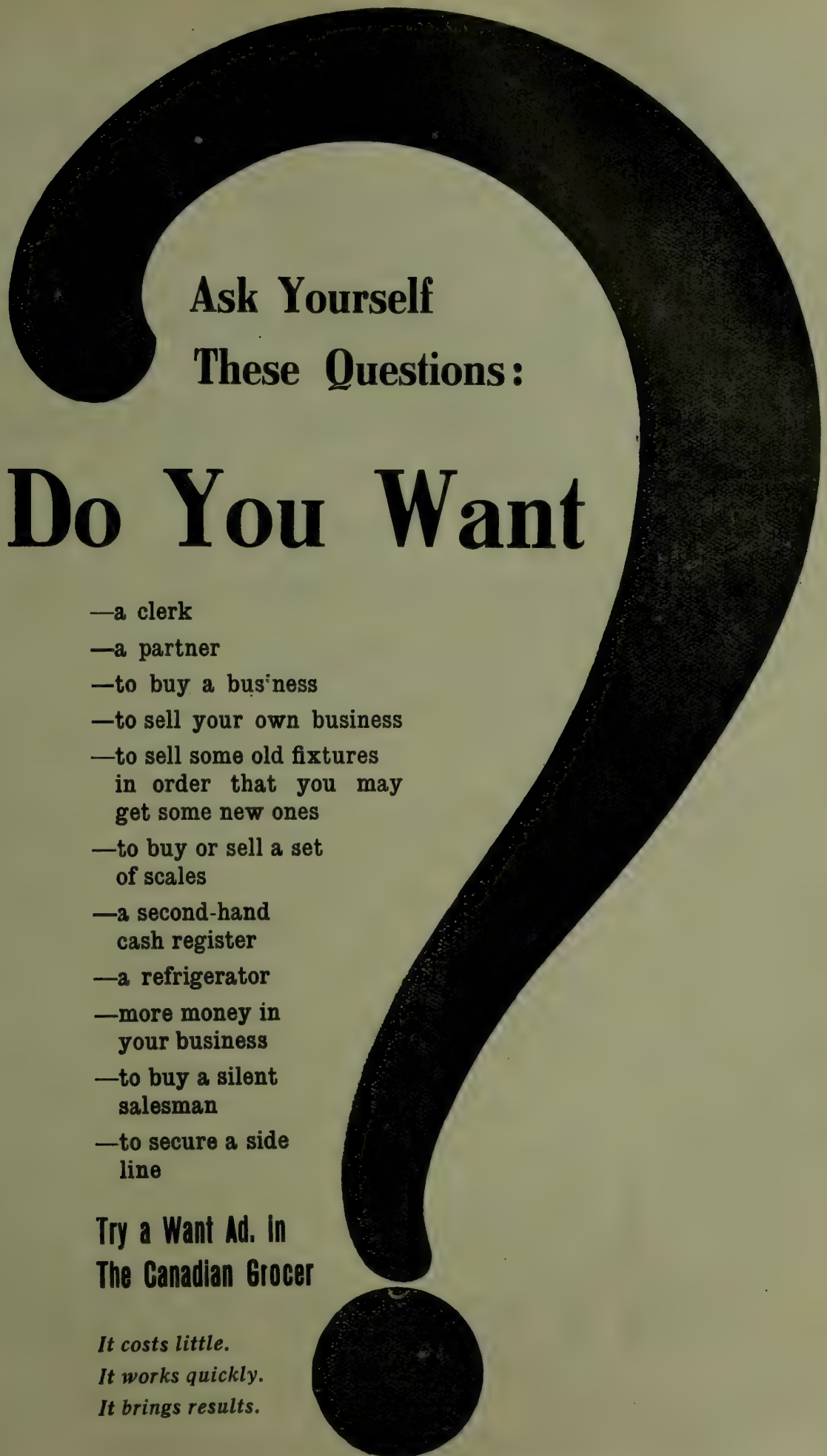
1 lb. talls, per doz.	1.87½
½ lb. flats, per doz.	1.30
1 lb. flats, per doz.	2.02½

Other salmon:

Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz	1.60	1.55
Red Sockeye, doz	1.85	2.00

TORONTO—The canned goods situation is still unsettled, with a good deal of surmising as to what will be the outcome at the end of the season. Peas on account of their short pack are sold and in some cases rebought at an advance. The corn also is not a full pack compared with other years. The packing of tomatoes is still going on, and if there is no frost for a few weeks longer, the tomato pack will be all that could be desired. No one will admit that there is any change in prices, but on the quiet, sales are effected at prices slightly varying from the quotation.

Beans	$ .75	.80
Corn	.75	.80
Peas	1.00	1.40
Tomatoes, 3's	.82½	.85
Strawberries, 2's	1.32½	1.37½



Ask Yourself These Questions:

Do You Want

—a clerk

—a partner

—to buy a business

—to sell your own business

—to sell some old fixtures in order that you may get some new ones

—to buy or sell a set of scales

—a second-hand cash register

—a refrigerator

—more money in your business

—to buy a silent salesman

—to secure a side line

Try a Want Ad. in The Canadian Grocer

It costs little.
It works quickly.
It brings results.

Raspberries, 2's	1.60	1.65
Peaches	..	1.55
Lawtonberries	..	1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.40	2.50
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90
Clover Leaf and Horseshoe brands		
1 lb. talls per doz.		1.75
½ lb. flats per doz.		1.15
1 lb. flats per doz.		2.00
Other salmon prices are:		
Humpbacks, per doz.	.95	1.00
Cohoes, per doz.	1.40	1.50
Red Spring, per doz.	1.55	1.65
Red Sockeye, per doz.	1.55	1.65

ONTARIO MARKETS

POINTERS—

Evaporated Apples—Firm.
Beans—New Crop Expected.
Tea—Ceylon Tea Crop Short.
Peel—New Arrivals.

Toronto, September 30.

The wholesale trade is fairly active. Sugar, to meet the wants for taking care of the large crop of fruit, is still the largest part of their trade. This is just before a great many lines of new goods are expected to arrive and, therefore, the real fall trade has not yet commenced. Raisins, prunes, apricots, etc., will be in by the middle of October.

SUGAR—The tone of the sugar market is firm, but no change in prices is noted. The demand is still heavy on sugar for preserving purposes.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 50-lb. boxes	5 80
" in 100-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	7 25
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 "	4 55
No. 1 "	4 45

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES — These lines are still quiet. Molasses is not only slow in winter, but dealers now find that to meet the convenience of grocers it also must be done up in packages instead of selling it in barrels to be retailed by the measure.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels	0 03½
Half barrels	0 03½
Quarter "	0 03½
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 0 33
" bbls.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

DRIED FRUITS—With the exception of several small shipments of Valencia raisins, there is nothing new on the market, and the old stock is very low and is not much called for. There are, however, some new peels, which have just arrived and are of excellent quality.

Prunes—	Per lb.
30 to 40, in 25-lb. oxes	0 10½
40 to 50 " "	0 09
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06
Same fruit in 50-lb. boxes ¼ cent less.	
Apricots—	
Standard	0 13½
Choice, 25 lb boxes	0 14½
Fancy, " "	0 15
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 15 0 18
Orange 0 09½ 0 11	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned ¼c less.	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias	0 06 0 06½
Valencias, new	0 07
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 05½ Fards choicest	0 08
Sairs 0 05 " choice,	0 07½

TEA—This year's crop of Ceylon tea is short, which together with other reasons makes the tea market very firm and from two to three cents higher per pound.

COFFEE—There is nothing special in the coffee line, more than the usual increase in business at the approach of cold weather.

Rio, roasted	0 12 0 13
Santos, roasted	0 15 0 17
Maricaibo, roasted	0 16 0 18
Mocha, roasted	0 25 0 28
Java, roasted	0 27 0 30
Rio green	0 08 0 09

RICE AND TAPIOCA—The orders are fair for these goods, with the regular prices unchanged.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½

SPICES—Peppers are firm and an advance of several cents is asked. The trade is active and sales are satisfactory.

Peppers, black, pure	0 14 0 17
" white, pure	0 20 0 25
" whole, black	0 16
" whole, white	0 23
Ginger	18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 20 0 30
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 14 0 16
" whole	0 14 0 16
Mace, ground	0 75 0 80
Mixed pickling spices, whole	0 15 0 16
Cassia, whole	0 20 0 25

NUTS—There is no call for nuts and they will not be in demand for some little time.

Almonds, Formigetta	0 12½
" Tarragona	0 11
" shelled	0 28 0 30
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 11½
" shelled	0 23 0 26
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

BEANS—The old crop is fairly well cleaned out, and some new stock is expected within a few days. The price of the new stock has not yet been decided upon.

Beans, per bushel	2 25

EVAPORATED APPLES—Are very firm and orders are secured at an advance

Evaporated apples	0 08½

THE CLEAN STORE WINS TRADE.

Cleanliness and the general appearance of your store, both inside and outside, do much to determine the enthusiasm which will be shown toward your store. Clean windows; well-scrubbed floors; neatly painted counters, shelving and tables; surplus stock cleaned away from under tables—all these things help cultivate in your customers the feeling of wanting to trade with you. Helps to make them your customers.

Try to look at your store through the eyes of a customer. Is it attractive? Does it create in you the feeling of wanting to come in and buy? Small matter, you say. It may be, but just the same it's a mighty important link in the chain which should bind trade to you.

A CANADIAN COMPANY FORMED.

The Dominion Register Co., Ltd., has been formed to take over all patents and rights for Canada of the McCaskey Register Co., of Alliance, Ohio, who have for some time operated a factory at Hamilton. The success which has attended the McCaskey Register in Canada makes it necessary for the new company to open up an extensive factory in Toronto, to be located at 96 to 104 Spadina Avenue. It is gratifying to know that these registers are being made in Canada.

A. G. Ryley, president of the McCaskey Register Co., and also president of the Dominion Register Co., is a Canadian. H. B. Macdonald, of Toronto, has been appointed managing director of the latter company.

PERSONAL.

Norman Jones, of the Park Grocery, Galt, was married on Sept. 27, to Miss O. Ludwig, of Preston.

IT IS A GREAT HELP.

Brougham, Sept. 24, 1909.
The MacLean Pub. Co.,
Toronto.

I have just been in business for myself a little over two years, and I find The Grocer a great help to me. It is not a new paper to me, as one of my former employers used to take it, and it was then, as it is now, eagerly looked for each week.

GEO. PHILIP,
General Merchant.

WHEN YOU SELL

"Merle" Brand Valencia Raisins

You are handling the

Finest Packed in Spain

Consistently High Quality

Pleasing to Particular Customers

Packed by Juan Merle of Denia.

Selling Agents—

The Robert Crooks Company of New York

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2 More Electric Tea-Packing Machines

Two more electric weighing and packing machines were recently added to the large number already used in the Red Rose Tea blending and packing warehouse in St. John, the largest and best equipped tea warehouse in Canada, and now we can just nicely keep up with the demand for Red Rose Tea.

Only one reason can account for the remarkably rapid increase in the sales of Red Rose Tea. It is always "Good Tea."

You can sell more Red Rose Tea, and **it will pay you to do it,** because every extra pound of good tea you sell will improve your business. **Try recommending**

Red Rose Tea

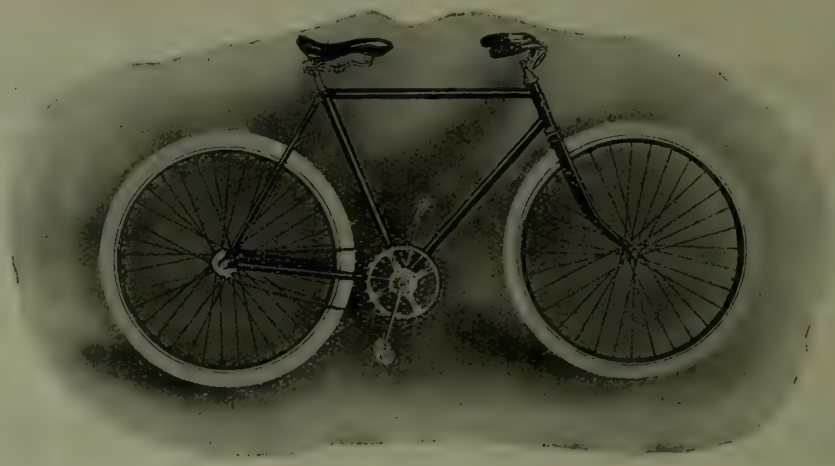
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It is a first-class wheel made for us by The Canada Cycle and Motor Co., of Toronto, and will give you excellent service. Here is a table showing the regular sizes of the various parts, with the other sizes that may be had instead, if desired:—

	Regular	Option
Frame	22-inch	20, 24 and 26-inch
Finish	Black	
Chain	3-16 inch. Block.	
Gear	77	72, 80, 87.
Handle-bar	No. 20, Adjustable.	
Pedals	Rubber 3¾-inch	3¾-inch or 4½-inch Rat Trap.
Cranks	7-inch.	
Saddle	No. 15	No. 14, 11, 17.
Tires	1¾-inch Dunlop	1 5-8-inch Dunlop or Hartford single tube
Wheels	28-inch, with striped rims.	

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absolutely free of cost, send us in 32 Paid-in-Advance yearly subscriptions to the **BUSY MAN'S MAGAZINE** (2 six-months or 4 three-months subscriptions count as one yearly subscription). You will find it an easy matter to get these subscriptions with surprisingly little canvassing as the Busy Man's Magazine is very attractive and interesting. Try it!

Let your boy earn one.

This bicycle offer is an excellent opportunity for your boy to acquire some training in the art of salesmanship. Send him out to procure the 32 subscriptions with the bicycle as his reward. He will enjoy the work; it will help rouse his enthusiasm for a business career; and it will put him in possession of a splendid bicycle that will be useful in your business as well as affording the boy a lot of pleasant, healthy exercise.

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A Department of Commerce and Finance

University of Toronto Establishes Department to Replace Commercial Course—Two Year Curriculum to be Later Extended to Four Years—To Illustrate Business Principles and Methods—Graduates Entering Business Rather Than Professions.

The utilitarian conception of universities is broadening all over the world in accordance with the spirit of an age that is eminently practical. The mere aesthetic and idealistic are giving way to the concrete and the technical. The tendency is witnessed on all sides. The leaven of reform and improvement is working rapidly, permeating every avenue of education and, animated by the broad, tolerant spirit which characterizes it, the University of Toronto has added a new course to its progressive curriculum. It is one that will serve to make the institution more national in aspiration and usefulness and wider in scope and results. The course, that for the first time is presented by the great provincial seat of learning and designed to bring it into closer and more intimate relationship with the business and commercial life of Canada and its people—for after all we are a nation of workers—is known as the Department of Commerce and Finance. It replaces the old commercial course established a few years ago and is more extensive and thorough in its application, as well as more complete and comprehensive in its nature. For the present a two-year curriculum is announced, but it is intended eventually that the course shall run through a third and fourth year.

For years the MacLean trade papers have consistently and strongly advocated such a course for all our universities, and it is pleasing to record that the subject has at last received the attention that a matter of so great and far reaching importance merits, and a beginning made. In the inauguration of this move the University of Toronto is demonstrating that, under the guidance of President Falconer, the provincial seat of learning is growing more national in its work and worth and more in touch and sympathy with the development, spirit and expansion of the times than at any previous period in its long and honorable history. It is meeting the need and demand for a training for our young men that will fortify and equip them for the practical workaday world which surrounds them on every hand.

The object of the new course of Commerce and Finance is to fit young men for business—not in the sense of making them technical experts or masters of detail which, after all, can only be learned by actual contact and experience with things—but to give them a training in the illustration of principles and a mental discipline and grasp of affairs that will readily place them in a position to adopt and appropriate business methods and measures as soon as they leave college. It is well known that the trained and developed mind rules in all spheres of achievement and speedily comes to the front in all trying situations and difficult undertakings, in just the same way, that in technical success, higher standards and more efficient administration in any trade or calling the practical hand, the skilled arm and the quick eye have accomplished much.

Speaking of the new course, President Falconer said he could not as yet venture an opinion as to what advantage it would have upon the business interests of the country as the University was merely making a beginning at present, but he had observed that every year more and more graduates of the Arts course were entering business life instead of the professions, and the indications were that this number was likely to increase. The object of the University was to turn out well-trained men, thoroughly skilled and disciplined in a mental sense, who would view things on a broad base and be so admirably prepared that they would be in a position to become masters of their chosen calling, to realize its advantages and possibilities, and grasp its full meaning and significance. Some universities across the border have courses similar to that being initiated by the University of Toronto but such courses are open only to graduates and come under the head of post-graduate departments.

It is only after a thorough and extended series of interviews with leading business men, bankers, financiers and insurance men of the province that such a step is being taken. Dr. Falconer said that these interviews were on the whole satisfactory and many valuable suggestions of a practical character were offered. The faculty found it was desirable that if a young man was to realize the highest and best in any branch of business, he should begin at an age not later than nineteen. This was the general opinion of those consulted and accordingly a two-year course has been mapped out, at the end of which a diploma will be awarded as has been the custom in the commercial course which, as already mentioned, the new one is superseding. It is not intended however, that the student shall stop here but it is hoped that he will proceed to his degree in Arts. The diploma is granted him that he may begin his business career at the end of the second year of his course and that he may go on to his degree under the guidance of the University while engaged in business. In order that a young man may do this the lectures of the third and fourth year will as far as possible be given at times convenient to those students who are engaged during business hours and, on petition, exemption from attendance at lectures may be obtained in those cases where the student finds it impossible to be present.

A recent announcement issued by the University explaining the aims and purpose of the new department of commerce and finance, says: "Each year a number of graduates enter business for which they have found training in one or other of the honor courses of which political science and mathematics have afforded the greater opportunities, preparing for commerce, finance and other business occupations. A few years ago the University established the Commercial Course which has attracted a number of students every session, but the present time seems opportune for further advance, and accordingly the new Honor Course in Commerce and Finance will be begun in 1909-1910, with the object of providing training of educational value and instruction in branches of knowledge which are important in business. As in the Commercial Course, a diploma will be awarded to all those who complete the first and second years. The greatest freedom consistent with the maintenance of a uniform standard for the degree is permitted in the choice of options so as to meet the needs of students entering various branches of business."

An idea of the comprehensiveness of the course will be conveyed when it is stated that the scheme for the first two years includes English, Latin, physics or chemistry, at least one modern language, mathematics and history, with such commercial and financial subjects as elementary economics, money and credit instruments, mathematics of finance and insurance, commercial geography and accounting. Many subjects are eclectic so that the student, whatever end he has in view or whatever business he may choose for a career, will be strengthened and trained in these optional subjects, but the ones already mentioned are compulsory.

The subjects from which selections will be made to meet the requirements of each student, will include:

Modern history, ethics, religious knowledge, history of economic theory, history of industry and commerce, banking and corporation finance, national and local finance, transportation, statistics, the calculus of finite differences, the infinitesimal calculus, the theory of life contingencies, the science of government, commercial law, investments, partnerships and corporations, company law, French, German, Spanish, physics, chemistry, geology, mineralogy.

At a glance it will be seen these subjects are such as to afford a scientific training in the theory of the different departments of business, and young men who look forward to banking, insurance, accountancy or actuarial work, as well as those who intend to engage in other branches of commerce or manufacturing, will find, among the options provided, an appropriate theoretical training. Judging by the results of the past and the outlook for the future there seems no doubt but that the new course is bound to become popular and well patronized, and to all young men, who take it up with the right attitude and object in view and apply themselves seriously and industriously to the work and subjects in hand, that it will be practical, useful and beneficial. In truth, it may be said that the end justifies the means, and that the utilitarian application of the University is nearer to-day than ever before.

MANITOBA MARKETS

(Corrected by Telegraph.)

Winnipeg, September 30, 1909.

Pointers—

New Goods—Evaporated apples, horseshoe salmon.

Firmer—California dried fruits, canned goods, evaporated apples.

Weaker—Fresh fruits, cereals.

Wholesalers are stocking heavily just now, replacing depleted stocks. The drain this season has been long and heavy and wholesalers have not satisfactorily prepared for the Xmas trade. It is for this trade that travelers are just now working. The demand, however, for immediate shipments is heavy, and all houses are worked to their utmost capacity. Collections are beginning to come in from Manitoba points and from a few centres in Saskatchewan and Alberta. The majority of the wheat in this province is shipped and farmers are receiving returns. Merchants will be making heavy collections just now, and his wholesale bills are receiving prompt attention.

Markets are gradually firming up as superfluous stocks are worked off. The trade on the whole is in an excellent condition.

SUGAR—The recent advances continue firm. The preserving season has been very heavy and the demand is still strong.

Montreal and B.C. granulated, in bbls	5 25
" " in sacks	5 20
" yellow, in bbls	4 95
" " in sacks	4 80
Icing sugar, in bbls	5 85
" " in boxes	6 05
" " in small quantities	6 10
Powdered sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 35
Lump, hard, in bbls	6 05
" " in ½-bbls	6 15
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES—For some days syrup has been moving at about cost. No standard price can be quoted but an advance of about 25 cents is expected very soon. Molasses is steady.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 15
" " 5-lb. tins, per 1 "	2 55
" " 10-lb. tins, per ½ "	2 40
" " 20-lb. tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	2 15
" 5 " 1 "	2 55
" 10 " ½ "	2 40
" 20 " ¼ "	2 45
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses ½ bbls. per gal	0 36

FOREIGN DRIED FRUITS—California dried fruits are much firmer with the exception of raisins which are weaker than usual. Next week it is expected that all lines except raisins will advance from ¼ to 1 cent per lb.

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " " cleaned, per lb.	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 50
" " selects " 28's	1 70
" " layers " 28's	1 80
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb.	0 05½
" 4 " " "	0 06½
Prunes, 90-100 per lb.	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb.	0 07¼
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 07
" choice	0 08
Apricots, standard, per lb.	0 14
" choice, per lb.	0 14½
Plums, black pitted, per lb.	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 07

EVAPORATED APPLES—Fresh supplies have arrived on the local market this week and are wholesaling freely at 9½ cents per pound. This is an advance of 1 cent over last week.

MAPLE PRODUCTS—Prices are unchanged but the trade is light.

Sugar, per lb.	0 13
Syrup, gallons, ½ doz. to case, per doz.	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

NUTS—The nut market continues firm especially almonds. Walnuts strongly maintain the advance of last week.

Shelled Walnuts, in boxes, per lb.	0 24
" " small lots, per lb.	0 25
" Almonds, in boxes, per lb.	0 32
" " small lots, per lb.	0 34
Peanuts, Virginia, per lb.	0 10 0 13

QUAKER OATS—These breakfast foods have a slightly weaker market since the decline in other cereals.

WHITE SWAN
100% PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

Importers, Roasters and Grinders of

Coffee and Spices

Manufacturers of

Jams, Jellies, Pickles, Sauces and Flavoring Extracts

We manufacture a full line of these and are able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS

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Limited
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Canadian Agents; C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks St., Ottawa; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

However the output is, as a rule, uniform.

Family size	5 00
Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs	2 00
Pettijohn breakfast food, 18 pkgs	2 25
Puffed rice in bbls., per lb	0 22

HONEY—The trade this year in honey has not been particularly active. The following prices prevail and the output continues only moderate.

Honey, 2 lb. tins, per tin	0 33
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

BROOMS—The high prices continue. It was expected that declines would be made by manufacturers before this. The cheaper grades are moving at about $3.25 per dozen just now.

CORNMEAL—Last week's declined prices continue.

Cornmeal, per sack	2 10
" per ½ sack	1 05
" per bale (10, 10's)	2 35

BARLEY—Barley continues scarce and prices are quite firm. Our quotation of pearl barley last week was a mistake. It is 3.65 per sack.

Pot barley, per sack	2 60
Pearl barley, per sack	3 65
" per ½ sack	1 90

BEANS—Beans are declining. The market is weaker owing to new crops.

3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50

ROLLED OATS—The market continues weaker with last week's prices prevailing.

Rolled oats, 80 lb. sacks, per 80 lbs	2 15
" 40 " " 80	2 20
" 20 " " 80	2 30
" 8 " " 80	2 50

RICE AND TAPIOCA—Japan rice is weaker, wholesaling at $3.85 this week. Output is moderate.

Japan rice, per 100 lbs	3 85
Pearl tapioca, per lb	0 04 0 04½

CANNED FRUITS—The following prices prevail generally. No standard prices have been quoted yet, but it is expected that an advance will be made soon.

Apples, 3s	1 20
Blueberries, 2s	1 00
Peaches, 2s	1 85
Pears, 2s	1 75
Plums, Lombard, 2s	1 00
Raspberries, red, 2s	1 80
" black, 2s	1 80
Rhubarb, 2s	1 80
Strawberries, 2s	1 40

FRESH FRUITS AND VEGETABLES—The quotations to-day show declines in fruits and a decided steadiness in vegetable lines. Preserving fruits will be firmer soon.

New potatoes, per bushel	0 40
Native cauliflower, per dozen	1 00
Native cabbage, per lb	0 03
Native green beans, per lb	0 04
Native celery, per doz	0 40
Native beets, per bushel	0 40
Native lettuce, per doz	0 20
Native onions, per doz	0 20
Native radishes, per doz	0 20
Native cucumbers, per doz	0 20
Ontario tomatoes, per basket	0 35
Green corn, per dozen	0 12½
Oranges	3 75 4 50
Lemons	5 50 6 00
Pears, per basket	0 75
Plums, Ontario, per basket	0 65 0 75
Peaches, per basket	0 75
Apples, Ontario, per bbl	4 50
" American, per bbl	4 50 5 25
Grapes, Ont., per basket	0 30

MEATS—Fresh meats are very scarce and prices have advanced. Pork is 9 cents per lb. live weight, and in some quarters cannot be had at any price. The canned meats trade has revived and prices are much firmer.

Clark's 1 lb., porkand beans, plain, per case	2 80
" 2 " " " "	2 40
" 3 " " " "	2 30
" 1 " tomato sauce, per case	2 80
" 2 " " "	2 40
" 3 " " "	2 30
" 1 " Chili " "	2 80
" 2 " " " "	2 40
" 3 " " " "	2 30

Soups, per doz	1 20
Corned beef " 2's per doz	2 65
" " 1's per doz	1 40
Roast beef, 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 00
Sliced smoked beef, ½-lb. tins, per doz	1 65
" " 1-lb. tins, "	2 80
" " 1-lb. glass, "	3 60
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" " 2's, "	3 25
Geneva sausage, 1's, per dozen	2 00
" " 2's, "	3 40

Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 35
" " 2's, "	6 70

BUTTER—The dairy product is firmer. To-day it is wholesaling at 24 cents for strictly No. 1. No. 2 varies from 15 to 20 cents. Creamery is also firmer at 25 cents per pound.

EGGS—Fresh candled are 26 cents per dozen to-day. The demand is heavy and supplies are coming from east and south. Manitoba hens are only good for about three months of the year.

Adulterating Honey by the Busy Bees Themselves

Upon the Location of the Place Depends the Quality and Flavor of the Honey—Bee can Only Gather What is in the Flower—Season Must not be Too Wet or Too Dry—Strained Honey Now Out of Date—The Grocer's Encyclopaedia.

By H. G. Hertel.

Not long ago I heard the question asked "Do bees make bad honey?" Apparently there are many silly notions current and many erroneous ideas entertained by the public concerning bees and honey. In order that the retail grocer may be able to correct some of these mistaken impressions which so many of their customers seem to have I will answer the foregoing question.

In the first place let us remember that bees do not make honey, but collect it. They must gather the nectar which the flower offers. These nectars vary greatly in quality, according to the genera and species of the flowers which produce them, the locality in which the flowers grow, and the weather conditions which happen to prevail during the flowering season. The flavor of honey is due to the specific aromatics or flavoring substances which are peculiar to a given species.

The sage honey of our western states differs very much in flavor from the smartweed honey of the Mississippi valley. The white clover honey of the central states is materially different from the "fall" honey of the same states, which is gathered chiefly from the Spanish needle, vervain, aster and goldenrod. The "fall" honey is more pungent in taste and of a high specific gravity, owing to its containing a larger percentage of sugar—a more concentrated syrup.

Locality Determines Flavor.

Locality plays quite a role in determining the flavor and quality of honey. In those sections where large industries are constantly polluting the atmosphere with malodorous and noxious fumes the nectar will become impregnated with these gases, rendering it less palatable to the taste and less wholesome as a food. Is the bee to blame for this? Not at all. He can gather only what the flower presents. If environment has affected the nectar in a way that would deteriorate it, the bee has no choice in the matter; he simply gathers it, and, of course, makes bad honey.

It is a well authenticated fact that plant lice produce a sweet excretion known as honey dew. Ants use this excretion, and some naturalists go so far as to say that the ants herd the lice for this purpose. During periods of drought, when nectar becomes very scarce, bees also avail themselves of the louse excretion, gathering it, and place it in their combs. Honey dew contains a ferment which, like other ferments, has an optimum temperature, i.e., it is inhibited in its activity by cold and killed by excessive heat, but shows its greatest activity at a certain constant temperature. This ferment is also inhibited in its activity by the absence of air. Now, when the bee collects honey-dew, places it in his cell, and hermetically seals it—caps it—the ferment will cease to be active; but as soon as the honey is removed from the comb and placed in a vessel, exposed to the air, and placed in a warm place (the warm place will supply the condition of, or approaching to, optimum temperature), and as it is necessary to keep the honey in a reasonably warm place in order to prevent it from crystallizing into a solid, the ferment will become active, set up a fermentative process, sour the honey, and render it unfit. In this case the bee again makes bad honey. For this he

(Continued on Page 52.)



Where the Markets are not yet Glutted—

WESTERN CANADA

Every line of business is not done to death in the West. The early bird catches the worm. There is no business enterprise so successful as the one which gets in on the ground floor.

If you, Mr. Shipper and Mr. Manufacturer of the East, have not yet introduced your goods to the great growing West, let us do it for you.

We have the experience, the insight, the facilities, the connection, the business ability and financial standing. Our record speaks for itself.

We have warehouses provided with sidings and affording many thousand feet of flooring space at Winnipeg, Calgary and Edmonton.

WRITE US TO-DAY

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

IT DOES NOT TAKE A SALESMAN
TO SELL
EASIFIRST
AFTER THE FIRST ORDER



BETTER THAN PURE LARD
And over 4c. per lb. cheaper!
Looks like "Easy Money" for you
Send along your Order

Made under Government Inspection in Canada's finest Packing House.

GUNNS Limited Pork and Beef Packers WEST TORONTO

LARD

The prediction which we made regarding prices for Lard during September has been more than proved correct. The quotations this week are the highest we have ever known. Such, however, is the scarcity of Pure Lard that we should not be surprised to see prices even higher before the end of the month.

We want to remind you we have excellent Lard Compounds and Cooking Oils. These are quoted at very reasonable prices and are being largely sold at the present time.

F. W. Fearman Co.
LIMITED
HAMILTON, ONT.



Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs
Made under Government inspection.

The WM. RYAN CO.
LIMITED
PACKING HOUSE:
FERGUS, - - ONT.
HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

Hog Scarcity all Over America—High Grain Prices to Blame —Provision and Produce Prices Soar Higher—Waiting to Hear From Danish Commission—Canada Consuming Two-thirds of Her Dairy Products—England Wants Canadian Eggs.

There is nothing in sight that will relieve the pork situation from the present difficulty of procuring the supply to meet the requirements of the packers. The shortage is not confined to Canada alone. In the United States the number of hogs killed since March 1, is 1,305,000 less than last year during the same time. The reason of this must be the fact that all kinds of grain are high, and that the farmers are tempted to sell them rather than feed to hogs.

The packers are anxious to know whether the commission sent by the Government to Denmark to investigate their methods of hog culture, has found anything to help us out of our difficulty. It was early in the spring that they left and since then those who are deeply interested have not heard anything more about them. Perhaps the people who strongly recommended this commission could give the packers the information they desire.

The average price of cheese on the different Canadian cheese boards is 11 5-16c. This is a shade lower than last week, but still not leaving much of a margin for the exporter. It is interesting to know through the report of J. E. Ruddick, Dairy Commissioner, that the home market for cheese is rapidly growing, that we are now consuming about two-thirds of all our dairy products, and that there is still an enormous demand for cheese unsatisfied on account of not being put up in the proper way. It would also be interesting to hear from the commissioner, how he would recommend this cheese to be prepared.

There is some indcation that England will this year want some of our eggs. Already it is reported that several large contracts have been entered into. Our egg trade with England has fallen off almost to nothing during the last few years. This is owing to the fact that we had no surplus to spare, which kept our prices beyond their reach.

MONTREAL.

PROVISIONS—A general scarcity of good hogs has caused a decided rise in lard and pork. Further advances are expected in the near future.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16⅝
Cases, tins, each 10 lbs., per lb	0 17
" " " 5 " "	0 17⅛
" " " 3 " "	0 17¼
Pails, wood, 20 lbs. net, per lb	0 17
Pails, tin, 20 lbs. gross, per lb	0 16⅝
Tubs, 50 lbs. net, per lb	0 16⅝
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 10⅝
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 11
" 5 " " " "	0 11⅛
" 3 " " " "	0 11¼
Pails, wood, 20 lbs. net, per lb	0 11
Pails, tin, 20 lbs. gross, per lb	0 10⅝
Tubs, 50 lbs. net, per lb	0 10⅝
Tierces, 375 lbs., per lb	0 10½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Canada short cut back pork, bbl. 45-55 pieces	31 00
Heavy clear pork, bbls. 20-35 pieces	31 0
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	21 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 14
Long clear bacon, heavy, lb	0 15
Long clear bacon, light, lb	0 15½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14
Large sizes, 18 to 25 lbs., per lb	0 15½
Medium sizes, 13 to 18 lbs., per lb	0 16
Extra small sizes, 10 to 13 lbs., per lb	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb	0 16
" " " small, 9 to 12 lbs., per lb	0 16½
Breakfast bacon, English, boneless, per lb	0 18
" "	0 17½
Windsor bacon, skinned, backs, per lb	0 18½
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	8 75 9 00
" dressed, per cwt	12 75 13 00

BUTTER—Market steady, with some western demand. Receipts are light, due in a large measure to cream exportation to the United States. Receipts this week are 10,025 packages, as against 11,163 packages corresponding week last year. For the season they are 303,102 packages, as against 329,855 packages last season. Both quotations show a decrease from last year.

Creamery, solids, lb	0 25
Creamery prints	0 25½
Dairy, tubs, lb	0 19 0 21

CHEESE—The market is steady at a decline. Very little United States buying, however, would be necessary to advance the price. General confidence prevails in present values. Receipts are declining. This will be still more evident nevt month, as many manufacturers are turning their attention to butter. Receipts this week are 61.773 boxes, as against 58,562 boxes same week last year. For the season they are 1,507,195 boxes, as against 1,461,366 boxes same season last year.

Quebec, large	0 10⅞ 0 11¼
Western, large	0 11⅛ 0 12
" twins	0 12⅛ 0 13
" small, 20 lbs	0 11⅜ 0 12
Old cheese, large	0 15 0 16

EGGS—Market remains firm and receipts are good, 4,457 cases, as against 3,736 cases same week last year. For the season they are 166,340 cases, as against 164,895 cases corresponding season last year.

Selects, dozen	0 27
No. 1, dozen	0 24
No. 2, dozen (nominal)	0 18 0 19

HONEY—The honey market is very firm at present quotations. Demand and supply are both good.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 10½

TORONTO.

PROVISIONS — Stocks are low, and packers are finding difficulty in filling their orders. Frequently orders are made up by different packers supplying certain lines. Hogs are still scarce, and the producers seem to control the market. While there are no changes reported in the prices of cured meats, the feeling is very strong and some have no difficulty in securing orders at advances in the quoted prices.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14½ 0 15
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15½ 0 16
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 19 0 20
" pea meal	0 19 0 20
Heavy mess pork, per bbl	25 00 25 50
Short cut, per bbl	27 00 27 25
Lard, tierces, per lb	0 14½ 0 15
" tubs "	0 15 0 15½
" pails "	0 15½ 0 16
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	8 25
Dressed hogs	11 50

BUTTER—Choice fresh butter for the best trade is in good demand, but as usual there is more inferior butter than can be disposed of.

	Per lb.
Fresh creamery print	0 24 0 25
Fresh creamery solids	0 22 0 23
Farmers' separator butter	0 21 0 22
Dairy prints, choice	0 18 0 19
Tub butter	0 17 0 19
Baking butter	0 15 0 16

CHEESE—The local market for home consumption is fairly active. The price of cured meats is gradually growing away beyond the reach of the ordinary people, who are using more cheese instead. With an effort on the part of the grocers, the consumption of cheese should increase. By comparing cheese with other articles of food, it is much cheaper, and the supply is waiting for an outlet. The quality of cheese now sold to our own people is equal to any that is exported, and this should lead to a larger consumption, especially if the grocers call the attention of their customers to its real food value.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

EGGS—The fact that the producers control the markets in almost every line is apparent in the egg trade. Eggs are to-day about 5c a dozen higher than at this time last year, and the receipts are much heavier. Some weeks ago the receipts fell off, and prices in consequence went up. It appears now that the eggs were held back to force up the price. That this was done is proven by the fact that the receipts now much heavier, are not strictly fresh.

Fresh eggs	0 25 0 26

POULTRY—The market is full of poultry and the dealers in the city are equipping themselves with cold storage and other facilities, for taking care of this farm produce. Instead of the farmers killing and dressing their chickens they now send them in alive, and the dealers here dress and handle then in such a way that they can pay for them from 3 to 4 cents a lb. more than they used to.

Early spring chicken, alive, per lb	0 11 0 12
Spring chicken, dressed	0 14 0 15
Hens, per lb. dressed	0 12
Turkeys, per lb., large	0 16 0 18
Spring ducks, alive	0 13 0 14
" dressed	0 14 0 15
Old ducks	0 08

HONEY—The market is active, and a good deal changes hands. Like preserves, jams, etc., the city trade demands it put up in small packages, and therefore the most of it is sold here in glass, although that is not the most economical way to buy it. Comb honey is high and sales are slow.

Honey, 5-lb. pails	0 60
" 10-lb. pails	1 15
" 60-lb. cans, per lb	0 10½ 0 11
" Buckwheat	0 07½
Comb honey, No. 1	2 50
" " No. 2	2 25
" " No. 3	2 00

ADULTERATING HONEY BY THE BUSY BEES.

(Continued From Page 48.)

is not responsible, for, in the case of necessity, instinct dictates that he gather the honey dew.

Weather conditions affect the quality of honey by raising and lowering its specific gravity. Honey is essentially a saccharine syrup — a form of crystal sugar. During a wet season the nectar becomes diluted by the absorption of moisture, its specific gravity is lowered, the syrup is weaker. During a dry season the converse is true. In collecting this nectar the bee makes either a weak or a strong honey.

The fixing of a standard for honey appeals to one familiar with bee culture and the production of honey as being decidely ridiculous. The term honey is necessarily a general one, and the standard for honey must necessarily permit of considerable latitude. He might as well establish an arbitrary standard for wine and make all wines come under the standard. The different kinds of honey differ as much as the different kinds of wine. There is as much difference between apple-blossom honey and buckwheat honey as there is between sherry and souterne wine. A standard to include all varieties of honey must be liberal.

Not Much Strained Honey.

Dr. Wiley, the pure food man of the United States, refers to "strained" honey. The practice of straining honey is as obsolete as the practice of spinning in our homes. Straining honey is only resorted to when it is hunted in its wild state, when it is taken from stony crevices or chopped out of hollow trees. Little of this kind of honey reaches our markets to-day. The practical beekeeper extracts his honey from combs by centrifugalization, and places the combs thus emptied back into the hives to be refilled. In this wise he saves the time of the bee, which would have to be consumed in making wax for the building of a new comb to replace that which would have been destroyed by the old process of straining (bees can gather fifteen pounds of honey while they produce one of wax), and he also preserves the brood in the comb—the pupa state of the bee—which the straining process, of course, destroys with the comb, and the mashing up of the brood and larvae with the comb and honey, which said process entails, is revolting to those who are precise about what they eat.

Dr. Wiley states that strained (he probably means extracted) honey should be regarded as impure because it loses something. The process of extracting does not cause it to lose anything. If it is not what the bee gathered, it is likely because something has been added to it in the way of an adulterant rather than that it has spontaneously "lost something." He also leaves the inference that honey in the comb is always pure. The comb holds what the bee has placed in it. If the bee has gathered good honey, the honey in the comb ought to be of good quality; but, if the bee has gathered an impure product, how can said comb contain good honey?

Most people think that honey in the comb escapes adulteration. It does; but the adulteration of comb honey is still an easy matter — the adulteration takes place prior to the product's being placed in the comb and sealed by the bee. There is nothing physical which will prevent a beekeeper from feeding his bees with cheap syrup and letting them deposit it in the comb and cap it nicely. To the unsuspecting, such a comb capped by the bee himself, is a guarantee of purity; yet the customer might be buying ingeniously sealed glucose.

DEATH OF W. O. MACPHERSON.

Gravenhurst, Sept. 27.—(Special)—W. O. McPherson, for many years traveler for Geo. E. Bristol & Co., wholesale grocers, Hamilton, died suddenly at the Station Hotel here this morning. Mr. Hutchinson, who had known deceased for the past 20 years, took charge of the body.

The late Mr. McPherson, who resided at 56 Major Street, Toronto, had been a commercial traveler for 30 years, the past 25 of which he had been connected with the Bristol firm, although the name of that concern had been changed several times. He was 55 years old. His route took in the northern part of Ontario, and he was well known in the towns north of Toronto. Deceased was troubled with acute indigestion, and this is believed to be the cause of his death. The funeral took place from his late residence on Wednesday.

Hubert Perron, cheese maker, St. Alban, Que., has assigned.

St. Arnaud & Gougeon, provision dealers at Montreal, have dissolved.

Harris & Drum, wholesale provision merchants at Montreal, have assigned.

A maxim that is full of meat is the one reading thus: "The reason a man who minds his own business is successful is because he has so little competition."



¶ Besides saving money on discounts and freight, you will do a much more profitable soap business than you have ever done before—if you handle our full line.

RICHARDS—

Quick Naptha Soap
Snow Flake Soap Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Custard Powder
The BIG Two-Power 5c. pkg.
Manufactured only by
EDWARD J. NATION & CO.
BRISTOL, - - ENGLAND
WE STOCK IT
W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

WHITE SWAN
100%
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



GROCERS FROM THE ATLANTIC TO THE PACIFIC



ACKNOWLEDGE

Gillett's Cream Tartar

to be the best selling Cream Tartar
on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

Put up in Sealed Packages, Screw Top Cans and in Bulk.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

Established 1852.

Clark's Meats are Good Meats!

Every pound of meat used is most carefully selected.

Every process in the manufacture is as thorough as experience can make it.

Everything that is used is the best obtainable.

In buying, in making, in selling, there is only one end in view—to confirm and add to the reputation of Clark's Meats as the standard of excellence; to multiply the number of customers by satisfying each one; to make Clark's Meats the most profitable sellers the grocer handles.

Clark's Pork and Beans
Clark's Mince Meat
Clark's Tongue, Ham or Veal
Clark's Ox Tongue
Clark's Sliced Smoked Beef
Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WRITE FOR SPECIAL PRICE LIST.

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties

TRY
A
CANADIAN GROCER
WANT
AD.

IF you want a new clerk.
IF you want to rent your store.
IF you want a situation.
IF you want to sell your store.
IF you want to buy a store.

THEY
BRING
RESULTS

See page 18.

Shop Cleanliness Necessary to Sell the Goods

The First Requisite to Become a Good Salesman—Often Young Employes in an Endeavor to Get Rapidly to the Top Spoil Their Chances—Close Acquaintanceship With Goods Is Necessary.

By J. MacFarlane.

On the question of "Salesmanship," the first thing to which I would refer is the general appearance of the store in which the salesman is to do his work. The shop should be tidy and clean, well ordered, everything in its place and a place for everything. It is a most humiliating thing when a customer comes in for an article that there should be a search required to be made. It indicates that, at any rate, the goods are not well kept, or that they have been so long in stock that it were perhaps better for the customer to cancel her order. The counters should be clean, the windows having a tidy, fresh appearance, and the goods, especially in the case of hams, bacon, butter, and cheese, should be carefully handled.

The shopman himself should be carefully groomed; one cannot be always spotlessly clean; in fact, a man having something to do will very soon present the signs of his work on his apron and jacket; but there is a difference between an apron soiled with work and a dirty apron.

When customers begin to appear they should be served with promptness; they should be studied as far as it is possible to do so in the limited time at your disposal; to some extent you can find out the humor of your customers by the manner of their speech.

Knowledge of the Goods.

One of the first requisites in a successful salesman is a knowledge of the goods he is handling. With long service, and an opportunity of comparing similar goods of differing qualities and prices, he will be able to get a knowledge as to the quality and relative value of much that is in an ordinary grocer's shop. But there are articles in regard to which it is well to get something more than a merely superficial knowledge. In the good old days, when a young man was apprenticed to his trade, it was doubtless the master's duty to teach his apprentice his business and in some cases it was done. But in a great many cases there was no more teaching than was absolutely necessary to enable the youth to perform the duties which his master did not wish to perform himself.

Things Turn Out Wrong.

At the present time there is even less technical training. A young fellow rises from his message boy stage to do odd jobs at the counter getting his turn at handing out goods in packets, until he is tempted away to some other shop to assume greater responsibilities than he is fitted for. Then on he goes like a rolling stone, gaining some kind of experience, but no intelligent appreciation of his own trade.

By and by, he starts in business himself, to find, in a more or less short time, that the fortune he set out to make has not come, owing to a variety of causes, such as "depression in trade," "extra keen competition," or a hundred and one reasons, but the real one—an utter want of knowledge of how to conduct a business when he has got it.

There are many shopmen who have little chance of gaining an all-round experience, but a young man who is determined to get on will make an endeavor to get that knowledge. There is nothing too small for him to learn; he never misses an opportunity of knowing something about his goods.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

THEY GET YOUR NAME UP.

The Effect of Good Window Displays—Sunday Window Suggestions.

From my own personal observation, says a writer, I have noticed that window displays do much good, as they attract the notice of the customers—and non-customers as well — and get the firm's name talked about, which is certainly conducive to increased trade. They are also conducive to a good moral effect, not only upon the assistants but upon the principals as well, encouraging in both habits of neatness as well as the necessity of keeping the stock clean and systematic, in order to correspond with the windows.

As for their effect upon the public it is certain that the majority of purchasers look upon the store having tasty window displays as one in which a complete and well-arranged stock, polite and well-dressed assistants and other attractive features will be found.

It is to be feared, however, that some grocers pay more attention toward making their windows look attractive than to make them draw trade. Of course, every window should be attractive, but the main idea, the Alpha and Omega of window dressing, the be all and end all of the window's existence—should be to "shift" the goods. There are window displays and window displays, but whether they are capable of making sales depends entirely upon the man behind the scenes.

The best Sunday display for a grocery store is doubtless a curtain, says another authority. Fresh fruits and vegetables can not, of course, be shown in the window of a store closed on Sundays — consumers naturally conclude that the place for such goods, over Sunday, is in the ice box. A pleasant impression is given by placing in the window, for Sunday, a few potted plants, when these are available. Potted plants are used for decorative purposes in many of the most attractive grocery stores, and they can be utilized in a variety of ways in any of them. They set off a good clean stock just as flowers ornament the banquet table, and their use in the Sunday window can be made without greatly taxing the energy of the Saturday night staff of assistants.

GRATEFUL COMFORTING
EPPS'S COCOA
The Choicest of all Cocoas
The Most Delicious
The Most Nutritive
A cup of this delightful beverage is a cup of real enjoyment, giving true exhilaration and invigorating the whole system.
The LEADING COCOA of MANY GENERATIONS
Special Agents C. E. COLSON & SON, Montreal
Nova Scotia, E. B. ADAMS, Halifax. Manitoba, BUCHANAN & GORDON, Winnipeg

KEEP POSTED ON SUGAR
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write
SMITH & SCHIPPER, No. 38 Front Street, NEW YORK

Christie Fancy Biscuits

EUROPEAN BISCUIT MANUFACTURERS WOULD BE THE FIRST TO ADMIT THAT CHRISTIE FANCY LINES ARE EQUAL IN QUALITY, PURITY AND NUTRIMENT TO THE BEST MANUFACTURED ANYWHERE. Yet we would hesitate to compete with the high standard English manufacturer on his own ground. Because *we know that a long sea voyage would not add anything to the flavor of Christie Biscuits.*

There's no doubt about the high Quality of the rare European Fancy Biscuits *on the other side of the Atlantic.* But when they are shipped over here *there's a difference.* Grocers, mindful of their reputation, would as soon hand out counterfeit change as stale biscuits to their customers. Why take chances? Stock Christie Fancy Biscuits. You can always get them fresh—in small quantities—when you want them. And on this side of the Atlantic, they *are* incomparable.

N.B.—"Maderia Mixed" and "Cherry Rings"—our newest biscuits—ampy sustain the Christie reputation.

Christie, Brown & Co., Limited, Toronto

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED. Biscuit Manufacturers MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

A COMPLETE RANGE

No matter what kind of biscuits you want we can supply you. Our range is quite complete and every line we make is quite unsurpassed in the matter of quality and price.

Have You a Stock?

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

Both the name and the design of

Cowan's

Maple Buds

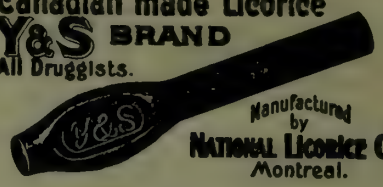
are patented and registered

The great popularity of this superior confection has brought out imitators

We wish to warn the trade that all infringers of our patents and registered rights will be prosecuted.

The Cowan Co., Ltd.
Toronto, Can.

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured by
NATIONAL LICORICE Co.
Montreal.

SOFT MINTS—5c. boxes.
ACME PELLETS—5-lb. tins.
M. & R. WAFERS 5c. bags.
and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse, Calgary and Edmonton

By Royal  Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Flour Prices Decline in Eastern Canada, With Still Lower Prices Promised Later On—Ontario Markets Fairly Firm—Bran, Too, is Weakening—Farmers Holding Their Wheat.

The wheat and flour market seems to be a "puzzler" to even the oldest and most experienced dealers. Wheat was expected to drop much below the present prices, and calculating from the standpoint of supply and demand there is no reason why it should not be cheaper. From some authority, in whom the farmers have considerable confidence, advice reached their ears that they should not be in a hurry to rush their wheat into the market. This seems to be at the bottom of the whole trouble. Millers cannot get enough wheat to fill their orders without paying more for it than they think it is worth. Buyers of flour are ordering in small quantities to keep their customers supplied, and are looking every day for cheaper flour. Business is done from hand to mouth, each one watching to see what card the other fellow will play. While we are in this position and are holding back, Russia is pouring out its wheat at the rate of five mollion bushels per week. With the Northwest showing from day to day, as threshing is progressing, that the yield is much better than was estimated, it will remain to be seen whether the advice given to the farmers was to their advantage or not.

MONTREAL.

FLOUR—Flours have dropped 20c per bbl. owing to the situation in the maritime provinces. Ontario millers have been selling at greatly reduced prices in the east, and Quebec millers have had to reduce their figures to hold trade. It has resulted in a general reduction in Ontario and Quebec by local millers as well. Prices are now very close to cost of production, but will probably be even lower in the near future, though not likely for any length of time.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

FEED—A slight falling off in the demand for both Manitoba and Ontario bran has caused a weakening in price. Other lines are unchanged. Demand is only fair.

Ontario bran, per ton	21 00
Manitoba shorts, per ton	23 00 24 00
" bran, per ton	21 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

ROLLED OATS—Market is somewhat dull. Prices remain steady.

Fine oatmeal, bags	2 75
Standard oatmeal, bags	2 75
Granulated " "	2 75
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 50
" barrels	5 20

TORONTO.

FLOUR—A general drop in flour of from 20 to 30c. a barrel has taken place this week. This is what was looked for by the buyers of flour for some time. The millers however could not get the decline in wheat to enable them to make the reduction.

Manitoba Wheat.	
1st Patent	5 20 5 30
2nd Patent	5 00 5 10
Strong bakers	4 90 5 00
Winter Wheat.	
Straight roller	5 00 5 20
Patents	5·20 5 30
Blended	5 20 5 30

CEREALS—With the approaching cool weather the demand for cereals is improving. Prices are firm and business is brisk, but no change in prices from last week.

Rolled wheat, car load	2 90
" oats "	2 50
Oatmeal, car load	2 75
Rolled wheat in barrels, 100 lbs	3 00 3 25
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

SHOP HINTS.

By Frank Farrington.

Originality is good and it pays, but not everyone can be original. However, if you can't be original you can be careful whom you copy. Don't copy anybody's worthless ideas.

Practically every man you call lucky because he has succeeded in building up a good business, is lucky because he is observant and energetic. You can be observant and energetic. You can cultivate those qualities even if they are not natural.

There are not a few successful merchants who owe their success to their careful and intelligent reading of the trade journals—and to being willing to subscribe for enough of them to cover all their lines.

New family in town? What will be their first impression of your store? Will it bring them in once? Will it bring them in again?

Money saved by hiring cheap help isn't generally well saved. A good clerk makes satisfied customers and a poor clerk sends people away disgusted and disgruntled.

The things that make a man discontented are not what he has, but what he wants.

It always worries an absent-minded man to think he can't remember what it was he was going to worry about.

Soda Cracker Logic

Any baker can make an ordinary Soda Biscuit, but it requires the specially fitted bakeries of the

MOONEY BISCUIT & CANDY CO.

to produce a "PERFECTION" biscuit.

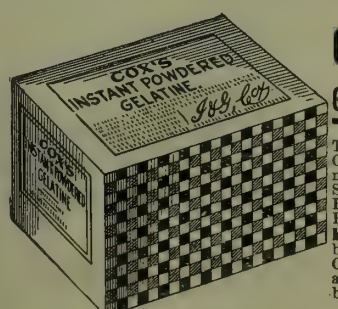
All Soda Crackers are food, but you want the Soda Cracker that is highest in food values, as well as crispest in freshness.

That Soda Cracker is the

"PERFECTION"

Order from your jobber.





COX'S GELATINE

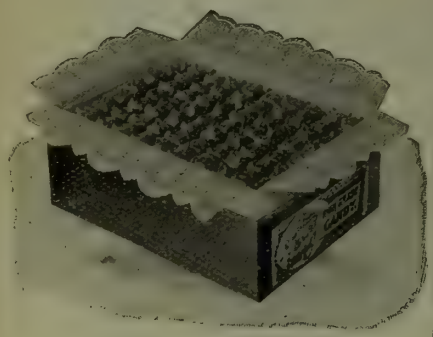
The Leading Gelatine for more than Sixty Years. Foremost in Purity and Manufactured by Messrs. Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills, EDINBURGH

Do you know
You should know **BORDO**
CHOCOLATES



They are made in a wholesome, up-to-date factory by the best workmen obtainable, and under the direct supervision of our Superintendent, who has held that position for the past 23 years. We have the only correct formula for Bordeaux Chocolates and are the ORIGINATORS of that brand.

We sell TONS annually at the following prices:

5-lb. Boxes, $1.25, to the trade

10c. cartons, dozen to the box, 85c. to the trade

either light or dark coating.

You can sell our candy over the counter for **40c.** to **50c.** per lb.

SEND FOR SAMPLES.

Don't Forget
BORDO
is the name.

The Montreal Biscuit Company, "The Originators"
MONTREAL

CANNED GOODS LABELS.

Should Directions for Use be on Them? —Unfair Advertising.

England has many Retail Grocers' Associations which regularly hold meetings and discuss questions of direct import to the grocery trade. That these sessions are beneficial cannot be questioned. They tend to produce a wider knowledge of the trade and often become of direct financial benefit.

At a recent meeting the Southampton Grocers' Association considered a question in relation to the directions on canned food tins. A suggestion was made that endeavors should be used to ensure that every tin of canned food bore a legible direction to the purchaser that the contents should be turned out as soon as the tin was opened. Some tins already bore such a direction, but in such small lettering that it might easily be overlooked. In the discussion which followed, there was a disposition to dwell upon the wider question of the justice of holding a grocer liable for possible ill-effects following upon the consumption of an article which the grocer himself could not know anything about, assuming that the tin was not blown.

At a meeting of the Parliamentary Committee of the Federation of Grocers' Associations correspondence on the subject of the advertising statements of certain firms with a view of pushing their goods, which statements included condemnation of other goods, were considered. The committee felt that this form of advertising was most unsatisfactory, and that advertisers should be urged rather to sell their goods on their own merits than to endeavor to push the sale by casting any slur on other and perfectly legitimate articles of commerce.

SUCHARD'S COCOA
This is the season to push SUCHARD'S CO COA. From now on cocoa will be in demane daily. It pays to sell the best. We guaranted SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

NO "FAKE" ADVERTISING.

Contract Prevents Retail Merchants From Using Anything But Legitimate Methods.

> We, the undersigned merchants and business men of the City of Sedalia, hereby obligate ourselves one to the other, to do no card or program advertising for a period of one year from and after this date.

The above is the form of contract which is signed each year by the retail merchants of Sedalia, Mo., U.S.A., as a safeguard against what they consider to be fake advertisements. The purpose of the contract is to furnish the retailer with a legitimate excuse for not advertising in cook books, hotel registers, theatre programs, on livery barn clocks, cards to be hung in lodge rooms, in song books, etc., and the plan is said to save them thousands of dollars each year.

C. C. Lawson, secretary of the State Association of Retail Merchants is the originator of the scheme. His plan works thus: When a solicitor for advertising schemes, which will cost the merchant money and will bring no results, calls on a merchant he is told that the retailer is bound by contract not to do any advertising except that which is legitimate, such as newspaper advertising; is shown the contract and referred to Mr. Lawson, who is also secretary of the local association.

It does not take Lawson long to show the solicitor how impossible it is for any member of the association to violate the contract and the deal is off. This plan makes it easy for the merchant to turn down their best friends and customers when the latter come around asking for an advertisement for some so-called illegitimate proposition.

NEED OF GOOD BOOK-KEEPING.

A woman grocer in Manchester, England, recently had reason to regret her loose system of giving credit, and not keeping account. She sued a customer in the Manchester County Court for £4 14s. 4d., for groceries supplied, but as evidence of the debt, could only produce a scrap of paper relating to £1 14s. 4d. The other £3 she described as "back money"—evidently a long standing debt. Judgment was given for £1 14s. 4d.

Nairn & Jackson, Moose Jaw, have purchased the general store business of McIntyre & Co., of Tuxford. They assumed charge of the business on the twentieth of last month.

Get Rid of the Barnacles, Brother Grocer

See the Ship ploughing through the heavy seas in sluggish mood, Bottom crusted with Barnacles.

Dead Weight versus Headway.

Overhauled, that *same* ship birdlike rides the waves straight on to Destination—*unhampered* because free from Dead Weight.

Consider the Business laden with the Barnacles of *Dead Stock*, Old Stock —*a slow mover.*

Why *will* you nurse the Slow Seller, Brother Grocer?

* * *

Lifetime Opportunity *often* stares YOU in the face.

Yet you cannot Profit, because the Small Capital needed rests *distractingly* tied up in those Cheap Flour sacks in your crowded Store Room. And the New Location, the Coveted Corner goes to Brown, or Smith, or Jones.

And the Modern Improvements remain Antiquated.

All due to *Big Promise* flour of the *Poor Performance.*

* * *

While *you* pay the Board Bill, Brother Grocer.

And the Poor Stuff deteriorates at a Rapid Pace, because lacking the Keeping Virtues of FIVE ROSES.

No Staying Power, but Shelf-Staying Power.

Part of the Dead Weight carried by your Business Ship, which cannot make the Port of Success.

Eating up Selling Enthusiasm, devouring Possible Profits.

Source of Discouraging Discomfiture to Customers, a weapon for Competition, a basis of Unfair Comparison.

Not so with FIVE ROSES flour, Brother Grocer.

Never sold at a Sacrifice, but *alive* with its Exceptional Prestige and Success Associations.

Born of Results out of High Grade. With the Selling Points of *good* material milled by Keewatin experts of twenty years' experience in Quality Milling.

With the Rare Features of the Manitoba *hardest* wheat berries, bought *direct* from the Growers by our own buyers whose years of searching have revealed where the Rare Grains grow.

* * *

FIVE ROSES quality depends on no Middleman—pays no Middleman's profits, either in *cash* or *grade.*

Seventy-five elevators sift the wheatlands for the amber grain, the sun-dried, plump, healthy berries alone fit for FIVE ROSES.

So that the Cream of the Crop is the Foundation of FIVE ROSES Excellence.

* * *

Its reputation is *already* at work in your district.

The Selling Task has long ago started, Brother Grocer.

Aren't YOU going to cash in on it? Cut out the Dead Weight flour, the Slow Seller, the sacks branded "Barnacle."

The FIVE ROSES customers are *good* customers. They insure Permanent Profits, they *guarantee* Results.

Which are You going to do, Brother Grocer—

Continue paying the Board Bill on Poor Stuff, or duplicate the Repeats with FIVE ROSES?

LAKE OF THE WOODS MILLING COMPANY, LTD.

MONTREAL——————WINNIPEG

Makers of Five Roses Flour

Department in Aid of the Retail Grocery Clerk

Writer Thinks Employer Should Know Where and How Clerk Spends His Evenings—How Clerks Drift Into Bad Company and Spend Money Beyond Their Means —, Eventually They Lose Their Positions.

By a Retail Grocer.

Has a retail grocer a right to know where, and in what company his clerks spend their evenings? No doubt a good many clerks will laugh at the idea, but from what has come under my observation during years of experience, I take the ground that he should, and as The Canadian Grocer devotes several columns each week in the interests of the "boys behind the counter," I would like to hear from them on this question.

The grocery trade is undergoing a wonderful change. The old haphazard, go-as-you-please way will not measure up to the requirements of the times. Clerks can no longer graduate from the delivery wagon to a full-fledged clerk. He must learn the business. He must know the goods he is selling. His life must be in his work, and his aim must be to gain the respect and confidence of his employer and his customers.

To do this his evenings must be spent in clean company, and where his expenses are within his means. Drifting into bad company has ruined thousands of young clerks, and it is right here where he needs the guiding hand of his employer.

Employer Should Know.

The temptations of a young clerk are many and his dangers are correspondingly great. In his inexperience he thinks he can take care of himself, but he will learn his mistake when it is too late. Many a young man does his work well through the day, and the employer has reason to be well satisfied, but if his evenings are not properly spent he is sure to get into trouble, and when he does, he not only ruins himself but the employer loses the services of a man from whom he had a right to expect a profit. He therefore, for his own sake, has a right to know how his clerk spends his evenings, but besides his own, he should take enough interest in the success of his clerk to know when he drifts into bad and dangerous company. As soon as he does this, it means in nine cases out of ten that he is spending more money than he can afford, and he takes it from his employer. When I see young clerks spending money freely from evening to evening, I make up my mind that they will soon lose their position.

Led Him to Steal.

I know of a case where a clever young boy was employed in a store where he worked for several years, gave splendid satisfaction, was well liked and had excellent prospects before him. But at last he drifted into company where it was suspected that he was spending too much money, and in a short time he was found to take money from his sales. The poor boy had to leave his job, and was on the street. No one would employ him without a recommendation from his former employers, but he could not get one.

Knowing these dangers into which thousands of young men fall, it should be a part of the agreement when a merchant hires a clerk that he should know where and how he spends his evenings.

TOBACCO EXPERIMENTS.

Amherstburg, Sept. 25.—(Special)—Much interest is being taken by Canadian tobacco growers in the experiments now being conducted on A. R. Ferris' experimental farm in connection with the curing of Canadian grown tobacco, especially as these experiments, if successful, are expected to revolutionize the Canadian tobacco growing industry.

Last week two kilns were started curing under the direction of Felix Charlan, Dominion tobacco expert. It is expected that Mr. O'Halloran, Deputy Minister of Agriculture, will visit here to observe results from the first kiln. As soon as the cured leaf is taken out, it is ready to strip, and Mr. Charlan has a market ready for all that has been grown here this year.

If results justify the experiments, it is expected that kiln curing will become quite common in the tobacco belt of Essex and Southern Kent, replacing the old system. The kiln curing requires three days and three nights. Already individual farmers are doing some experimenting along the same lines.

TRADE NOTES.

The Reid, McIntyre Co., Albert, N.B., have recently purchased the general store business of J. C. Prescott, and as the company is a progressive one, a good trade should be done. Mr. Reid has for some years been in the banking business but decided to go back again into mercantile life. Mr. McIntyre has been in the employ of Mr. Prescott for the last seven years and is thoroughly posted in the business and known favorably to the many patrons of the store who are pleased to hear of his success.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

Black Watch

The Big Black Plug Chewing Tobacco



"A Trade Bringer"

Sold by all the Wholesale Trade

REFLECTIONS OF THE TRAVELING SALESMAN.

What is worth while is worth paying for, either in labor or money. What you get for nothing is generally without value.

No remedy has ever been discovered for the swelled head so valuable as the verbal pin that always pricks the bubble of conceit.

For every job there are ten applicants, so go slow before throwing up yours.

"Hitch your wagon to a star" is all right if you have a wagon and a long reach.

Banks are created to take care of money. Still, there are many banks that need care as well as need money.

Be careful what you say over the telephone. There are known cases of the operator having curiosity, and when three people know a thing, it is no secret. —Speed.

A NEAT MAPLE DISPLAY.

M. F. Goddard, manager Maple Tree Producers' Association, was responsible for a neat private display of maple syrup and maple sugar, in the Dairy Building at the Central Canada Exhibition, Ottawa. Mr. Goddard won first prize at the Sherbrooke Fair, and has also two silver medals. The goods shown would not make it a surprise that so many prizes had been won.

W. C. Murray, Montreal, manager of E. W. Gillett Co., Ltd., was in Quebec this week.

Frank Cockburn, Montreal, manager of the Pugsley, Dingman Co., has just returned from a business trip to Ottawa.

The 7-20-4 Cigar

Make that the feature of your tobacco department. If you have no department, start one to-day, for there is money in such a proposition. And it's such cigars as **7-20-4** (notice how easy it is to remember it) that win and hold customers for you.

ASK THOSE WHO ARE NOW SELLING 7-20-4 CIGARS.

The Sherbrooke Cigar Company, Sherbrooke, Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

CRANBERRIES
NEW FIGS
Jersey Sweets

are now in, have some come along with your next order. In Peaches, Elbertas are now coming in fine shape and are extra good shippers. Prices right.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

It

Don't require hot weather to sell

Home Guard OR St. Nicholas

Messina Lemons

AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Suggestion for Annual Fruit Show Day—Peaches Plentiful and Cheap—Plums in Abundance—Late Lawtonberries and New Bahama Grape Fruit—Importing Onions—Potatoes of Good Quality Arriving—Cod and Haddock More Plentiful—Brook Trout Season Nearing its Close.

MONTREAL.

GREEN FRUITS—Duchess apples are about done, though a few first are still quoted. Wealthys are on the market at $2.50 to $3. Crabs are quoted in barrels $3.50 to $4. Cranberries are $9 per barrel. Crated goods are scarce in this line. The market is somewhat dull, and supplies, except in apples, have been short.

Apples, crabs, bbl.	3 50	4 00
" " basket		0 35
" Duchess, No. 1		3 00
" Alexanders, No. 1		3 50
" " No. 2		3 00
" St. Lawrence, No. 1		3 50
" " No. 2		3 00
" Wealthys, No. 1, bbl		3 00
" " No. 2, bbl		2 50
Bananas crated, bunch	1 75	2 25
Cranberries, per bbl		9 00
Cocoanuts, bag	3 00	3 25
Grapes, California, Malagas, crate		1 75
" Tokays, crate	2 75	3 00
" Delaware, crate		1 50
Lemons, Verdillis, box		4 00
" Maoris, box		4 50
Limes, per box		1 00
Melons, Montreal, basket of 12 to 13	3 00	10 00
" Canadian, 6 to 9 in crate		1 50
Oranges, late Valencias	3 50	3 75
Peaches, California, box	1 50	1 75
" Canadian, basket	0 50	1 00
Plums, California, per crate	1 75	2 50
" Canadian, basket	0 40	0 70
Pears, California, (Bartlett) per box	3 50	4 25
" Canadian (Bartletts), in bbls	4 50	5 50
" Canadian, basket	0 60	1 00
Pineapples, Florida, box	4 00	5 00
Watermelons, each	0 30	0 40

VEGETABLES—Supplies have been short but prices remain about the same. Spanish onions in ½ cases (75 lbs.) are quoted as an additional line at $1.65. Tomatoes are still selling freely, though supplies are not so large. The end of the season is rapidly approaching, and all orders of large volume have been filled long since. There is some trading in potatoes, but no one yet cares to buy very heavily, and most sales are going into immediate consumption.

Beets, new, dozen bunches		1 00
Carrots, dozen bunches		1 00
" bag		0 60
Cabbage, dozen	0 15	0 30
Celery, Canadian, dozen	0 40	0 75
Cauliflowers, dozen	1 00	2 00
Corn, dozen	0 06	0 10
Cucumbers, dozen	0 05	0 10
" basket		0 25
Green peppers, crate	1 50	2 00
Lettuce, dozen	0 40	0 50
Leeks, dozen		1 00
Onions, doz. bunches		1 00
" red, per bag		1 00
" large, white, dozen		0 40
" Spanish, cases 150 lbs		2 75
" " half cases		1 65
" " crates 50 lbs	0 90	1 00
Potatoes, Montreal, bag	0 60	0 90
Parsley, dozen	0 10	0 15
Parsnips, dozen bunches		1 50
Pumpkins, doz	1 25	1 50
Sage, dozen	0 40	0 50
Savory, dozen	0 40	0 50
Spinach, Canadian, box		0 50
String beans, bag	0 35	0 50
" " basket		0 25
Squash, Hubbard, per dozen		1 50
Thyme, dozen	0 40	0 50
Tomatoes, Montreal, gin box	0 25	0 75
" hot-house, lb		0 08
" Chateauguay, per basket	0 35	0 40
Turnips, bag		0 50
" dozen		0 15
Vegetable Marrows, dozen	0 50	0 60
Watercress, dozen		0 40

FISH—Cod and haddock are more plentiful. Prices are lower in some lines this week, particularly brook trout, fresh salmons, dore, barbotte in the fresh; Labrador herring in bbls., and skinless cod in the salted and pickled. Large bloaters are higher, while live lobsters are down to 28c. Frogs' legs have made their appearance at 40c.

The season for brook trout is nearing its close, Oct. 1. Demand for all lines is good and supplies are plentiful.

FRESH	
Barbotte	0 08
Bluefish, per lb	0 14
Brook trout, per lb	0 22
Dore, per lb	0 12
Eels, fresh, per lb	0 08
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 05
Lake trout, per lb	0 10
Market cod, per lb	0 04
Perch, dressed, per lb	0 10
Pike, headless and dressed	0 09
Salmon, B.C.	0 15
Salmon, Gaspe, per lb	0 18
Sea trout, per lb	0 12
Steak cod, per lb	0 06
Whitefish, per lb	0 10
FROZEN	
Dore, winter caught, per lb	0 10
Halibut, per lb	0 09
Mackerel, per lb	0 10
Steak cod, per lb	0 04
Salmon, B.C., red, per lb	0 10
Salmon, Fall, per lb	0 08
Salmon, Qualla, per lb	0 09
Whitefish, large, per lb	0 09
Whitefish, small, per lb	0 06
SALTED AND PICKLED	
Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb	
Green cod, No. 1 medium, per lb	0 03½
" small, per lb	0 02½
" large, per lb	0 03½
Labrador herring, bbl	5 50
Labrador herring, half barrel	3 00
Labrador sea trout, bbls	12 50
" " half bbls	6 50
No. 1 mackerel, pail	1 80
No. 1 " half bbls	8 00
Skinless cod, 100 lb. case	5 25
Salmon, B.C., half bbls	9 00
Salt sardines, 20 lb. pail	1 00
SMOKED	
Bloaters, large, per box	1 25
Haddies, 15 lb bxs., per lb	0 07 0 08
Herring, new smoked, per box	0 14
Kippered herring, per box	1 10
Smoked salmon, sugar cured, per lb	0 25
SHELL FISH	
Lobsters, live, per lb	0 28
Oysters, choice, bulk, Imp. gal	1 50
" "Sealshipt" Imp. gal	1 90
Frogs legs, per lb	0 40

TORONTO.

GREEN FRUITS—The people of Toronto are buying their fruit from thousands of retailers all over the city, and the best idea they can form of the excellence of the fruit is from what they see at the retail stores. Very few people know anything about the magnificent sight of the fruit of all kinds displayed at the fruit market every day. Would it not be a bright idea to let the retail merchants take possession of the market for one day. Let them buy up all the fruit and display it all over the market place? Have this as a free show of the fruit for one day, to which they would invite all their friends and customers. Each retailer would take charge of his own fruit, and could take orders as the people passed along. This could be made an annual affair, and would not only give the people an opportunity of seeing the best fruit show, but it would also add importance to the fruit trade. The fruit this year is exceptionally good, and it would certainly be a treat to the people to see more of it than what they see at the retail stores.

Peaches are very cheap. People seem to have their supply, or as many as they can take care of. Scarcity of fruit jars it is said also has its effect on the market. Plums are in abundance and are being sold at low prices. The receipts of grapes are increasing from day to day, and the quality is improving.

Lawtonberries are still arriving regularly each day and are selling for 5 to 6c. a box. Cranberries are receiving much favor, and have the advantage of being new on the market. Bahama grape fruit has made its first appearance, and Florida oranges are expected in about two weeks.

Apples, green, basket	0 15	0 35
" per barrel	1 25	1 50
Bananas	1 75	2 25
Blueberries, per basket	1 00	1 25
Cranberries, per bbl		8 50
Grapes, small basket	0 15	0 20
Lawtonberries	0 04	0 05
Lemons, Verdelli	4 00	4 25
Limes, crate		1 25
Oranges, Cal. Valencia	3 25	3 75
" Cal. small		3 00
Peaches	0 25	0 65
Plums, Canadian, basket	0 20	0 50
Pears, Can., basket	0 25	0 40
Pineapples, per doz		2 40

VEGETABLES—The vegetable in which we are all more interested than in any other is the potato, and from all reports it is an excellent crop all over Ontario, and prices are lower. Tomatoes are also ripening rapidly and the canners are getting a good average supply. A car load of onions came to hand from the other side. These were imported for less than our farmers are willing to sell, and are said to be of a better quality. The large quantity of evergreen corn which arrived in splendid condition shows that frost has done no damage.

Beets, per bunch	0 15	0 20
Cabbage, Canadian, per barrel	1 25	1 50
Cantaloupes, Canadian, per basket	0 25	0 30
" " per case	0 60	0 75
Carrots, new, per basket		0 20
Celery, Canadian, per doz		0 60
Corn, dozen	0 08	0 10
Cucumbers, per basket	0 35	0 40
Egg plant, per basket	0 35	0 40
Onions, Canadian, green, per dozen		0 25
" Danvers, bag	1 15	1 25
" new, Valencias, crate	2 75	3 00
" Spanish		2 75
" " half cases		1 75
Peppers, green, per basket	0 30	0 35
" red, per basket	0 50	0 60
Potatoes, Canadian, per bag	0 70	0 75
" sweet, basket		0 65
" sweet, per hamper	2 00	2 25
" sweet, per barrel		4 75
Radishes, per dozen		0 25
Tomatoes, Canadian, per basket	0 20	0 30
Watermelons, each	0 30	0 45

FISH—White fish are still scarce, but all others are sufficient to meet the demand. Business on the whole is brisk

We offer this week :

Finnan Haddies

Choice New Bloaters and Kippered Herrings

Digby Smoked Herrings

Acadia and Halifax Codfish (In Packages)

Long Island Native Oysters (The finest grown)

Also Ciscoes, Labrador Herrings and a full line of Fresh Trout, White and Halibut.

White & Co., Limited

WHOLESALE FRUIT, PRODUCE AND FISH DEALERS

Toronto and Hamilton

LEMONS AND HEALTH

An Act of Parliament 30 & 31 Vict., c. 124, §4, provides that every ship going to countries where lemon juice cannot be obtained is required to carry sufficient to give every one 1 oz. daily. This insures their health in unhealthy districts. If you will use more Lemons you will spend less in Patent Medicine and Doctor Bills. The acid of Lemon kills disease germs and makes a refreshing drink, hot or cold. Mr. Retailer, tell your customer, in a short time you can double your sales.

"BUSTER BROWN"

W. B. Stringer, Toronto — Canadian Agent, for Sicily Largest Exporters — Fratelli Follina, Palermo, Messina

FARD DATES

New crop will shortly be offered, and for the finest dates order from your wholesaler

"MONOGRAM"
Extra Fancy

"CAMEL"
Extra Choice

Packed in cases containing 9 boxes, 7 lbs. each. A steady, increasing demand for this fine fruit.

WM. HILLS, JR.
IMPORTER
W. B. STRINGER, Agent, TORONTO

CANADIAN FRUITS—Now at Their Height

Large Quantities arriving daily.

PEACHES
PEARS
PLUMS and
GRAPES

Prices reasonable.

SEND US YOUR ORDERS

HUGH WALKER & SON
GULEPH, ONTARIO

and in good shape. Fish arrive in good condition and everything is lovely.

Bloaters, per box		1 20
Blue fins		0 06½
Carp		0 03
Cod, fresh caught		0 07
Cod, Imperial, per lb		0 05
Cod, Arcadia		0 10
Ciscoes, per basket	1 00	1 10
Eels, per lb		0 08
Finnan haddie	0 07½	0 08
Haddock, fresh caught		0 07
Halibut, fresh caught		0 10
Herring, medium, per lb., fresh caught	0 05	0 06
Herring, Digby, per box		0 15
Lobsters, each	0 25	0 30
Mackerel, each	0 20	0 25
Perch		0 07
Pike		0 06
Quail on toast		0 05½
Sea salmon		0 17
Trout, fresh caught		0 10
Whitefish, fresh caught		0 10
Yellow pickerel		0 09
Oysters, selects, per gal		1 90
" standards, per gal		1 60

PEACHES GO TO WASTE.

The drouth in the Niagara District during the past month has had a bad effect upon the peach crop. The hot weather ripened the peaches so rapidly that sufficient pickers could not be obtained, and it is estimated that carloads went to waste. Some growers stand to lose some of what this year was a record peach crop, simply because help is scarce, and the fruit will have to rot on the trees. Pickers are paid $1.75 and $2 a day, and board, a record price.

EXPENSE OF CANNING BEANS.

Cost a Canning Concern $5,000 to Harvest Ten Acres and Can the Crop.

The Picton Gazette.

The Bloomfield Packing Co., packers of the Quaker Brand of canned goods, have just finished the picking of a ten-acre field of beans, adjoining their factory in Bloomfield. The amount paid out in labor on this piece of land seems so much out of the common that they have furnished us with the items.

There were thirty-five tons of beans picked at 1c per lb., and the same price was paid for snipping the beans after being brought into the factory. This made a total of fourteen hundred dollars for these two items. For other labor, such as plowing, planting and hoeing and for the services of five men who superintended the picking and snipping of the beans, one hundred and fifty dollars was paid. For the labor concerned in the canning and labelling of these beans eleven hundred dollars was the amount of wages, making a total of twenty-six hundred and fifty dollars paid for labor alone on this field.

This same land was planted with beans last year and produced about the same quantity, so that in two seasons there have been over $5,000 paid out for labor alone on this ten-acre field. After picking these 35 tons, there are still eight or ten tons left on the vines, but these the company abandoned—wishing to reserve a little money to run the factory on other lines the balance of the season. —Picton Gazette.

Canadian Trade Changes of Recent Occurrence

Sales That Have Been Made During the Past Week—Losses by Fire and Assignments Made.

Ontario.

F. J. Knight, grocer, Exeter, has sold his business to David Russell.

Robt. D. McGee, grocer, Woodstock, has assigned to H. B. Sproat.

Vaisey & Wilcox, grocesr, Toronto, have assigned to N. L. Martin.

Mrs. N. H. Smith, general merchant, Tilbury, Ont., sustained loss by fire recently.

P. C. Campbell, general merchant, Caledon East, advertises his business for sale.

Geo. B. McConnell, Port Burwell, is advertising his grocery and drug business for sale.

Quebec.

Assets of C. E. Jerome, grocer, Montreal, are sold.

M. D. Reg. Barbeau, grocer, Montreal, has sold his assets.

A demand of assignment has been made on A. Mercier, grocer, Montreal.

The assets of R. M. Moore, general merchant, at Magog, have been sold.

The assets of E. Blanchette, general merchant, St. Aubert, have been sold.

The assets of P. H. Moreault, general merchant, Little Metis, have been sold.

A curator has been appointed for E. Mounsey, grocer, at Maisonneuve, Montreal.

R. L. Cross, grocer, Richmond, Que., was burnt out recently. He was insured.

A demand of assignment has been made on Chas. A. Gray, general merchant, Brysonville.

The assets of A. Prevost & Co., general merchants, Ste. Agathe des Monts, have been sold.

The assets of O. Allard, general merchant, at Valleyfield, are advertised for sale on October 5.

William Currie, of the St. Catherine Street store, Montreal, will remove early this month to more commodious quarters on Guy Street, two doors north of St. Catherine.

Maritime.

McDonald & Donevan, grocers at Lorway Mines, N. S., have dissolved partnership. The business will be continued by R. J. McDonald.

Western Canada.

J. A. Beatty, grocer, Edmonton, Alta., has sold out.

S. Greenhalgh, grocer, Victoria, B.C., has sold to J. Young.

Dunn & Macdonald, grocers, Winnipeg, have dissolved partnership.

Wm. Stuart, general merchant, Crossfield, Alta., has sold to Geo. Fleming.

C. A. Burnett has retired from the McKay Co., general merchants, Whitewater, Man.

McJeannett & Hall, grocers and bakers, Kelowna, B.C., have assigned to Wilson Bros.

MacIntyre & Co., general merchants, at Tuxford, Sask., are succeeded in business by Nairn & Jackson.

H. J. Morrison, grocer, at Russell and Binscarth, Man., has sold his Binscarth business to F. Garston.

The Trust and Guarantee Co., are appointed receivers for the Gleichen Mercantile Co., general merchants, Gleichen, Alta.

Deacon & O'Reilly, general merchants, Port Essington and Prince Rupert, B.C., have dissolved, O'Reilly continuing in men's furnishings.

PERSONAL.

A. E. Pott, Woodstock, Winnipeg representative of the E. W. Gillett Co., Toronto, has been transferred to look after the interests of his company in Manitoba and Saskatchewan.

Samuel R. Bailey, for thirty years a member of the Bailey Broom Co., Kingston, has retired from business.

A ton of oranges and a ton of naartjes have been shipped to Canada by the Natal Government, with a view to capturing the market there.—The African World.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

APPLES. If you want to buy or sell a carload it will pay you to get in touch with us.
THE DAWSON COMMISSION CO., TORONTO

Sardines in Oil



Brunswick Brand

ARE YOU BUILDING UP YOUR CANNED FISH TRADE? YOU CAN DO IT BY THE BRUNSWICK BRAND.

THEY HAVE A FLAVOR DISTINCTLY THEIR OWN.
THEY ARE UNSURPASSED IN QUALITY.
THEY ARE PACKED IN SANITARY CANS.
THEY COME IN THE REGULATION—100—¼ CASES.
THEY WILL ASSIST IN BUILDING UP YOUR TRADE.
THEY ARE PACKED BY SKILLED HELP AND MODERN METHODS.
THEY YIELD THE DEALER A LIBERAL PROFIT.
THEY ARE WELL KNOWN AND GIVE SATISFACTION.

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros. Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co. Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System,

SOUTH NORWALK, Connecticut. INC.

Sardines that sell

are those that have a guarantee on each tin!

CONCORD NORWEGIAN SARDINES

are finest small autumn fish only, packed, when freshly caught, in high grade oil. There are from 24 to 30 fish in a box, and each tin is provided with an extra cover for use after it has been once opened.

The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree.

Order from any Wholesale Grocer and don't forget the name

CONCORD

LIST OF AGENTS:

R. S. McIndoe, Toronto.
A. H. Brittain & Co., Montreal.
W. A. Simonds, St. John N.B.
Watson & Truesdale, Winnipeg.
Radiger & Janion, Vancouver and Victoria, B.C.

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Coristine Building
Manitoba; Watson & Truesdale, Winnipeg, Man,
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with :—

Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

Part II :—

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation Order?
Bulk versus Package Teas.
How to Establish a Tea Trade.
Tea Blending.

275 Pages Price $2.00
Fully Illustrated

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Technical Book Dept.
10 Front St. East - - Toronto

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

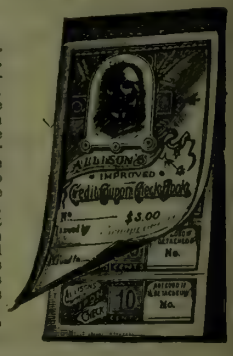
MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

Mr. Level-Headed Grocer

Which will YOU do, hold the credit customer AND GET YOUR MONEY OUT OF HIM? Or lose both the customer and the money he owes you? The answer ought to be simple. There is ONE WAY to hold this class of customers, please them, and avoid loss. That way is by using the

Allison COUPON BOOK SYSTEM

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, U.S.A.
Order them from your Jobber



Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle.deliv'd. Book 8 D free. ABSORBINE, JR., for mankind, $1. Removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores. Allays Pain. Book free.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



The

"ARCTIC" REFRIGERATOR

has proved and is still proving uniformly and completely efficient.

The system of construction gives a perfect circulation of cool, dry air.

Get our Catalogue and Discounts

JOHN HILLOCK & CO., Ltd.
154 George St., Toronto

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

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Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited



TIME MEANS MONEY

You save both when you have McGregor's Patent

BAG HOLDER

It holds all kinds from ¼ to 10 lbs. Wherever used no grocer would be without it for five times the cost.

Write us for full particulars and prices.

KILGOUR BROS.
19 Wellington St. West, - TORONTO

Five Essentials

Simplicity
Fast Grinding
Durability
Easy Adjustment
Finish

are perfectly met in the



ELGIN NATIONAL COFFEE MILLS

(40 STYLES)

These are high-grade, attractive-looking mills, at a

LOW COST

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
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TORONTO—Eby, Blain, Ltd.
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MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

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Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.



Royal Polishes

appeal to the housewife because she finds them unparalleled for all purposes.

They cannot help but appeal to you, because they are made in Canada, and they yield you a fine profit.

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

A WATCH FREE

TO EVERY BRIGHT BOY IN CANADA

To every boy who sends us two new full-year paid-in-advance subscriptions to BUSY MAN'S MAGAZINE (at the regular price of $2.00 per year) we will send post paid (registered) a genuine Ingersoll watch—"Universal" or "Monarch." We supply you with sample copies of BUSY MAN'S and show you how to sell it. Here is a chance to get a watch of your own that will keep time as well as a more expensive one. A good, strong movement in a well finished nickeled case.

This offer may run for a short time only, so be among the first to secure a real Ingersoll—which has the largest sale of any watch in the world. Fill in this coupon and mail it now.

BUSY MAN'S MAGAZINE,
10 Front Street East
Toronto

Please enter my name on your list of boys to whom you will send an Ingersoll watch for two new full-year paid-in-advance subscriptions to Busy Man's Magazine. I will send you the names of my subscribers and remit amount as soon as possible.

Name.....

Street.....

Town.....

Province.....

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
¼-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 ozs.	1 95
" ½ lb.	2 55
" 12 ozs.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

ORANGE CANADIAN CANNERS, LIMITED

Wholesale price list for Syrup Fruits in Pint Glass Jars. (Packed 1 dozen to case).

	per doz.		per doz
Strawberries	3 25	Sweet cherries	2 40
Peaches	2 85	Red currants	2 40
White cherries	2 85	Black currants	2 40
Red raspberries	2 40	Green G. plums	2 40
Black raspberries	2 40	Lombard plums	2 40
Lawtonberries	2 40	Blue plums	2 40
Red cherries	2 40	Pears	2 40
Black cherries	2 40		

SIMCOE PURE PRESERVES

(Packed 2 doz. to the case.)

12 oz. Simcoe Pure Strawberry Preserves	1 35
16 " " " " "	1 75

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

In Cartoons	per dozen
No. 1, 1-lb., 4 dozen	2 40
" " 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" " 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " 2 "	2 20
No. 12, ½-oz., 6 dozen	0 70
" " 3 "	0 75
In Tin Boxes	**per dozen**
No 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs	14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crispe, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

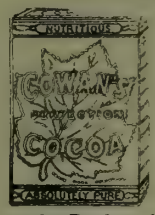
White Swan Wheat Kernels, per doz	$1 40
White Swan Flaked Rice, per doz	1 00
White Swan Flaked Peas, per doz	1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—	
Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	$ 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto,
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 5-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	0 16	
Special Shred	0 17	0 15	
Ribbon	0 19	0 17	
Macaroon	0 17	0 1	
Desiccated	0 16	0	

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 33
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN, SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 35
"Gilt Edge" in 2 lb. tins	0 33
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz	8 25
Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ¼-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

CLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2
" " groats ½-lb. tins	1
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00		
2 " " "	1 75		
2½ " " "	2 00		
4 " " "	3 00		
5 " " "	3 75		
8 " " "	5 50		
16 " " "	10 00		
32 " " "	18 00		

Discounts on application.





Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $ 00.

5 boxes.... 2 75

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Ross & Lafiamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 wood pails, 6 pails in crate, per lb	07

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

YOU MUST REALIZE

that an article which has a huge amount of consumer advertising behind it to pull it through the stores, as has

2 in 1

The World's Best Shoe Polish

must be a profitable and quick-selling line to handle.

But, in addition to this ad-pulling force, "2 in 1" has sterling merit behind it. It preserves the boots and makes them pliable; is waterproof; shines quickly and lasts a long time; does not soil the clothes or clog the brush, and is just now in increasing demand.

You can't afford to be without "2 in 1" on your shelves.

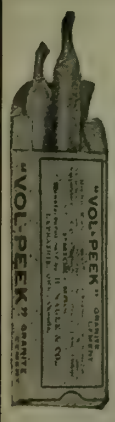
The F. F. Dalley Co.
LIMITED
Hamilton, Canada, and Buffalo, N. Y.

A Great Selling Team

¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.



Have Your Wife Try

the famous

"VOL-PEEK"

GRANITE CEMENT
for Mending Holes in Pots and Pans.

If it pleases her it will please others, will it not?

H. NAGLE & COMPANY
LAPRAIRIE, QUE.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.



Goodwillie's PURE FRUITS

In Glass

There is nothing to be gained by your experimenting with a dozen and one different packs of Pure Fruits.

So why not begin correctly by ordering, and featuring, GOODWILLIE'S, the brand that always leads.

You will find it to your own advantage to handle GOODWILLIE'S, and you will greatly please your customers.

Your wholesaler will gladly furnish prices.

AGENTS :

Rose & Laflamme, Ltd. - - Montreal and Toronto

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited.

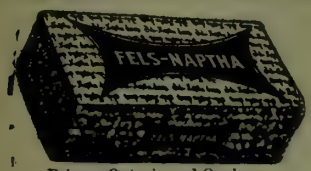


Assorted Case,	Contains 4 doz. $3.60
Assorted Case,	Contains 2 doz. $1.80
Lemon (Straight)	Contains 2 doz. $1.80
Orange (Straight)	Contains 2 doz. $1.80
Raspberry (Straight)	Contains 2 doz. $1.80
Strawberry (Straight)	Contains 2 doz. $1.80
Chocolate (Straight)	Contains 2 doz. $1.80
Cherry (Straight)	Contains 2 doz. $1.80
Peach (Straight)	Contains 2 doz. $1.80

Weight, 8 lbs. to case. Freight rate. 3rd class

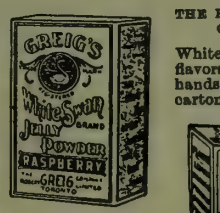
Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases, or more	4 95



List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 50 lbs.	0 11
20-lb. Pails.	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10½
Tubs	0 10½
20-lb. pails.	0 11
20-lb. tins	0 10½
10-lb. "	0 11½
5-lb. "	0 11½
3-lb. "	0 11½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ...per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. / 60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	20
" " black..... "	15	30
Oriole soap..... "	10	20
Glorioia soap..... "	13	00
Straw hat polish..... "	10	20



3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 07
Benson's satin, 1-lb. cartons.....	0 07½
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

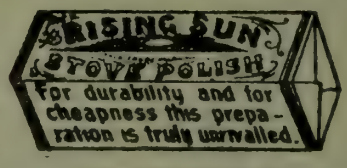
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 48-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 06½
Finest Quality White Laundry—	
8-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 07½
Kegs, 100 lb.....	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 8-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
¼ barrels, 175 lbs.....	0 03¾ "
Pails 25 lbs.....	1 30 each
" 38½ lbs.....	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case.....	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label 1's and ½'s..	0 44	0 60
Red-Gold Label, ½'s.....	0 55	0 80

GEO. E. BRISTOL & CO.,
Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.....ls, 20c.; ½s, 21c.	
30c.....ls and ½s, 23c.	
40c.....ls and ½s, 28c.	
50c.....ls and ½s, 35c.	
75c.....ls and ½s, Vulcan, 50c.	

100 lb. lots freight paid.



Blue Label, 1's.....	$1	0 26
Orange Label, 1's and ½'s	0 28	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, 1's and ½s.....	0 55	0 80
Embossed, 1's and ½'s.....	0 07	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s 18c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, ½'s 35c ea. 70 lb.	50c ea. 1 00 lb.	
Red Tins, ¼'s 18c ea. 72 lb.	25c ea. 1.00 lb.	



MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛.....	0 70	1 00
" " ¼.....	0 55	0 80
" " ½.....	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½.....	0 38	0 50
" " 1 lbs, & ½s..	0 35	0 50
" " 1 lbs,. ½s..	0 30	0 40
" " ¼.....	0 32	0 40
" " ½.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.....	$0	30
" " ½-lb. " "	0	21
Blue Label, retail at 30c.....	0	25

Green Label, " 40c.....	0 30
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	55

BIDGWAYS.
London, Vancouver Winnipeg and Ceylon



Pure Gold Jelly Powder..... } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	rete
Wood's Primrose, per lb.. ..	0 40	0 50
" Golden Rod	0 35	0 50
" Fleur-de-Lis.....	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s.....	36
Black Watch 11s	36
Bobs 5s and 10s.....	36
Bully 6s.	44
Currency 5½s. and 10s.	36
Stag 5s.....	36
Old Fox 12s.....	44
Pay Roll Bars 7½s.....	56
Pay Roll 7s.....	56
Plug smoking—Shamrock 6s., plug or bar	46
Rosebud Bars 6s..	46
Empire 5s, and 10s.....	36
Amber 8s. and 3s.....	60
Ivy 7s.	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100.....	35 00
Champlain, 1-20.....	35 00
Champlain, 1-40.....	36 00
El Sergeant, 1-20.....	45 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100.....	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6.....	0 [illegible]
Quesnel, 1-4, 1-2	0 65
1-9	0 68
Cote's Choice Mixture, 1-lb tins.....	0 75
" " ½lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per dos.....	$18 00
Absorbine Jr., per dozen.....	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case ..	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

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For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

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FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

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HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
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We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
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FROM

VERRET, STEWART & CO.
LIMITED

No. 12 Port Street
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Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



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have advanced and are **going higher.** Our **"EMPIRE BLEND"** black, green and mixed, gives splendid satisfaction. Send a postal card for sample of our 25c. line. It will show you big bargain.

Empire Brand
WE OWN IT

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has gone up and is bound to go **still higher.** We have picked up a line that is bargain-buying for you. How many cases do you want?

4 Free Phones

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WHOLESALE GROCERS

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

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VOL. XXIII. PUBLICATION OFFICE: TORONTO, OCTOBER 8, 1909. NO. 41.



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Write for particulars and sample.

FRANK MAGOR & CO., 403 St. Paul Street, Agents for the Dominion, MONTREAL

Every Culinary and Laundry Requirement

demanding the use of STARCH can be filled with

Benson's "Prepared" Corn and Edwardsburg "Silver Gloss" Starch

These brands are the housekeeper's most reliable brands—Every jobber sells them.

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ESTABLISHED 1858 LIMITED

53 Front St. E., TORONTO, Ont. Works: CARDINAL, Ont. 164 St. James Street, MONTREAL, P.Q.



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If you want

INFORMATION

which will prove of

SPECIAL VALUE

to you

NOW

let us hear from you. We have a special offer which will last only a few weeks, and we can interest you if you write us.





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Codou's Macaroni

Made from a superlative quality of Russian Wheat which always (with the skill attained in the cleanest plant of its kind) compels a white, tender, delicate Macaroni that is in a "quality" class by itself.

Griffin & Skelley Fruits

Dried or canned, and representing the pick of the pack in Seedless or Seeded Raisins, Canned Fruits, White and Green Asparagus, Prunes. The brand of the "Griffin" assures satisfaction—absolute satisfaction.

Taylor's Peels

Candied or Drained, but in either case admitting of no argument as to their high quality. Made from specially imported fruit skins from which the essential oil has *not* been extracted. Lemon, Citron and Orange.

Cox's Gelatine

Pure—absolutely pure, and hence certain to produce the most economic results for the cook. Powdered or Shredded as the cook prefers, but always fulfilling the most exacting requirements.

"Thistle" Haddies and Herring

Packed always in lined tins. Haddies that are genuine Haddock. Herring prepared with scrupulous care—selected. Fish caught in St. Mary's Bay, thereby assuring superior quality at all times.

ARTHUR P. TIPPET & CO., Agents
Montreal


Montreal Office

Manufacturers' Agents
and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.


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I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East
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THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL

PUBLISHED EVERY WEEK

This paper circulates throughout Ireland, and is the recognized organ of the grocery, fruit, produce, provision and food stuff trade.

10, Garfield Chambers, Belfast, Ireland

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Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

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If you want the real thing, buy MUNN'S genuine, non-freezing Cod Liver Oil. Norwegian Process. In 25-gallon, tin-lined barrels.
Highest Prizes and Gold Medals at European Exhibitions. Stock carried. Wholesale only.

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Special rates for large quantities

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Manufacturers' Agent and Warehouseman.

Importing Commission or Buying Agent.

Warehouse: City Spur Track.
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P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,

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Warehousemen

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Open for a few more first-class lines

Selected Raisins,

Currants,

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Prices Right.

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TORONTO

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G. C. WARREN

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Established 1885.

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MacLaren Imperial Cheese Co.

Limited

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One Car Barbadoes Muscavado
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(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

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Domestic and Foreign Agencies Solicited.

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Brokers and Manufacturers' Agents

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—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

Try a business card in The Canadian Grocer.

IN STOCK—FIRST SHIPMENT

NEW SEASON'S CURRANTS

Our Registered brands of Cleaned Currants are superior to Greek Cleaned Fruit.

IF YOU WANT THE BEST,—ORDER

"KALAMOS," "MOREA," "VONITSA" and
"FANCY BLUE PEARLS"—(The finest shade dried Vostizza fruit.

We guarantee our fruit absolutely clean,

Samples and Quotations Upon Request.

Free from stems and stones.

EBY-BLAIN, LIMITED

Wholesale Grocers **TORONTO**

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs you	20c.	for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1.00	"	"	"	70c.

THE BLUE RIBBON TEA CO, Limited

266 St. Paul St., MONTREAL

GET BUSY

Owing to a general short pack of Peas, Corn, Tomatoes and Pumpkin

PRICES ARE ADVANCING

Have you booked your full requirements ? If not, write us at once for assorted cars of above-mentioned lines, together with fruits.

Act quickly, as we have only a limited number of cases to offer.

THE ESSEX CANNING AND PRESERVING CO., Limited

ESSEX - ONTARIO

A strong combination-

¶ An extensive garden of three thousand acres in the heart of Prince Edward County, Ontario ; a canning factory without a peer in the completeness of its modern sanitary and mechanical equipment, and the cleanliness and skill of its employees; that is the combination which produces "Farmer Brand" Canned Fruits and Vegetables.

¶ Consequently every can of Farmer Brand is pure in quality and perfect in flavor. Farmer Brand brings and retains for you the quality customers —people who want the very best and are willing to pay a fair price to get it.

The Farmers' Canning Company

Bloomfield, - Ontario



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

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R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.



By Special royal permission.

"King Oscar"

Brand

Norwegian Sardines

You are vitally interested in the fact that "King Oscar" Brand Sardines are BIG SELLERS. Their quality gives them first call with discriminating buyers.

These Sardines have established the reputation as the purest, sweetest and best packed on the market.

STOCK "KING OSCAR" SARDINES

J. W. BICKLE & GREENING
(J. A. HENDERSON)
Canadian Agents HAMILTON, ONT.



THIS TIN CONTAINS

100%

PERFUMED - POWDERED

LYE

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS
OPPORTUNITY OFFERS TAKE IT TO-DAY

WHITE SWAN SPICES AND CEREALS LIMITED
TORONTO

Old Homestead Canned Fruit and Vegetables

The Grocer now-a-days has anything but an easy task in selecting his canned goods from among the many brands on the market.

There are some excellent brands, and unfortunately many worthless ones also, but the Grocer who is handling

Old Homestead Brand

is sailing his barque to Port Success with the fair wind of Prosperity right astern!

Every feature that care, skill and science can suggest has been embodied in the canning of these goods. The choicest fresh fruit and vegetables alone are canned by us, everything that is not absolutely fresh being rejected by our inspectors. **You can rely on "Old Homestead Brand"** and can with confidence recommend these goods to your customers.

Protect your own interest by handling

OLD HOMESTEAD

Old Homestead Canning Co.

PICTON - ONTARIO

New Goods Now in Store

150 boxes and ¼ boxes.

NEW TABLE RAISINS

Quality especially fine. **Ask for prices.**

ALSO

2,000 cases Spanish Onions.

Superior quality. **Prices right.**

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers = = MONTREAL

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We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.
"NARCISSUS," fine FILIATRA currants,
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highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

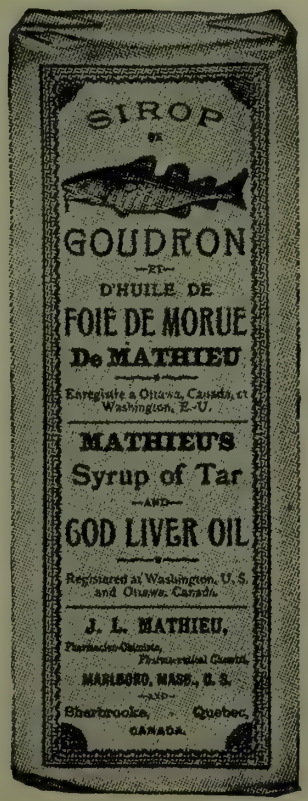
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THE LARGEST CURRANT HOUSE IN GREECE



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MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.

2. One person recommending it to another, and probably telling him that he got it at your store.

3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.



THE PUREST AND BEST

ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER

ALWAYS READY—NEVER FAILS

A QUICK SELLER

EVERY CAN GUARANTEED

Manufactured by



St. Charles Condensing Co.

INGERSOLL, ONTARIO

CANADA



Ginger-Bread BRAND Molasses

(The Best There Is)

Produced and sold under the British flag

When ordering from your wholesaler specify the above well-known brand

RESULTS

Satisfied Customers **Increased Sales**

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

O·K

THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, **London, Eng.**

Sole Canadian Agents :

S. T. Nishimura & Co.

MONTREAL

SUB-AGENTS :

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Ottawa, Ont.—Mackenzie & Co.
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Kingston, Ont.—James Craig

Say, brother Grocer, are you carrying

SNAP?

We don't claim for SNAP that it will do everything from washing a baby to cleaning a frypan, but we do claim that for chasing grease, paint, dirt and tar from soiled hands it is absolutely without a rival.

SNAP SELLS AT SIGHT

and leaves you a good margin of profit.

Order from your jobber.

The SNAP Co., Ltd. MONTREAL CANADA

BROOMS

For use in Home, Factory, Warehouse, Mills, Elevators.
Buy the BEST.

Oval Apple Baskets

We have them in

Willo-Willo Cane and old timer Hickory, Woodenware, Paper, Twine, Grocers' Sundries.

Walter Woods & Co.

Hamilton and Winnipeg

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER



Made in Canada

NO NEED OF ARGUMENT

If fifty thousand up-to-date merchants in all kinds of business are getting complete satisfaction by using

THE McCASKEY ACCOUNT REGISTER SYSTEM

don't you think that it would handle your accounts in a satisfactory manner?

Some of the concerns using the McCASKEY REGISTER are operating from two to eighteen branch stores with a McCASKEY in each store.

Why do they use them?

To get rid of useless bookkeeping, to stop the leaks in their business, and TO SAVE MONEY

If you are in business to make money, let us tell you what the McCASKEY will do.

Information is free for the asking—Drop us a postal to-day.

DOMINION REGISTER COMPANY, Limited
Successors to the McCaskey Register Co. in Canada
96 to 104 Spadina Ave. - - - - - TORONTO

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E. London, England

To the Trade:

THAT

CEYLON TEA

HAS THE CALL,—

A statement recently made by the Grocery House which has the greatest number of important Retail Establishments, and is consequently in touch with the greatest number of consumers, of any in the country,—

IS

Convincing Evidence

THAT

Ceylon Tea is the Best

AND THAT

Ceylon Tea is the Cheapest

First in official tests——
First in public favor——

We do not expect you to accept an unsupported statement as to the purity of our preserves—we just refer you to the Government analysis, which finds them 100 per centum pure.



E. D. SMITH'S
Jams and Jellies

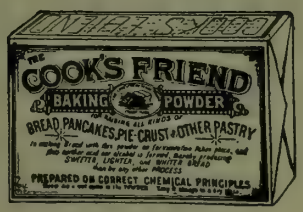
have jumped right into the front rank of public favor; they create trade and they hold trade.

All progressive grocers handle **E.D.S.** *goods.*

E. D. Smith's Fruit Farms, Winona, Ont.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

A LEADER
FOR OVER
50 YEARS



W. D. McLAREN, LIMITED
Manufacturers
583-585 St. Paul Street - MONTREAL

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:
Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.
W. A. Carson, Manager NAPANEE, ONTARIO



UNSWEETENED

Retails at 5c.

A New Size Package of Borden's

"Peerless Brand" Evaporated Cream

Just what your customers have been clamoring for. Will sell like hot cakes. $2 per case of 4 dozen. Why not order a few cases now.

Retails at 5c.

BORDEN'S CONDENSED MILK COMPANY ESTABLISHED 1857

WILLIAM H. DUNN - - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

WARMINTON'S CLUTCH NAILS, STRAPPING, ETC.



Every Wholesale Grocer and Specialty Manufacturer should have a supply of these Clutch Nails. Save time and expense to the shipper and a safeguard to goods being stolen in transit.

J. N. WARMINTON,
43 Scott St. TORONTO. 207 St. James St. MONTREAL.



IMPERIAL EVAPORATED CREAM

Has the reputation for general excellence.

Recommend and supply to your customers the VERY best.

The Canadian Condensing Co.
CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

H.P. SAUCE

Our New Advertising Scheme Is Selling It Faster Than Ever!

Wide-awake Grocers are bringing it to the front. There's a large and quick turn-over on H.P. Sauce.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.

MIDLAND VINEGAR CO., BIRMINGHAM, ENG.





Money in This?

WELL, RATHER

Medical men say that the food we offer you for sale is about the finest and safest proposition in the eating line yet manufactured.

Holland Rusks

You can offer to your trade with the guarantee that they are something safe and nourishing for every member of the family.

HOLLAND RUSK CO, HOLLAND, MICH
Sole Makers in America

If your jobber cannot supply you, please notify

McGREEGOR SPECIALTY CO.
672 Yonge Street, TORONTO



BULK—25 lb. Pails and 60 lb. Tubs
ALL WHOLESALERS.
NICHOLSON & BROCK, - TORONTO

Agents for Ontario:
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ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH

Canada First

Pure,
Fully Sterilized and
Healthful.

Anticipate the rush
by stocking this brand.



Evaporated Cream

Carefully prepared
in
Up-to-date, Sanitary
Factory.

Order to-day from
your wholesaler.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

Forest City Baking Powder

Always Reliable Always Uniform Always Satisfactory

The Leader for a Quarter of a Century

Packed in 6 oz. 12 oz. 16 oz. and 5 pound tins. For sale by all jobbers or direct.

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"Get The Best"

LOBLAW CREDIT SYSTEMS

The CARTER-CRUME COMPANY, Ltd.
TORONTO and MONTREAL

Mention this paper

SUGARS

The best are the cheapest.
Ask for, and see that you get

Redpath

Extra Granulated

and other grades of refined. Supply your customers with only the best sugars obtainable.

IT WILL PAY!

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

PUSH

Shirriff's Flavouring Essences

WHY? Because they have every quality an essence should possess--STRENGTH, PURITY, FLAVOUR. Write for prices.

Imperial Extract Co. 18-22 Church St., Toronto



ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST

VINEGAR



LONDON, ENGLAND — MADE FROM THE FINEST MALT

COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B. — W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto — R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

The word "Sterling" on a bottle of pickles or other relish means all the word means—"genuine," "pure," "of excellent quality." See that you are well stocked in

STERLING Brand PICKLES

for the Fall trade that is now opening and that promises to be of large and profitable size.

Manufactured by

The T. A. Lytle Co.
Limited
Sterling Road :: TORONTO, Can.





NEW SEASON'S

Fine Old English

Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.

JAPAN TEAS

We have now a few lots of low grades on hand for immediate delivery.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE

SOAP SENSE

is a sense that comes to every grocer after a while, and which tells him his best interests are served by selling an honest soap—a soap of absolute purity, retailing at a moderate price. Such a soap is

ASEPTO
SOAP POWDER

"The enemy of dirt."

It is invaluable for every purpose in the house, and will be found more economical than any other soap. It is a sure seller and makes repeat orders a certainty.

Order from your jobber.

ASEPTO MFG. CO.

ST. JOHN, N.B.

Washing Day

loses half its terrors when

CRYSTAL SOAP CHIPS
or
WONDERFUL SOAP

help to lighten the housewife's burden, so that she will have these soaps and no others.

They are honest soaps, such as you like to handle, and they perform all we say:

They *whiten clothes* and they *save time and labour.*

Let us send you quotations.

THE GUELPH SOAP COMPANY

GUELPH ONTARIO

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market

Buyers of Poultry, Game, Eggs and Feather
Prompt Remittance—No Commission
Reference—any Bank.

(Our Own New Modern Cold Storage Plant Just Completed.)

THE RETAILER classes the houses who advertise in his trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

Tartan BRAND

Phone 596—For hurry orders.

Spices Ask our travellers about a special deal that every grocer should take advantage of. Don't miss it.

Vinegar Imperial is the Brand you want. Don't take chances on poor vinegar.

Wagstaffe Pure Jams, Preserves and Marmalade, also Mincemeat, Plum Puddings, etc. Get your Fall order placed.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

Guggenhime & Co.

CALIFORNIA

Packers and shippers of the celebrated

"Pansy" and "Daphne"

BRANDS

Evaporated Fruits, Prunes, Seeded Raisins, etc., etc.

Selling these Brands means satisfaction all round.

We are represented in the Dominion by the following well-known brokers:

Rose & Laflamme, Limited	Montreal, Que.
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W. S. Clawson & Co.	St. John, N.B.
H. D. Marshall	Ottawa, Ont.
C. L. Marshall	Toronto
Geo. H. Gillespie	London, Ont.
G. B. Thompson	Winnipeg, Man.
Shallcross-Macauley & Co.	Calgary, Alta.
Dominion Brokerage Co.	Edmonton, Alta.
H. Donkin & Co.	Victoria, B.C.
H. Donkin & Co	Vancouver, B.C.

St. Lawrence Sugar

GRANULATED

and

GOLDEN YELLOWS

made only from the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.

MONTREAL

Prince of Wales Pickling Spices

Are YOU supplied with pickling spices? You can secure the best as easily as those of an indifferent quality by ordering the above brand.

All herbs—Mint, Savory, Sage, Thyme, Marjoram, etc., – in ¼ lb. open face cartons.

S. H. EWING & SONS, Montreal and Toronto

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (48p)

TWO SALESMEN want a line for Eastern Ontario, Quebec and Maritime Provinces. Good connections. Speak French fluently. Salary or commission. Box 322, THE CANADIAN GROCER, Toronto. (41p)

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

FOR SALE.

FOR SALE—Vancouver suburban grocery, an established business taking over $50 a day. Low rent and good lease. Will sell at invoice price, about $1,150, including fixtures. Vancouver Business Mart, 9 Hastings Street East, Vancouver, B.C.

FOR SALE—An up-to-date grocery business in the town of Sarnia, Ont. Good location and well established. Good reason for selling. Address Box 321, care CANADIAN GROCER, Toronto. (44p)

GROCERY BUSINESS FOR SALE on Main Street, Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

HAVE YOU a business for sale? Send me particulars and I will sell it for you. James Brooks, Merchants' Bank Building, Vancouver, B.C. (42p)

SHOW CASES AND STORE FIXTURES for grocers. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

SITUATION VACANT.

WANTED—At once, a thoroughly experienced man for green grocery. Apply Dawson & Co., Brampton, Ont.

MISCELLANEOUS.

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will instal a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

IN SEVERAL GOOD TOWNS we have not yet secured a satisfactory resident agent. This is a permanent agency worth from $600 to $1,500 per year, according to the capacity of the representative to build it up. If you are well regarded in your home town we can probably make a place for you. Send your references, state experience. Box 319, THE CANADIAN GROCER, Toronto.

KEEP AN ACCURATE ACCOUNT of you Employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

PEERLESS CARBON PAPERS AND TYPEWRITER RIBBONS are unequalled in typewriting, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies, handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handing goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SIR GILBERT PARKER is to the fore again with his latest book entitled "Northern Lights." It pictures the life of that portion of our country upon which all eyes are now turned. The stories portray conditions in the Great West before and after the effects of modern civilization and treat the subject with a master-hand. For sale at all bookstores. Cloth bound, illustrated, $1.50. The Copp, Clark Co., Limited, Publishers, Toronto. (tf)

THOUSANDS OF DOLLARS go astray in the mails every year. YOU should therefore insure against a possible loss by sending YOUR remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable and buys and sells foreign money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

ACCOUNTS COLLECTED

DOES ANYONE OWE YOU MONEY? We recover debts and trace missing debtors anywhere. Advice and information free. The Canadian Debt Recovery and Legal Aid Association, Merchants Bank Building, Vancouver. (42p)

BOOKS FOR THE GROCER.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

BUSINESS OPPORTUNITY.

ARE YOU looking for a business in British Columbia? I have a reliable list of "businesses for sale." 20 years practical experience. Write for free list. James Brooks, Merchants' Bank Building, Vancouver, B.C. (42p)

BUSINESSES FOR SALE.

TO GROCERS—If you are looking for an opening in Vancouver or in any other part of British Columbia, it will be to your advantage to get in touch with us. We have a very large list of good paying businesses which only need aggressive people with some capital. This country is growing rapidly and there are many excellent opportunities for prospective buyers to get in and grow with the country. Correspondence solicited. The buyer pays us no commission. VANCOUVER BUSINESS MART, 9 Hastings Street East, Vancouver, B.C. (tf)

FOR SALE—Small grocery store in Vancouver, B.C. Carline within half block of store. Rent only $12 a month. Stock at invoice price. If you are looking for a really good business this is your chance. Vancouver Business Mart, 9 Hastings Street E., Vancouver, B.C. (tf)

FOR SALE—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; $2,500 stock; $1,500 will handle. Building solid brick, for sale or rent, easy terms. Clear profit last year $2,200. Address Box 316, CANADIAN GROCER, Winnipeg. (42p)

PERIODICAL DEPT.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to day. The Busy Man's Magazine, Toronto.

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scott'sh, Liverpoo

"Merle" Brand
Valencia Raisins

Are the pick of the Spanish crop, scientifically and most attractively packed by one of the oldest houses in Denia.

At this season when you are anxious to secure the best---absolutely the finest Valencia Raisins---it is well to bear in mind the high reputation of "Merle" Brand.

Your Jobber Will Quote You Prices

Juan Merle, Denia, packer.

The ROBERT CROOKS COMPANY,
OF NEW YORK

SELLING AGENTS
MONTREAL.

The package

helps to sell the goods if the PURE INGREDIENTS are inside. Our package bearing

"WHITE DOVE"

is a guarantee of all that's good.

Pure Goods



Air-tight Package

It saves time to be in line.

MANUFACTURED BY

W. P. DOWNEY
MONTREAL

P. & F.
VINCENTELLI
& CO.
ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF
CANDIED PEELS

Specialities
CITRON, LEMON, ORANGE
Drained, Cut and Candied
Prices and Samples on Application

Snowdon & Borland

MANUFACTURERS' AGENTS

Open to represent another good manufacturer. First-class connection with trade, especially retailers.

Write to

34 GUARDIAN BUILDING
MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.



It dries them up **Common Sense**
KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

Malta-Vita

"The Perfect Food"

¶ Sell your customers MALTA-VITA—they'll come back for more.

¶ Thousands of the best grocers in Canada find that MALTA-VITA is one of the best day-in-and-day-out sellers on their shelves. You are able to guage your orders so that your stock is always fresh.

¶ MALTA-VITA is the food that makes friends—and holds them.

¶ Every wholesaler in Canada carries MALTA-VITA in stock. Order a case to-day.

The

Malta-Vita Pure Food Co.

Toronto, Ontario



Try a case of

Mason's Number One Sauce

Nothing so good ever made—Everyone says this.

Prepared by GEO. MASON (The Original)
From London, Eng.

The Mason, Miller Company, Toronto, Canada



EXPERIMENTATION

is the art of losing money by experimenting with "nearly good" products when you can get for your customers the goods with a reputation. Do not learn the art. Be *sure* in the first place by stocking

McLEAN'S

WHITE MOSS COCOANUT

The Canadian Cocoanut Company
Montreal

Quaker Salmon

Same high quality as you have always known, despite short pack.

Prices very reasonable.

Ask for them.

MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

Trade Relations
Between
Canada and West Indies

A Royal Commission is at present sitting with the object of improving trade relations between these two countries. Canadian merchants will do well to prepare for the transaction of the very profitable business which may be arranged between the two nations.

THE WEST INDIA CO., LTD.

(The Canadian office of: Sandbach, Tinne & Co., Liverpool, and Sandbach, Parker & Co., Demerara - established 1782—and having agents and correspondents in all the West India Islands) solicits orders and inquiries for all descriptions of West Indian Produce.

Sugars Rums Molasses Cocoa
Rice Limes Arrowroot
Etc. Etc.

Prices furnished on application. We shall be glad at all times to furnish complete information regarding exports and imports, freight rates, customs duties, etc., etc.

We shall also be pleased to consider proposals *re* representing Canadian firms in the West Indies and Demerara.

Our Demerara firm has for many years been doing considerable trade with Canada. They are agents for the Pickford & Black line of Canadian Mail Steamers, and also for Elder, Dempster & Co's steamer, and are particularly well placed for the handling of Canadian business.

Your Correspondence Will Be Promptly Answered.

WEST INDIA CO., LTD.

St. Nicholas Building, Montreal.

Dried Fruits and Nuts

We are about to receive our annual special shipments of dried fruits and nuts, and it seems particularly opportune that we should draw your attention at this moment to the superior quality of these goods, and that we should advise you to see our travelers, or communicate with us direct, before placing your orders for the lines we mention hereunder.

CURRANTS: Special quality, direct to us from Patras. Secure our prices on the following grades, which we guarantee:

Imperial Cleaned Loose .....¼ c.s
Imperial Cleaned Loose .....½ c.s
Vostizzas Fancy Cleaned .....½ c.s
Royal Excelsior 1 lb. pkgs. Cleaned 36s

VALENCIA RAISINS: These raisins are of the finest picked in Spain. Your customers cannot help but be pleased with them. Packed:

Arguimbeau F O S	Box 28 lbs.		Palares	Selected	" 7 "
Arguimbeau Selected	" 28 "		Palares	Selected	" 14 "
Arguimbeau 4 crs	" 28 "		Palares	Selected	" 28 "
Palares F O S	" 28 "		Palares	4 crs	" 28 "

SULTANA RAISINS: Of the high excellence you are accustomed to expecting in all goods you purchase from us. Obtainable as follows:

Imperial Sultana Cleaned Box about 28 lbs.
Sun Sultana 1 lb. Pkgs Box about 36 lbs.
Royal Sultana Cleaned Box about 28 lbs.

LAYERS TABLE FIGS: Choice fruit that is always salable when of first grade, as this is. Our prices will interest you. Packed:

Eleme Figs 1¾ inch about 10 lbs. Box.
Eleme Figs 2 inch about 10 lbs. Box.
Eleme Figs 2¼ inch about 10 lbs. Box.
Eleme Figs 2½ inch about 10 lbs. Box.
Eleme Figs 2¾ inch about 10 lbs. Box.
Eleme Figs 2¼ inch Umbrella Box.
Eleme Figs 1¾ inch 12 oz. Square Box.
Eleme Figs 1¾ inch 16 oz. Glove Box.
Natural Cooking Figs Bag about 28 lbs.

ENGLISH CANDIED PEELS: Of particular flavor. Cut with care and prepared in the best factories. Goods that you should buy immediately.

Lemon Peels, Box 7 lbs.
Citron Peels, Box 7 lbs.
Orange Peels, Box 7 lbs.

OREGON PRUNES: You know what these are in the matter of quality. Same perfection as in past years. We have these sizes:

Oregon Brand	30-40	25 lbs. Box.	Oregon Brand	70-80	25 lbs. Box.
" "	40-50	25 lbs. Box.	" "	80-90	25 lbs. Box.
" "	50-60	25 lbs. Box.	" "	90-100	25 lbs. Box.
" "	60-70	25 lbs. Box.			

MALAGA TABLE RAISINS: As usual, finest quality and the variety that you will find packed in the most attractive fashion.

Empress Clusters	1 lb. Pkgs.	Box 20 lbs.	Duchess Clusters	1 lb. Pkgs.	Box 20 lbs.
" "	1 lb. Carton	Box 20 lbs.	" "	1 lb. Carton	Box 20 lbs.
" "	loose	Box 22 lbs.	" "	loose	Box 22 lbs.
" "	loose	½ Box 5½ lb.	" "	loose	½ Box 5½ lbs.
Princess Clusters	loose	Box 22 lbs.	Countess Clusters	loose	Box 22 lbs.
" "	loose	½ Box 5½ lbs.	" "	loose	½ Box 5½ lbs.

EVAPORATED FRUITS:

Evaporated Apples Box 25 lbs.
Evaporated Peaches Box 25 lbs.
Evaporated Apricots Box 25 lbs.
Evaporated Pears Box 25 lbs.
All fancy quality.

NUTS: Every description of shelled and unshelled at prices that cannot help but interest buyers who are out to save money.

SPECIAL NOTICE: See our advertisement in this paper next week for special announcement regarding canned goods. Be sure to watch for it.

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors

MONTREAL

José Segalerva
Malaga, Spain

Look for this trade mark. It is a guarantee of highest quality when seen on:

Malaga Table Raisins

Malaga Loose Muscatels

Jordan Shelled Almonds

Valencia Shelled Almonds

Agents:

Rose & Laflamme, Ltd.

Montreal and Toronto



LOOK FOR THE BEAVER

M.D. & Co. "Beaver" Brand
Valencia Raisins

are of special fancy quality, and are sure to please particular customers of yours. You should have them in your store at all times.

"W. Abel" Brand
Valencia Raisins

are of standard quality, and also in keeping with the reputation of the house that packs them.

Packed by MAHIQUES DOMENECH & CO., Denia, Spain

Canadian Agents:

ROSE & LAFLAMME, Ltd., Montreal and Toronto

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 58
American Tobacco Co. 52
Asepto Mfg. Co. 16
Aylmer Condensed Milk Co. 13

B

Baker, Walter, & Co. 44
Balfour, Smye & Co. 17
Benedict, F. L. 44
Bickle, J. W., & Greening 5
Blue Ribbon Tea Co. 3
Borden Condensed Milk Co. 12
Bostock, J. J. 39
Brack & Co. 2
Brand & Co. 5
Bristol, Geo. & Co. outside back cover

C

Canada Sugar Refining Co. 14
Canadian Biscuit Co. 47
Canadian Cocoanut Co. 20
Canadian Condensing Co. 12
Canadian Products, Ltd 40
Capstan Manufacturing Co. 47
Cargill, H. 44
Carr & Co. 46
Carter-Crume Co. 14
Cereals, Ltd. 50
Ceylon Tea Ass'n 12
Champion & Slee 15
Chaput Fils & Cie 7
Christie, Brown & Co. 47
Church & Dwight inside back cover
Clare & Little 2
Clark, W. 45
Clawson & Co. 2
Common Sense Mfg. Co. 19
Concord Canning Co. 57
Connors Bros. 57
Constant, H. 44
Cooper Cooper & Co. 9
Cowan Co. 48
Cox, J. & G. 49
Crooks, Robt., & Co 19

D

Dalley, The F. F., Co., Limited 62
Davidson & Hay 14
Dawson Commission Co. 56
Dignard, Ltd. 47
Dominion Molasses Co. 8
Dominion Register Co. 9
Dominion Sugar Co. 22
Dominion Warehousing Co. 2
Downey, W. P. 19
Dunn, W. H. 10

E

Eastern Canning Co. 39
Eby-Blain Limited 3
Edmonds & Baker 39
Edwardsburg Starch outside front cover
Empress Mfg. Co. 38
Enterprise Mfg. Co. 60
Escott, W. H. 44
Essex Canning Co. 4
Estabrooks, T. H.
Evans, F. G., & Co. 39
Ewen, J. W 46
Ewing, S. H., & Sons 17

F

Fairbank, N. K. 53
Farmers' Canning Co. 4
Fearman, F. W., Co. 42
Fels & Co. 40
Fisher, A. D., & Co. 59

G

Gibb, W. A. Co. 64
Gillard, W. H., & Co. 16
Gillett, E. W., Co., Ltd. 45
Goodwillie & Co. 63
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 14
Grant, W. J. 52
Greek Currant Co. 7
Guelph Soap Co. 14
Guggenhime 17
Gunns Ltd. 42

H

Hamilton Stamp & Stencil Co. 60
Harnet-Ridout 41
Hills, Wm. J. 55
Holland, Rusk Co. 13
H. P. Sauce 13
Huber Account System 38

I

Imperial Extract Co. 14
Imperial Tobacco Co. 52
Irish Grocer 2
Island Lead Mills Co. 58

J

James Dome Black Lead 62
Jameson Coffee Co. 39

K

Kilgour Bros. 59

Lake of the Woods Milling Co. 51
Lambe, G. W. A 2
Laporte, Martin & Co. 22
Leitch Bros. 50
Lind Brokerage Co. 2
Loggie, W. S., & Co. 56
Lytle, T. A. Co. 15

Mc

MacKay, John, Ltd. 44
MacNab, T. A., & Co. 2
McCabe, J. J. 54
McDonald, Gordon & Co. 20
McDougall, D., & Co. 52
McIntosh, F. R., & Co. 39
McLaren, W. D. 11
MacLaren Imperial Cheese Co. 2 and inside front cover
McLeod & Clarkson 39
McVitie & Price 48
McWilliam & Everist 54

M

Magee, Fred. 56
Magor, Frank outside front cover
Mahiques, Domenech 23
Malcolm, Jno, & Son 12
Malta Vita Pure Food Co. 7
Marshall, E. A. 39
Mason, Geo. & Co. 63
Mason Miller Co. 20
Mathewson's Sons 20
Mathieu, J. L., Co. 7
Michigan Show Case Co. 59
Midland Vinegar Co. 15
Millman, W. H., & Son. 2
Montreal Biscuit Co. 50
Mooney Biscuit and Candy Co. 49
Morse Bros. 62
Mott, John P. & Co. 48

N

Nagle, H. 62
Napanee Canning Co. 11
National Licorice Co. 46
Nelson, Dale & Co. 48
Nicholson & Bain 41
Nicholson & Brock 13
Nickel Plate Stove Polish Co. 62
Nishimura, S. T. & Co. 15

Oakville Basket Co. 19
Oakey, John & Sons inside back cover
O. K. Sauce 8
Old Homestead Canning Co. 6

P

Pickford & Black inside back cover
Poulin, P 16

Q

Queen City Oil Co. 58

R

Richards Pure Soap 44
Robertson, R., & Co. 39
Robinson, O. E., & Co. 56
Rose & Laflamme, Ltd. 21
Rowat & Co. 45
Ryan, Wm. Co. 42

S

St. Charles Condensing Co. 8
St. Lawrence Sugar Refining Co. 17
Sanitary Can Co inside back cover
Scott, David, & Co. 20
Sealshipt Oyster System 65
Segalerva, Jose 23
Smith, E. D. 11
Snap Co., Ltd. 8
Snowdon & Borland 19
Sprague Canning Machinery Co. 44
Spratts Limited inside back cover
Stamper, D. 2
Sealshipt Oyster System 57
Stevens-Hepner Co. 60
Stewart, I. C. 58
Stringer, W. B. 55
Symington, T. 13

T

Thurston & Braidich 41
Tippet, Arthur P., & Co. 1
Todhunter, Mitchell & Co. 9
Toronto Salt Works 44
Truro Condensed Milk Co., Ltd. 42
Tuckett, Geo. E., & Son Co. 53

V

Verret, Stewart Co. outside back cover
Vincentelli, P. & F. 19

W

Wagstaffe, Limited 15
Walker Bin and Store Fixture Co. 58
Walker, Hugh, & Son. 55
Warminton, J. N. 12
Warren, G. C. 2
Watson, Andrew 18
Watson & Truesdale 2
West India Co 21
Weese, G. Wallace 2
Wethey, J. H. outside back cover
White & Co. 55
White Swan Spice & Cereals, Ltd. 38, 40, 44
Wilson, W. Harry 39
Wiseman, R. B. & Co. 41
Wood, Thomas & Co., Ltd. 64
Woodruff & Edwards 59
Woods, Walter, & Co. 9

Y

Young, W. F. 58

Resolutions Adopted Regarding Retailers' Rights

Short Weights, Fixing of Price to Consumers by Manufacturers and Fake Advertising Among the Questions Discussed by British Columbia Retail Grocers' Association —Who a "Consumer" is—Co-operation of Wholesalers to be Cultivated — To Push Goods With Assured Profits.

Victoria, B.C., Oct. 2.—Matter of much moment to the grocery trade in the Pacific Coast province were considered at length at the annual convention held here last week, of the British Columbia Retail Grocers' Association.

Among the important features was an address by J. J. Higgins, secretary of the Seattle Retail Grocers' Association, on the value of organizations to the grocery trade and the founding of a platform upon which to base united energies during the coming year.

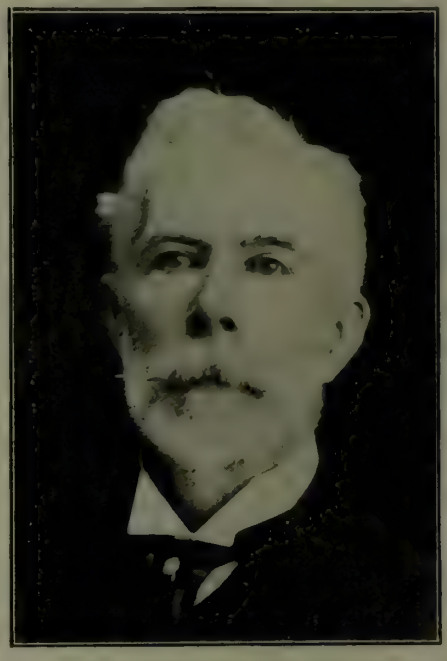
Fred Carne, of Victoria, president of the association, occupied the chair, with Fred Welch, vice-president of Vancouver, assisting. The visiting delegates were: W. H. Walsh, R. Schilling, S. F. McCready, George Kyle, Frank McDowell, J. H. Williams, William Clark, George Hobson, J. Andrews, of Vancouver, and a large attendance of local grocerymen were present.

The first session was devoted to making arangements for the sessions, the local members asisting the visiting delegates. A visit was paid to the cold storage plant and warehouses of the B. Wilson Co., Herald Street, and after the inspection of these premises, escorted by local wholesalers, the grocers went for an automobile trip through the city. The exhibition was visited in the afternoon. The topic under discussion at the evening session was in regard to manufacturers maintaining retail selling prices on the articles they produce. Much discussion followed, in which the delegates took part freely. J. J. Higgins, secretary of the Retail Grocers' Association of Seattle, was called upon to address the convention on "The Benefits of a Grocers' Organization as Affecting the Retail Grocery Trade." H. G. Wilson, of Wilson Bros., also adressed the assemblage, giving his hearty approval to everything the grocers sought to accomplish. A committe on resolutions, consisting of Fred Welch and W. H. Walsh, Vancouver, and T. Redding, of Victoria, was appointed to draft resolution to be acted upon at this morning's session.

Short Weights Question.

At the session the following morning the officers for the ensuing year were elected, resolutions adopted and the platform of the asociation also read.

The short weights question took up a considerable time, and was discussed fully. On this J. J. Higgins, of Seattle, spoke, and called attention to the fact that in Canada things were put in boxes, that in the United States were put in tins. Once crackers could be bought by the pound, but now they could be bought only by the tin, and in this way they were cheated out of weight. Consumers think it is hard when they have to pay so much for a thing and have it under weight. They then complain to the retailer, but it is not his fault, as he, as well, is cheated out of the weight, and the bottom of it all is the manufacturers. When one buys a pound of butter it generally weights 14 ounces. If one complans, the maker will say that it shrinks considerably, owing to the water in it. Then the maker should allow for the shrinkage, and put in a little more.



T. S. FUTCHER, VICTORIA.

The Secretary Elected for Island of Vancouver.

As there is no law enforced regarding this, the manufacturers take advantage of it. Mr. Kyle and Mr. Andrews, both of Vancouver, spoke on this point also, and stated that the association should approach the Government with regard to the duty of the Dominion inspector of scales to have his duty enlarged so he would be able to inspect packages which hold short weight. The resolution which dealt with this matter was referred back to the committee for fuller action, and to have a number of other acts included.

Mr. Higgins also urged that the retailers should try and get a representative in parliament who would push any cause they had. He further urged that the retailers get in with wholesalers and invite them to their meetings so as to form a strong union.

The officers who were elected for the next term were as follows: President, Fred W. Welch, Vancouver; Vice-president, E. J. Wall, Victoria; Secretary for this Island, T. S. Futcher, Victoria; Secretary for the Mainland, R. D. Dinning, Vancouver; Directors, H. O. Kirkham and T. Redding, Victoria; F. McDowell, W. Clark and W. J. Andrews, Vancouver; legislative committee, President, F. W. Welsh, J. T. McDonald, Geo. Hobson and T. S. Futcher.

Aims of the Association.

Following is the platform of the association which was read:—

1. The education of all retailers and binding them together with intelligent knowledge for the purpose of upbuilding the retail grocery trade and placing it on a level where it belongs by eleminating waste, exchange of ideas, gaining confidence in each other, support of food laws, preventing cut-throat business methods, bringing the wholesaler and retailer closer together, etc.

2. We recognize the jobber as a necessary factor between the manufacturer and the retailer in the distribution of goods, and believe that when a manufacturer does sell to a retail distributor that a higher price should be charged than to the jobbing trade.

3. While recognizing the jobber as an intermediate factor, we believe that proper lines should be drawn clearly defining a wholesaler, and we recognize as such those who distribute to the retail trade only, thereby leaving the consumption trade for the retail distributer.

4. We recognize as retailers those who have regular established places of business, who distribute to the consuming trade in either large or small quantities, and do not consume the goods on the premises.

5. We class as consumers all who consume the goods on the premises where they are purchased, also where goods are distributed among help without a purchase price being charged, thereby placing all hotels, restaurants, grading or mining camps, city, county, state or national governments in the consuming class.

6. We believe in closer relation between the wholesaler and retailer, and are opposed to the formation of buying exchanges in those localities where the wholesalers confine themselves to the retail trade and support the manufacturers who establish and maintain retail selling values.

7. We believe that every manufacturer of a copyright article should establish a retail selling value based on commercial value, and prevent the drastic and deplorable price cutting practiced by un-

scrupulous dealers who help neither producer nor consumers, and promise our support to manufacturers who do establish retail selling values.

8. We believe that every retail dealer should give his unqualified support to manufacturers who do establish a consumer's price and do adopt the Pacific coast plan of a notice of such consumers' price put upon every case. We do not wish the price put upon the package of goods, but on the case and if the manufacturers so elect, put a store card on the inside of the case for display purpose in the store.

9. We recognize the rights of the producer to receive the highest compensation for his products, also the rights of the consumer to receive goods at the lowest possible cost, and believe that all manufacturers should take them into consideration in establishing retail values, only allowing the distributing element a proper amount to cover cost of distribution and legal interest on the money invested. We deplore the conditions forced upon us by many manufacturers, who give no profit and force the retail distributors to add extra profit on other manufactured goods or sell at a loss.

10. We are absolutely against any three, six or twelve months' rebate from manufacturers in any form. We also are against all free deals of any descriptions whatever and advocate the entire abolishment of this system.

Some Strong Resolutions.

The resolutions, which were read and adopted, were as follows :

Resolved, that we condemn the practice of all dishonest advertising and fake sales, and that we urge that a bill be prepared and introduced in our Legislature prohibiting such methods in business.

Resolved, that a uniform credit-rating system for the association of British Columbia is desirable, and recommend that a committee be appointed to report to the several associations a system for adoption.

Resolved, that the producer and manufacturer should distinctly define the lines between the two main factors in the distribution of food products, to wit : The wholesaler and retailer.

That we ask that the term wholesaler shall apply only to firms distributing to the retailing trade exclusively, and that the term retailer shall apply to all firms supplying consumers.

'Consumers' Defined.

That the term consumer shall apply to any factor who purchases commodities for consumption on his own premises ; therefore, it places in the consumers' class hotels, restaurants, boarding houses, camps of all kinds, railroads, sawmills and steamships. That in case of large transportation companies and other heavy consumers, arrangements may be made by local associations and the jobbers interested, satisfactory to both parties.

That we recognize that the wholesaler is entitled to receive from the manufacturer and producer a lower price than is made to the retailer.

That when a wholesaler distributes to the consuming trade he shall not be recognized as a retailer and be charged the retailer's price.

Resolved, that the British Columbia Association of Retail Grocers urges upon all manufacturers who market their goods under proprietary brands of trademarks, the wisdom of the policy of establishing and maintaining by contract a minimum retail price at which their products shall be sold to the consumer. We believe that this policy is not only for the best interests of the manufacturer, wholesaler and retailer, but also the consumer. We are opposed to any price being printed on the package, because of the wide difference of conditions that prevail in various localities.

Resolved, that we declare ourselves unalterably opposed to the practice of premium giving in any form, especially the packages and the coupon system of doing business employed by cereal manufacturers, believing that such schemes are unbusiness-like and should be condemned, and believing that any article of merchandise that will not stand on its own bottom and achieve success from its own merits should be withdrawn from the market and that the premium principle is wrong and demoralizing to legitimate trade, and

Whereas, certain manufacturers are continuing this practice, and in some localities refuse to abandon this method in defiance of the opposition of the retail grocers, therefore be it

Resolved, that we call upon these manufacturers who are continuing this method to desist, and that we use all our influence to discourage the continuance of such practice ; and be it further

Resolved, that we ask for the co-operation of the wholesale grocers to assist, by refusing to purchase or attempt to market the products of any manufacturer who places in his package a premium of any description or a coupon redeemable in cash or merchandise.

Secret Rebates Condemned.

Resolved, that we condemn the practice of giving secret rebates and free deals, as we deem them to be inimical to the best interests of the retail trade.

Resolved, that we favor the same policy of such manufacturers as market their goods to the retailers on a uniform price policy, giving the small grocer the same as his big competitor, and

Resolved, that we recommend to every fair-minded retailer the pushing of such goods as are sold on a basis of assured profit and equality of treatment for all retail grocers alike.

Resolved, that we express our sense of appreciation for the material and moral support of the trade press, manufacturers and wholesalers, commending the retailers to loyally reciprocate the favor to all known to be in active sympathy with measures to improve our conditions.

With respect to the resolution against premium giving, remarks were made that certain manufacturers spent $30,000 in premiums, which ought to go to the value of their present goods sold at the same money, thus giving the consumer more goods for the same amount paid.

General business was followed after the election of new officers. The peddling evil, which is so prevalent on coast cities, occupied much consideration. Eastern eggs were obtained by these peddlers and carefully candled. It was shown that these peddlers sold the best eggs from this action for local fresh eggs.

The visiting grocers expressed the appreciation of the local wholesalers for their kindness in escorting them through the city on an auto trip, which gave them a wider knowledge of the beauties of Victoria's residential district.

Wholesalers' Assistance.

A pleasant ending attended the convention when in the evening the members gathered around the banquet board at the Victoria hotel with J. B. Rickaby in the chair, as toastmaster. After the menu prepared had been done justice to F. Welsh gave a recitation and the toast was proposed to the visitors. Mr. Kyle of Vancouver, responding in the place of Mr. Higgins, who had been obliged to leave during the afternoon for Seattle. He said that he and his fellow visitors had been delighted with their reception and felt quite at home in Victoria. Simon Leiser referred in complimentary terms to the work of the grocers. He had been much impressed with the speech given the previous day by Mr. Higgins, of Seattle, who was a most able man. The wholesalers were united, he said, to get a fair profit for the grocer. The wholesale trade would always assist the grocers in fair dealing.

P. Wollaston referred to the relation of the wholesaler to the retail trade. A recitation was then given by Mr. Rickably. P. Wollaston contributed a song, and F. Carne and J. Patterson spoke to the toast of the retail grocery trade. Mr. McLean sang, and C. W. Rhodes, of Brackman-Ker, in a short address, said it was the aim of the company to make a fixed price for all the articles manufactured by them. This was the only way to make a fair profit for the dealer and protect the consumer. He advised the grocers to treat the consumer right and give fair prices and success would follow. Amid applause, he advised the grocers to protect their home manufactures. He looked for closer relations between wholesalers and retailers.

Mr. Popham followed, speaking of the enlargement of the plant of his company and its manufactures. The gathering dispersed about midnight, the majority of the mainland delegates leaving for home by the steamer Charmer.

TO ASSIST EXPORT TRADE.

The Department af Trade and Commerce at Ottawa announces its intention of compiling an Index of Canadian Manufacturers, Exporters, and Producers generally, who desire to extend their trade abroad. For this purpose it has sent out forms to be filled in and returned. The list compiled by the Department will be given the preference when the names of such Canadian firms are required by intending purchasers abroad. As the information is received at the Department it will be forwarded to all the Canadian Trade Commissioners in the various parts of the world, and be systematically indexed and be readily available in their respective offices.

Stanley Montgomery, a salesman for some time in A. L. Vanstone & Son's grocery and crockery store, Brantford, Ont., was one who was certainly appreciated. He is going to Calgary where he will become manager of a large crockery establishment, and prior to his departure from the Vanstone store, was tendered a banquet and presented with a traveling bag by the staff.

Successful Methods Adopted by Canadian Grocers

Brougham Merchant Careful About Weights and Measurements — Attention Attracted by a Peterboro "Fair" Window—How a Mail Order House Treats Its Customers—Toronto Counter-Salesman Gives Over-Weight—"Groceries Wanted" Book Given Away in Montreal.

A First Prize Window.

Montreal, October 5.—William Currie, a St. Catherines St. grocer, was the winner in a window display contest conducted by the Buffalo Specialty Co. Minor details, such as spacing, etc., added considerably to the effect. Taking into consideration that only one line of goods was shown, the window was rather an ingenious combination of the few different sized packages of goods arranged into a pleasing and attractive whole.

Stated Prices Must be Paid.

Brougham, Ont., October 6.—This village is small but this is an extra good farming section and by careful buying, close attention to business and keeping a well assorted stock of good goods at right prices, Geo. Philip, general merchant, has built up a trade that a more pretentious merchant might be proud of. They have a large refrigerator that keeps butter, lard, cheese and meats in fine shape. There should be one in every grocery department. They parcel up their own lard in one pound prints with their own printed wrappers, which makes it very handy and also a good ad. They have their own printed butter-wrappers that they supply free to their first-class butter makers. They do not handle much package tea but have a good line of bulk teas from 25c to 40c per pound, that they put up in one pound parcels, black, mixed and green and always keep it uniform. They grind their own coffee. They always have a space in their weekly paper and change their ads. every two weeks.

"It pays to advertise and to use price-tickets," says Mr. Philip. "We always give exact weight and measurement. We have prices marked on goods in plain figures and every one pays that price. We are always on the lookout for snaps and we give customers the benefit of the same which is one of the best ways of advertising and often gets new customers."

A "Fair" Window.

Peterboro, October 6.—Walter Fitzgerald, window dresser for White & Gillespie, struck a happy thought in a window he recently arranged. It was a suggestion of a country fair and was carried out in a bright manner. Some of the usual requisites of the ordinary fair were represented—race track, merry-go-round, booths and buildings. The suggestion was so manifest that it attracted general attention.

It seems a pity that some of Peterboro's grocers should not make use of their windows to better advantage. For some reason or other, there are grocers who leave their windows with the same showing for weeks at a time. Others are even worse and there are several who apparently do not give this important department attention except after a prolonged term, almost contemporaneous with stock taking. It it not a sign of modern methods and should receive more care.

Collections and Early Closings.

Kingston, October 6.—Tons of literature pour in from collection agencies which claim to collect any old accounts, catch the delinquent by the back of the neck and make him cough up. Results have not been over successful by any means. Two lawyers here, however, are kept busy. One attends to legal business, the other to collecting debts, giving all his attention to it. It is marvelous how successful he is, and strange to say he is reasonable in his charges.

It is hard to enforce the early closing by-law for some grocers claim to be in the fruit business if they only carry a bunch of bananas in stock. What is a grocer? That's the question.

Convenience in the Store.

Elora, Ont., October 6.—"China Hall," as George Maben has christened his store, has been transposed somewhat in the interior, in line with the proprietor's ideas of progress and convenience. To the right as you enter, the stock of choice China is shelved; in front every thing in the line of canned goods; and to the left dinner and tea sets, and other goods. A plate glass front is the one thing needful, and Mr. Maben feels that he would have a compact little store second to none of its class in a town the size of Elora. Recently, in one day, he had 130 baskets of fruit shipped in to him, and he feels confident he holds the record.

Grocery Stock Book.

Montreal, October 5.—A Montreal wholesale house is sending to all its customers, and to reputable grocers requesting it, a very handy little book. It is a blank book "Groceries Wanted," Which may be hung up and used almost every day in the average grocery. It is one of the neatest and most convenient stock books recently issued, the paper being very good, and a thick cardboard cover warranting its being kept in good condition.

The same firm is sending out printed booklets suggesting various lines which it might be necessary to order. After each grocery article mentioned is a space to specify, for the retailer's own information, the quantity desired. This booklet makes a good check on the stock book.

Salesman Gave Over-weight.

Toronto, October 6.—A few days ago a lady ordered half a pound of cheese with other things from one of the salesmen in a local grocery store. When she came home she thought the cheese looked rather large for half a pound and so, having a pair of scales she weighed it, and found that it tipped the balance at 12 oz. She looked at the bill and found that half a pound was charged, for which was paid 9c.

This is the carelessness The Canadian Grocer frequently finds among counter salesmen, especially in the City of Toronto where there are reasons to believe that the clerks need more brushing up than in any other place in Canada. Whether this is owing to want of close attention to business on the part of the grocer himself, or that it is harder to get the right kind of salesmen, we are not prepared to say, but it is safe to say that the standard required by grocers for clerks is entirely too low. There are plenty of salesmen who are nothing more than makeshifts, and they never will be anything else, for they make no effort to reach a higher level. There is no other occupation in which there are so many engaged for which they are so ill-fitted as in the grocery stores. They have no love for it, for the simple reason that they know very little about it. Their whole effort consists in hiding their ignorance and their unfitness by pretending to show their dislike to the business. Why then are youths allowed to hold these positions when they do not take any interest in the work, and which could be filled by better young men.

Many a grocer is kept in tight circumstances through the carelessness of his clerks who give 12 oz. for 8, and the "boss" is not wide enough awake to see it. But should an employer be obliged to keep an eye on his salesman to see whether they are careful in weighing? This was no mistake on the part of the clerk. He deliberately robbed his employer, and therfore is not honest, and is not fit to be in any store. Why did this boy do this? He gained nothing by it. He may have been too lazy to cut it to the right weight, or lacked the courage, or business training to explain to the lady that he cut more than

half a pound and whether she would like to take it all.

Whatever might have induced him to do it, the most probable reason is that he never was trained to be strictly accurate in his work, and therefore does not understand the seriousness of being inaccurate.

The Mail Order House Methods.

Yorkton, Sask., October 3.—A mail order house catalogue received here lately states, "We do not quote prices on flour and sugar for two reasons. In the first place, they fluctuate so often that we cannot guarantee them for two months. In the second place, we feel that we cannot save our customers much money on either of these two commodities for the reason that they are sold nearly all over the country at a narrow margin of profit. If we were to quote the very lowest price that we could sell them for, you would save nothing by buying from us after you had added the cost of transpartation."

This is the policy under which they have always done business, yet money that should be spent in town finds its way into their coffers every day. How long would you patronize your local merchant if he adopted this policy towards you?

Humor Your Customers.

Montreal, Oct. 5.—Most of a grocer's customers are women, and, according to a St. Catherine St., Montreal, grocer, the use of tact is one of the essentials in successful service to them. Many times they will want some little extra attentions to satisfy some almost imaginary objections they have. Politeness, and willingness to put yourself out for them, almost invariably have their effect. They like to deal where they are best treated.

Corn Stalks in the Window.

Lindsay, October 6.—Ed Robson, of the west end grocery, dressed a neat and attractive window last week for the fair. It was a window advertising a breakfast food and a number of packages were scattered or rather arranged around the window along with green cobs of corn, while a good background was formed by large and tall stalks of corn.

Grocerymen during the fair days disposed of immense quantities of fruit. This is one of the strong lines. The grocers piled their fruit outside their store fronts and displayed it to advantage. In many cases they had a clerk doing nothing but selling fruit and he was kept busy.

Not Enough Care Taken.

Bracebridge, Oct. 6. — Considerable complaint is heard among our merchants about the way fruit is handled as freight during the rush of summer. Quite a saving is to be had with shipments by freight, owing to high express charges, if the freight, especially fruit, is taken right through. But up in this country we are up against it. Consequently the merchant and the people suffer through carelessness.

Buy in Large Quantities.

Lindsay, October 6.—This has been a good season, but it might have been better. The grocers of Lindsay would do well to form a sort of "combine" on the fruit question. This year they have had stiff opposition in the person of an Italian, who has conducted a good fruit store. The Italians, in many cases, can buy their fruit cheaper than the grocers, that is they get it in car lots and sell to their fellow countrymen. While there is only one Italian fruit dealer in Lindsay, he, no doubt, is organized with his fellow countrymen, also dealers in fruit, at different points in the province. Thus, he gets his fruit cheap and is able to sell accordingly. Why couldn't the grocerymen of Lindsay join together on the fruit question and buy by the car loads. They would then be able to compete with the fruit store.

Neatness in Shelf Arrangement.

Montreal, Oct. 5.—A very useful, but somewhat neglected, mode of displaying goods is by always having the shelves in a neat and attractive condition. As a Montreal grocer said recently, "it adds to the general effect on a customer entering the store, to see apparently plenty of everything neatly shown on the shelves." Perhaps they do not realize that it helps to bring them back to that store again, but it does. Neatness in a retail store always pays.

Jobbers Cutting Prices.

St. John, N.B., October 4.—There is some uneasiness among wholesalers in consequence of considerable price-cutting and an endeavor is being made to get the jobbers together and arrange a uniform scale of prices. The difficulty is said to be not only with the free lances but with members of the Grocers' Guild, as well. The system of every-man-for-himself is making it hard for travelers to satisfy their employers, as they continually have to face the argument of buyers who say, "Oh, we can do better with So-and-so."

Delivery Rigs Going.

Chatham, October 6.—Country storekeepers in this vicinity are talking seriously of taking their rigs off the road. Several of them appear to have reached the conclusion that the game is hardly worth the candle. City merchants have lost to a certain extent from this competition, quite a few farmers no longer coming to town, and this is credited in some quarters with having something to do with high egg and butter prices.

The Science of Service.

Winnipeg, October 5.—A. Frederick Sheldon, of the Sheldon School of Salesmanship, was in the city last week, and addressed the retail merchants on the evening of September 29. His subject was the "Betterment of Business," the keynote of which was his oft-repeated statement "the science of business is the science of service." He went on to show successful salesmanship depended upon the ability to serve the public. "Money will come," he said "as a natural consequence of serive; but if money is made the dominant idea, service will be lost sight of and anything but success will ensue."

His address was greatly appreciated and many clerks who heard his words carried away many good suggestions as to methods of developing self-efficiency in the trades in which they were engaged.

A Handle on the Parcel.

Montreal, Oct. 5.—A clerk was doing up a package of tea at a Montreal grocery, a few days ago. After tieing the string, he left two long ends, which he tied together to form a very neat handle. On being questioned, he said it was an English custom, and was very commonly in use in England. It is a good idea.

New Brunswick Broom Prices.

St. John, Oct 4.—The feature of the local wholesale markets last week was the sharp advance in the price of brooms and whisks. About three weeks ago there was an advance of about 15 cents, but on Friday last the quotations were jumped about 75 cents, on an average. In some lines the increase amounted to $1.00 a dozen, and on others, 50, 60 and 75 cents. T. S. Simms & Co., the local manufacturers, stated that the higher prices were due entirely to the scarcity of broom corn, there being very little stock to be had in the American market.

Not Telling the Truth.

Chatham, Oct 6.—Sweet potatoes made their appearance here. "That's just one of the things we have to fight against," remarked a grocer this afternoon. "That lady wanted to know why we were selling only 6 pounds of sweet potatoes for a dollar when other people were offering "genuine Jerseys" at seven or eight pounds for a dollar." And he added his little tribute to the temptation which grocers occasionally yielded to of mildly prevaricating when describing their goods.

TIN CAN PRICES ADVANCE.

Owing to the advance in the price of tin plate in the United States, due to the big strike, can manufacturers have decided to raise their prices on their general lines of goods. This, of course, affects the Canadian market.

The varying sizes of the cans are so diversified that it is impossible to give in percentage the extent of the advance. The new schedule covering tin plates, which went into effect the other day, raises quotations 10 cents per box, say from $3.40 to $3.50.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

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CANNED PEAS PRICES HIGH.

The canned peas situation is one of particular interest to the trade just now. More than a month ago The Canadian Grocer advised retailers to stock canned peas, as they were almost sure to go up. We know that many have taken the advice.

Peas have certainly gone up and are liable to go still higher. The situation may be best explained by the following story of an Ontario jobber. He sold a retailer his stock of peas some time ago, for future delivery. Usually the contract stipulates that at least 60 per cent. of the order must be filled, but in this case the jobber agreed to fill it entirely. The price he received was 77½ cents. Since that time, however, he offered to repurchase half the order at $1, allowing the grocer 22½ cents per dozen profit. The offer was promptly declined and that grocer stands a good opportunity to make money on his early purchase.

In many cases retailers would have "jumped" at such an offer, and this is just where they make the mistake. If the jobber can make a profit after paying a dollar for peas why cannot the retailer make a much bigger profit—and a legitimate one at that—after paying 77½ cents?

THE BROOM SITUATION.

In a recent issue The Grocer pointed out the abnormal advance in the price of broom corn to manufacturers. The fact that it went from $85 to $200 per ton was a natural reason for broom corn farmers in the United States to hold out for the high price and as a consequence not much has been marketed.

Canadian factories have felt this scarcity of corn on the market and recently four have had to stop manufacturing temporarily. Some have since obtained supplies.

The retailer has no doubt noticed the advance, for brooms that he could sell at 20 cents when broom-corn prices were normal, will now retail at least for 30 cents, and those which were formerly retailed at 25 cents will be nearer forty.

It is not to be expected that farmers will rush onto the market with their corn when prices are going up, so that no alleviation of the situation can be anticipated before January the first. It is, in fact, a possibility that prices will further advance.

The prices of short bristles used for stove and boot brushes, etc., have also recently advanced about fifty per cent. to the manufacturer, but as yet no changes have occurred in brush prices to the retailer. They may, however, be expected to rise about January. Bass, fibre and whisk show no advance.

LANGUAGE OF ADVERTISEMENTS.

A recent issue of Printers' Ink contains an interesting discussion on what would happen in a retail store if clerks talked to customers in the language of the ads. "What," is asked, "would be the effect of flowery phrases and glowing periods on prospective purchasers?" The article continues:

Whether it is that our ideas of what constitutes "good" advertising are undergoing a big change, or that people nowadays are influenced by a style of "talk" different from that which used to be considered sound, a kind of phraseology is creeping into present-day advertising that is overstrained, unnatural, exaggerated and empty, and that is surely tending to make advertising ridiculous.

Do we still believe with all the big thinkers of the advertising world, that in advertising you would write about your goods as you would speak of them face to face with a prospective customer? Is this dictum still an advertising axiom? You answer, "Of course it is." We all answer in the same strain.

But many of us continue blandly to write advertisements in the most bombastic language at our command. A ponderous style is objectionable enough in literature, and is doubly so in advertising copy.

Short, crisp sentences convey definite ideas. "If well-worded they are both clear and convincing. An elaborate piece of perfunctory rhetoric, on the other hand, overflowing, as it too frequently is, with words of unnecessary length and with alleged ideas that are little more than gross exaggerations which the advertiser himself does not believe and with which he cannot reasonably expect to convince even the most credulous of his prospective customers, is distasteful to the man of culture and incomprehensible to the busy man who is very properly unwilling to spend the time and effort necessary if he would discover the meaning which the writer is so ineffectually endeavoring to convey."

How's that for a horrible example? We might have written a longer or more involved sentence had we tried very hard, but it really isn't worth the effort. The books of Henry James can be consulted at almost any library.

But there is another kind of advertising language that should be avoided with almost equal care. We refer to that language of familiarity which so often breeds contempt. The following example of this kind of advertising is quoted literally from the announcement of a retail merchant in a Nebraska newspaper last month:

Stop and cool off. In the mad scamble to pile up the "cash" perhaps you lose sight of life. Maybe the dough worries you so much "living" don't enter into your life. It's the little luxuries, the little additions to life, that make the complete day, that mark the real man.

When you make a can of ice cream, sherbet or ices in a freezer, when you get a big platter of it in front of you and a spoon in your hand, when it's so hot that it melts the "freeze" just a little,' when all these come together, then you know life. Tastes good, now, don't it? Drop in or telephone for an ice cream freezer.

It may be that this merchant's customers are a rough-and-ready lot, but we believe that his advertising literature might be couched in somewhat more elegant diction without offending their sensibilities. And if this editorial should come to his notice, we hope that his own sensibilities will not be offended, either.

SCARCITY IN SEALERS.

In many places there is a scarcity of fruit sealers, grocers not being able to obtain a sufficient quantity to supply the demand. This is apparently becoming an annual event during the preserving and pickling season, as each year more fruit and pickles are being sold by grocers for preserving purposes.

It seems that few anticipate the situation and many when they want the gems badly cannot get them. Last year the supply of pints gave out in many places, but this year quart sealers seem to be more scarce.

LET NOVA SCOTIA MERCHANTS BE ON THE ALERT

In some provinces of the Dominion many are wondering why they cannot get as cheap school books as may be secured in Ontario. Those who have made a study of the matter, however, possess the knowledge why Ontario readers are supplied at such low prices, and no surprise will be expressed when it is realized the vast amount of advertising the company which publishes the books receives. It simply means that the T. Eaton Co. can afford to print the school books at a figure stated by experts to be less than cost, and charge the loss to the "advertising expense" account.

And this is money well expended. For every school-book published for use in Ontario public schools bears the imprint of the T. Eaton Co. Not only that, but the publishers have the privilege—and are known to be making use of it—of enclosing advertising matter with enquiries from parties sending for school-books. This has been shown to be a fact in a previous issue of this paper. It simply means that the legislature of Ontario, unconsciously, no doubt, has been the means of placing in the hands of a large mail-order house more power to draw from every district in Ontario the wealth that should be expended among merchants of those districts.

The direct consequence is that the retail merchants in Ontario who handle a considerable portion of school-book supplies are taken an unfair advantage of. The contract has the effect of taking the sale of school books out of the hands of the general stores of Ontario, and of bringing almost every home into contact with the mail-order house. It affects every class of merchant in the province.

It is interesting to note in this connection that in Manitoba, the Government of that province has recently awarded the contract for a series of readers to a regular publishing firm, not to a mail-order house, and not at departmental store prices. No doubt the Government of that province could have secured just as favorable terms as Ontario. Previous to the time of the awarding of the contract, however, the retail merchants held meetings and passed resolutions urging the Government of Manitoba not to place the contract with a mail-order house, at the same time pointing out the unfair methods of competition and the injury to business generally, which would result should Manitoba follow the example of Ontario.

Nova Scotia is the next province to be considered. An effort is being made to secure cheap school books for that province, in view of the low prices in Ontario, and unless the retail merchants there begin early to point out to the Government the undesirable consequences of giving such a contract to a mail-order house, they will be up against the same difficulty as is now experienced by Ontario merchants.

No time should be lost in following the example of Manitoba. Let the merchants of Nova Scotia unite at once and proclaim their rights; for it is an acknowledged fact that the retail merchant is the back-bone of any community, and that once his influence decreases the standing and importance of the community does likewise.

It does not seem probable that the T. Eaton Co. would accept such a contract as it did in Ontario, if it were going to lose money. There is no other object in sight but that the contract was signed and carried out for the advertising it contained. That the successful contractors for the Ontario readers have attained their object would seem to be fairly well demonstrated by the fact, that we do not hear of their publishing or offering to publish other school books at cut rate prices. The close touch with the people and their homes is sufficiently well obtained through circulating a series of readers bearing their trade mark, without their establishment incurring any further losses through supplying cheap books for the whole of the school course.

Nova Scotia merchants are therefore advised to be on the alert. Quick and decisive steps should be taken to see that no mail-order house that will use "cheapness" as a blind to circulate its advertising literature among the homes of the province, is given the contract.

DANISH BUTTER TOO HIGH.

English importers are not well satisfied with the manner in which they are treated by the Danes in the matter of butter shipments. The claim is that Danish butter is being handled by them with little profit while the Danes themselves are making large profits.

An English journal lays the blame to the Danish Quotation Committee which it says has intentionally or unintentionally in recent years "plucked" the large English buyers to some tune by putting up the price when the market did not warrant it. During one week alone a sum of £8,000 went to the Danes to which the English importers were entitled.

It was generally conceded that the Danish butter trade had been conducted, from the merchants' point of view, on very unprofitable and unsatisfactory lines for many years.

So annoying did this situation become that a deputation of buyers was dispatched to Denmark to make inquiries and to attempt to set things right.

To quote from the trade journal: "Since the return of the deputation, however, our representative has interviewed one or two of the gentlemen who represent British interests, and we have reason to hope that there will be some improved arrangement. If there is not one thing is certain—that the importers and wholesalers will do all they can to foster the importations from other quarters. As they say, what is the use of handling Danish for practically nothing."

Here is a splendid opportunity for Canadian butter exporters to advance their connection with Old Country buyers. They have been and no doubt are now in a receptive mood and would do much to increase butter importations from Canada. While the home consumption of Canadian butter is rapidly increasing yet Canada, being a natural agricultural country, is naturally a dairy country and could well afford to build up a strong trade relationship with the mother country in butter as well as in cheese.

UNITED EFFORT NEEDED.

The report of the annual convention of the British Columbia Retail Grocers' Association in this issue illustrates with undoubted force the value of trade organization.

A perusal of the platform of the Association and the resolutions adopted shows conclusively that the members who attended the sessions came away wiser men. The great trade questions of the day came up for discussion. Retailers with any ability whatever cannot fail to be benefited in their own private business as well as in general through the strength of the organization.

A retail merchant alone has no power to effect remedies where trade conditions are against him; there must be united effort or nothing can be done. Education upon existing conditions is needed and the Association is one of the best available places to secure it.

TAKE CARE OF YOUR BANK ACCOUNT.

In speaking to a prominent banker of Montreal who handles a great many grocers', and other retailers', accounts, he said that the average man does not realize how many inquiries are made regarding his business standing. If he did, he would not take the chances with his credit that so many do.

It very often means that, on the bank's report, a man is compelled to pay cash for any goods he may buy, when, by the exercise of a little care, he would have had sufficient credit for any purchases he desired to make. Talk to your banker at the first good opportunity and keep in touch with him.

Department in Aid of the Retail Grocery Clerks

Indifference of Employers in Regard to Training Their Clerks —Many Not Taught to Make Out a Decent Bill—Advice Must be Given and Taken.

By A. H. Harvey.

One of the weakest features in the grocery business is the indifference on the part of the grocers in regard to the fitness of their salesmen. While there are many excellent salesmen, it is nevertheless a lamentable fact that a good many cannot make out a decent bill, and are even unreliable in their figures.

Their penmanship is wretchedly bad, and their English is still worse. What kind of stuff is a grocer made of, who can see a poor inexperienced boy waste his time without pointing out to him the importance and value of self-improvement? Does he not know that with a little encouragement on his part the boy will soon be worth much more to him as an employee, without saying anything of the good he will do to the boy. Any boy who will not take advice on this line is not the boy that is wanted in a grocery store. Get rid of him. It is a very good thing for a grocer to look after his cash, stock, bookkeeping, etc., but if he employs salesmen and does not know how to handle them, he stands a poor chance to make money.

Take Interest in the Salesmen.

There are grocers who get more work from two salesmen than others do from three, and the men do it more cheerfully and with less fatigue. No one, however, can do this if he is selfish and only seeks his own interest. If he expects the salesman to take an interest in his business, he must also take an interest in the clerk's welfare. The old fashioned "slave driver" idea is past, and men must learn to deal with one another as men. Because the one has more money than the other does not mean that he has a right to treat him with disrespect.

While it is yet altogether too much the case that men are rated according to the money they have, we are, however, happily growing out of it and regard the value of men for the amount of manliness they possess.

It therefore belongs to good business management for a grocer to see that his salesmen are constantly trying to fit themselves better for the work they are expected to do. In doing this, the clerk must understand that this is for his own benefit, as well as for the benefit of his employer. When he realizes this, he will become more industrious, more faithful, and more willing to do his best for his employers. It is not enough to let the salesman know that you expect him to do his best, but the employer with his experience must know how to guide and lead him in the way he should go.

Think of the salesman and even grocers themselves placed in positions where they are to handle hundreds of different articles of food, dealing with hundreds of people, having nothing to learn, and no need to improve themselves.

An Education Needed.

An ordinary mechanic who is making only one article, is trying from day to day to make it better, but the grocer who should understand his goods, his profits, his books, his people and thousands of other things, is absured enough to think that he has nothing to learn and no time to read, in order to fit himself better to fill the position he occupies. What chance has a young man under such influences to develop into a valuable help in a store and stand a chance of becoming a successful salesman? If a youth takes a position in a store and he does not turn out right, the fault, in many cases, lies with the employer.

A business man's sphere is not only to supply people with goods, but he is also responsible for the success of his clerks by giving them a good sound business training. He must overcome prejudices and antique ideas, and show the advantages of more improved and better methods. He must learn to enlighten and educate them to be of the greatest possible benefit to himself and this can be done only on the right lines, which is through honesty, sincerity and courage.

The Grocer's Encyclopaedia From Week to Week

A New Flour Introduced Into England Made From the Soya Bean—Tests Made With Baker's Flour — Cashew Nuts and What Use is Made of Them.

Recent issues of a British milling exchange have devoted considerable space to a new breadmaking material now being introduced into England. It is a flour made by grinding the Soya bean of Manchuria. Formerly the Soya bean was principally used for the extraction of oil, but during the Russo-Japanese War it was tried by the soldiers of the Mikado as a food stuff, and it is stated, with excellent results.

An analysis of the Soya bean shows an average of about the following constituents: Water, 12 per cent.; oil, 17 per cent.; albuminoids, 38 per cent.; carbohydrates, 22 per cent.; fibre, 5 per cent.; ash, 5 per cent.; sand, 1 per cent. A firm at Hull, England, has used Soya flour for breadmaking purposes, mixing one part with five of white flour. The flour is of a yellow color and cannot be bleached, but it is reported that several German millers have blended it with rye flour, making a fine flavored "black" bread.

Baking tests with the Soya flour show it to produce the best results when mixed with 5 parts of baker's flour. The great food value of Soya flour has led to many experiments with it. These seem to indicate that the best field for its use is biscuit-making. The Soya bean has been raised in England and parts of the United States as a forage crop for a number of years and the experiments with it as a human foodstuff cannot but arouse interest.

The Cashew Nut.

The cashew nut tree yields several products. One edible part is the swollen, pear-shaped stalk (peduncle) which supports the nut. The kernel of the nut when roasted is eaten as food by the natives. The nuts are ash-grey in color and kidney-shaped and attached to the under part of the fruit.

The cashew-apple oil is powerfully vesicating or blistering, and is obtained from the cashew apple. The oil is not unlike that obtained from the marking nut. A gum also exudes from the cashew-nut tree when "tapped" or wounded when the sap is going up. The gum looks like gum arabic, and may be used as a substitute for that gum. The gum is subastringent and is particularly useful in guarding against the depredations of insects.

A light yellow oil, sweet tasted and edible, is obtained from the cashew nut. The kernels are roasted and then expressed. This oil is regarded by Indian chemists and native doctors as equal if not superior to either olive or almond oil. Little of this oil is made, however, for the reason that the nuts are in high favor as table fruit. In Bengali the cashew nut is called "hidgili badam," and in Hindustani "caju."

It has alternate, obtuse, ovate leaves and bears bunches of red secented flowers. The juice of the stem is used as a varnish and an aromatic drug is prepared from several parts of the tree afterward consolidated by evaporation.

The shell consists of three layers, the outer and inner of which are hard and dry, but the intermediate layer contains a quantity of black, extremely acrid, caustic oil, which is destroyed by roasting the nuts before eating them.

Fire which broke out in one of the grocery stores of E. F. Mason & Co., Peterboro, Ont., on Sunday morning last did $8,000 damage to the stock. Insurance to about half that amount was carried. Other merchants suffered to the loss of $7,000. Mr. Mason has two other grocery stores in Peterboro.

A Fable of the Grocery Store—A Short Cut to Wealth

By. W. E. Elliott

The grocer stood in his place of business, surrounded by his complete and up-to-date stock of canned goods, pure spices and pickles. The aroma of codfish and coffee blended in the air. In a prominent position hung a card bearing a chastely executed design: "Terms Cash."

A small boy came in with a subscription list for the King Edward Baseball Club. The grocer handed him ten cents and he went out.

A woman came in and asked the grocer if he had any granulated sugar. She asked what made it so dear, and the grocer said it was on account of the Spanish War. The woman ordered two bars of washing soap and a half gallon of coal oil. She wanted it sent down right away, because she had to do a little baking.

The next was a young lady with brown eyes and a white parasol. She was selling tickets for the church social. The tickets were only 25 cents. The grocer said he would like very much to go, but he had an engagement for that night. The young lady said he could give the tickets to one of the clerks.

A lady came in for a package of radish seed. She said she had never tried any of Smith's and asked the grocer if they would grow. He said that the Smith firm had a good rating in Dun's, and that the senior partner was a pillar in the Baptist church, and that every seed was tested by a special process before being offered to the public. The woman said she though it was a little early yet for planting, anyway.

The telephone rang, and a voice said: "This is the bank; that draft of yours on Skinner & Co. has been returned. Will you be down before three o'clock?"

A farmer lady from out on the fourth concession drove up to the door, and the grocer tied her horse and carried in the basket. She asked what he was paying now for eggs. She said they were paying more in Bingville, because Henry's woman was up there last Wednesday and got that much. The grocer said the market had dropped since then. When he counted out the eggs, she said there must be more than that, for she put them in herself. She said she would take the cash to-day, because she had got what little things she needed from the peddler. She asked the grocer for a little box to set a hen in.

An elderly gentleman came in hurriedly, and asked to borrow the rig for a few minutes. He said he was much obliged.

Following this was an agriculturist who hit up the biscuit barrel and said he'd be dinged if he thought either of them fellows discovered the North Pole. He said he had a goose in with him, and asked how much the grocer was paying. The storekeeper asked if it was a young one, and he said he was not sure, but they got it for a young one a couple of years ago. The agriculturist bought three cents worth of candy for the young ones and told the grocer to put in lots of gum drops.

Just then a little girl brought in a parcel of butter and said it was bad and her mother wanted some Real Good sent down right away in time for supper.

The next was a sad-looking man in a suit of clothes that had been worked in a great deal. The grocer sized him up as the man who had come to read the electric light meter, but he chirked up some and said it was a fine day, just to be polite. The sad-looking man laid down two double sawbucks on the counter and asked the grocer to put the twenty on his account. Joy seldom kills, and the grocer retained presence of mind enough to write a receipt. Then he gave the cat a large piece of jellied tongue and presented the delivery boy with the church social tickets.

Moral: It isn't as easy as it looks.

GENERAL MANAGER DEAD.

Much Regret Felt at the Early Death of Amos H. Baker, Picton, Ont.

A brief reference was made in last week's issue to the death of a man whose vacant chair, both at his home and in the establishment of which he was the general manager, will be regretfully cherished. Amos H. Baker, general manager of the Old Homestead Canning factory, Picton, Ont., was known to the trade as a leading factor in the canning industry of the Dominion. His modern factory equipment and modern methods which he secured after much study and travel, stamped him as a keen business man.

His affable nature and kindly disposition made him a good companion and friend and his early death will be much regretted in many circles.

He was only 44 years of age, but had been in failing health since the early spring. During the summer his condition became somewhat improved and it was thought he was regaining his health and strength. But about two weeks prior to his death he began to fail rapidly. He had been confined to his bed only one week, however, until he finally passed away on Wednesday morning of last week, the immediate cause of his death being a hardening of the arteries—a rare disease with a man of Mr. Baker's age.

His position in the commercial world brought him prominently before the public. He was an associate of many keen business men throughout Ontario and was generally admired for his sagacity.

Mr. Baker went to Picton, Ont., about 25 years ago to take his initial step in the business world. He was first employed by the Rathbun Company as a book-keeper, later severing his connection with that company to accept a similar position with A. W. Hepburn. After a lapse of eight years he branched out for himself, his first venture being a livery. This he maintained for a short time before entering the grain brokerage business with Geo. Sexsmith.

It was about ten or twelve years ago that Mr. Baker suddenly came into the limelight of publicity. He with Louis Wright, made a successful 'corner' in the output of canned corn. Corn was a short crop that year, and these two men quietly bought up the entire pack of canned corn from the canning factories of Canada. The result was one



THE LATE AMOS H. BAKER.

of the most clever 'corner' deals that had been exploited in Canada. Near friends of Mr. Baker, who were somewhat intimate with the details estimate that in the neighborhood of $30,000 was cleared up in that one deal.

Mr. Baker was the prime mover in the project of the Old Homestead Canning Company, which was first mooted about five years ago. The factory was backed by the Richardsons of Kingston, and Mr. Baker assumed the general managership of the concern.

The late Amos Henry Baker was born at Deseronto. His father was the late Richard H. Baker, a one-time grain dealer, and his mother was a sister of Amos Richardson, M.P.P. of Deseronto. Mr. Baker was the only child. The deceased is survived by his widow, and one daughter, Miss Marguerite Baker, who has been attending University of Toronto. His mother was at her son's bedside throughout his last illness.

The Canadian Grocer extends its sympathy to the family and close friends of the deceased and regrets exceedingly his early death.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Syrups—Market firmer.

Spices—Pepper firm at high quotation.

Dried Fruits—Raisins expected to advance.

Montreal, Oct. 7, 1909.

The general tone of the market this week is healthy, with the exception of dairy products. Peppers remain steady at the advance and are not expected to weaken.

Syrups have all risen slightly, as one man expressed it, "just gone back to normal."

Apples are coming in freely and general indications are that the crop will be fairly heavy.

SUGAR—Market is steady at former quotations.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " " 50 lbs.	5 60
" " " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" 100 lb. boxes	5 50
" " 50 lb. "	5 60
" " 25 lb. "	5 80
" " 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 27	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03½
" ½-bbls.	....	0 03½
" ¼-bbls.	....	0 03¾
" 38½-lb. pails	....	1 80
" 25-lb. pails	....	1 30
Cases, 2-lb. tins, 2 doz. per case	....	2 50
" 5-lb. " 1 doz. "	....	2 85
" 10-lb. " ½ doz. "	....	2 75
" 20-lb. " ¼ doz. "	....	2 70

TEA—There is no report this week from the primary Japan market, as it is practically closed. Locally there is no change, though many are waiting for expected arrivals. The market continues strong.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—No change is reported. Demand is fair.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Mediterranean qualities show no marked change since last week. Buying is fairly good in anticipation of the sailing of the last direct steamer. California fruit market has strengthened considerably and buyers are beginning to realize that they can no longer purchase at their own prices. There is an extreme shortage of apricots in the San Joaquin section, from which the bulk of mixed cars are shipped.

It is estimated that 75 p.c. of the entire peach and prune crop has been sold and prices of these goods will be maintained.

There is a better feeling in the primary raisin market, though there is no pronounced advance. Reliable authorities assert that advance must take place before the end of the month, as many buyers have not covered their requirements.

Currants, fine filiatras, per lb	....	0 05½
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	....	0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
California, choice seeded, 1-lb. pkgs	0 06½	0 07½
" fancy seeded, 1-lb. pkgs	0 07½	0 08
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 08
Valencia, fine off stalk, per lb	....	0 05
" select, per lb	....	0 05½
" 4-crown layers, per lb	....	0 06

RICE AND TAPIOCA—This market is simply beating time. No change in former quotations, demand is only fair.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

SPICES—Spices remain steady at present prices. Demand for peppers is extra good, owing to some fear of a further rise.

One matter, particularly interesting to spice dealers, is a draft of a new law which is being passed around. It deals with the adulteration at present indulged in by some importers and jobbers, and will, if passed, impose a fine of $500, six months' imprisonment, or both. All dealers interviewed admit the need of such a law and are heartily in favor of it.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 22	0 29
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS—New boiling peas are plentiful and of very good quality.

Ontario prime pea beans, bushel	1 90	2 00
Peas, boiling, bag	....	2 50

EVAPORATED APPLES—Prices remain steady at former quotations.

Evaporated apples, prime	0 09	0 10

MAPLE PRODUCTS—No change has occurred in this market.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

S. W. Ewing, of S. H. Ewing & Sons, Montreal, was in Ottawa on business last week.

CANNED GOODS

MONTREAL.—Some figures are at hand on the total peas pack for the season. As compared with last year only 50 per cent. of the quantity of standards, 15 per cent. of sweet wrinkled and 10 per cent. early Junes have been put up. Demand is good for most lines. Tomatoes are likely to advance soon.

Peas, standard, doz	$1.00	$1.05
Peas, early June, doz	1.02½	1.07½
Peas, sweet wrinkled, doz	1.07½	1.12½
Peas, extra sifted, doz	1.52½	1.60
Peas, gallons	3.87½	3.92½
Beans, doz	.75	.77½
Corn, doz.	.75	.77½
Tomatoes, doz. (Ontario and Quebec)	.80	.85
Strawberries, doz.	1.37½	1.40
Raspberries, 2's, doz	..	1.75
Peaches, 2's, doz	..	1.65
Peaches, 3's, doz	..	2.65
Pears, 2's, doz	..	1.60
Pears, 3's, doz	..	2.30
Plums, Greengage doz.	1.50	1.55
Plums, Lombard, doz	.95	1.00
Lawtonberries, 2's, doz.	..	1.60

Clover Leaf and Horseshoe brands salmon:

1 lb. talls, per doz.	1.87½
½ lb. flats, per doz.	1.30
1 lb. flats, per doz.	2.02½

Other salmon:

Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz	1.60	1.65
Red Sockeye, doz	1.85	2.00

TORONTO.—The feeling in canned goods is very firm with an upward tendency. Peas are well worth a dollar, and very few are held by any wholesale house. Some would buy back what they sold at 77½c for $1. They are nearly all in retailers' hands and as they have been fortunate enough to secure them at the low price, they should have sense enough to retail them on the basis of their present value. This extra profit belongs to them, and they are justly entitled to it, and in consideration of the other fellow who has to buy them at the present price, it would be unfair, and beneath the dignity of modern storekeeping to sell them at only a fair living profit on first cost.

Beans	$ .75	.80
Corn	.80	.85
Peas	1,00	1.40
Tomatoes, 3's	.82½	.85
Strawberries, 2's	1.32½	1.37½
Raspberries, 2's	1.60	1.65
Peaches	..	1.55
Lawtonberries	..	1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.40	2.50
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90

Clover Leaf and Horseshoe brands salmon:

1 lb. talls per doz	1.87½
½ lb. flats per doz.	1.15
1 lb. flats per doz.	2.12½

Other salmon prices are:

Humpbacks, per doz.	.95	1.00
Cohoes, per doz.	1.40	1.50
Red Spring, per doz.	1.55	1.65
Red Sockeye, per doz.	1.55	1.65

ONTARIO MARKETS

POINTERS—

Dried Fruits—New arrivals.
Spices—Good demand.
Nuts—Scarcity in some lines.
Evaporated Apples—Prices high.

The wholesale grocery trade is growing in interest as the fall approaches, and the green fruits are getting out of the way. Dried fruits of all kinds are now in order to make their appearance and which the wholesale grocer takes under his care. Valencia raisins, as well as table raisins, have arrived and are put on the market at about the same as last year.

Prunes, however, are likely to be higher and not as good in quality. The sizes will be smaller and they were also somewhat damaged in drying through frequent rains. Prospects are good for the winter trade.

SUGAR—The sugar market is still strong and the demand fairly brisk. The market is steady and no changes are expected for some time.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 50-lb. boxes	5 80
" in 100-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	7 25
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 "	4 55
No. 1 "	4 45

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—There is so little to say about these articles at the present time that a little story told by a retailer instead will be allowable. He once kept store in a country village where farmers were in the habit of bringing jugs to be filled with molasses which had to be done with a funnel. This was such slow work that the farmer got tired waiting. The next time he brought a pail and asked the clerk to fill it with molasses. The clerk went to the cellar to do it and after again waiting a long time he went down himself to see what he was doing, and here he found the bright clerk working the molasses out of his quart measure through the funnel into the pail. He gave him such a shock that he tumbled to the idea that he might pour it right out of the measure into the pail.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels	0 03⅜
Half barrels	0 03½
Quarter "	0 03⅝
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 0 33
" bbls.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

DRIED FRUITS—Some of the dried fruits are beginning to come in. Valencia raisins are in and are of a good quality. New prunes will not be for a few weeks and they will be a little higher. Reports from California state that rain has retarded the prune crop considerably. The damage so far is merely problematical.

TEA—The tea market has for some time been on the climb, and gradually goes up higher. The feeling is very firm.

COFFEE—Coffee is in good active fall demand, but no changes in any of the lines.

RICE AND TAPIOCA—Nothing of any importance has taken place in these lines, more than the crop of Patna rice is short and higher prices will be asked for it.

SPICES—This is the harvest for the spice men and their business is all they can handle. Peppers are firm, and look for more money.

Peppers, black, pure	0 14 0 17
" white, pure	0 20 0 25
" whole, black	0 16
" whole, white	0 23
Ginger	18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 20 0 30
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 14 0 16
" whole	0 14 0 16
Mace, ground	0 75 0 80
Mixed pickling spices, whole	0 15 0 16
Cassia, whole	0 20 0 25

NUTS—There is nothing doing locally in nuts and prices at a standstill. It appears, however, that in some cases they are going to be scarce. Sicily filberts are high and Barcelonas are being substituted. Walnuts are expected to be a fair crop.

Almonds, Formigetta	0 12½
" Tarragona	0 11
" shelled	0 28 0 30
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 11½
" shelled	0 23 0 26
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

EVAPORATED APPLES—"They are away up in G," was remarked by one of the dealers. This is rather strange but it is explained in this way. The apples this year are more perfect, that is, less apples are deformed, or unfit for the barrel, and therefore less for the evaporator. They are bringing from 8½ to 9c.

Evaporated apples	0 08½ 0 09

BEANS—New beans are beginning to come in, and are of a high quality, and in good demand. The high price on account of their scarcity which ruled, until the new crop came in, has to give way, and they are now worth about $1.85 per bushel.

Beans, per bushel	1 85

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

The "Tea and Coffee Trade Journal" of New York, in an article on the choosing of appropriate names to be used as a trademark for any line of goods says: "A name easy to remember, that in advertising and demonstrating can be made to associate as near as possible with the article itself, is commendable. For instance, the moment we hear the word "Uneeda' we are reminded of biscuits, the word Sapolio suggests soap, "Salada" suggests tea, etc." This shows what a figure "Salada" cuts in the United States. The actual sales of "Salada" Tea for the past week were the largest in the history of the company. "Salada" is fairly modest about this, but the fact may appeal to live grocers as being significant to say the least.

W. H. Millman & Sons have received two consignments of new crop white beans—first of the season. The sample is fine. They have also received several lots of new evaporated apples—first of this seasons pack.

Laporte, Martin & Co., Montreal, are advertising this week their special shipments of dried fruits, which will be in within the next few days. These goods include currants, Valencia and Sultana raisins, Malaga table raisins, figs, candied peels and evaporated fruits, and are all guaranteed by the house to be of first quality. The prices which are being quoted are such as to cause buyers to hesitate before placing their orders elsewhere, before seeing the samples of goods offered by this firm. Next week Laporte, Martin & Co. promise a special announcement of interest to the trade on the subject of canned goods.

Snowdon & Borland, Montreal, are now selling a number of specialties put up by L. H. Packard & Co. These include their Brass Polish, Silver Polish, Varnish Remover and Knew Method Cleansing Jelly.

TRADE NOTES.

W. H. Hyde, grocer, Toronto, has sold to A. Stanley.

W. E. Nims, grocer, Brandon, Man., has sold to B. C. Neil.

Dunn & Dodds, grocers, Winnipeg, have succeeded Dunn & Macdonald.

H. P. McLeod, general merchant, Okotoks, Alta., has sold to W. H. Reeves.

The Canada First Condensed Milk and Canada First Evaporated Cream manufactured by the Aylmer Condensed Milk Co. was given the gold medal at the Halifax Exhibition where the company had an exhibit.

A. F. MacLaren, ex-M.P., was tendered a banquet by the citizens of Stratford, last Monday night, on the occasion of his departure for Toronto, where he will reside. Mr. MacLaren was the founder of the MacLaren cream cheese and as a dairy authority, bears a good reputation.

Pint Sealers Sales are Now Displacing the Quart

Reasons Why the Housewife Considers Them More Convenient —Preserves Are not Wasted—Grocers Prefer to Sell the Smaller Variety Because Profits are Greater.

By Victor Lauriston.

The pint sealer seems to be coming more into vogue than heretofore.

A good share of this poularity seems to be due to the fact that pint and quart tops are now identical in size, with the result that only the one size of rubber ring is required.

Nevertheless, there are a host of good reasons why the small sealer should be the best seller. The chief of these is that in the long run it saves the housekeeper its entire cost many times over.

On the face of it, this seems incorrect. The pint sealer sells for 75c a dozen; the quart sealer, containing double the amount of fruit, sells for only 85c or 90c. It would seem like economy for the housekeeper to buy the larger size, thus necessitating the use of only half as many jars as would be required if pints were purchased. Further, the purchase of half gallon sealers at a price only a fraction more than that paid for the quarts would seem still more economical.

The use of a big sealer involves, however much waste. It takes a pretty hearty family to demolish the contents of a pint sealer without leaving a trifle for supper; while, for the small family, the pint will suffice for several meals. No family wants the same kind of preserves every time the table is set. As a result probably one fourth of the contents of the regular quart is set aside to spoil; while, on the half gallon the loss is even greater. There is scarcely a pantry shelf in the land that hasn't two or three quart or half gallon sealers with a couple of inches of preserves in the bottom crowned with a quarter or a half inch of fuzzy white mildew.

Affords a Variety.

Then there is another point. The tasty housewife, the one who likes to set a table that will please her family and her guests, speedily learns that variety is the spice of life, and that constant change of menu is the best way to keep those about her in good spirits. She does not want the same preserves two days in succession. Neither can she see the sense of wasting a quarter of the contents of every quart jar. Hence, she will buy pint jars, have enough preserves for dinner with a trifle possibly for supper and breakfast—and be able to put on something different next day.

I know several families which, at the outset of housekeeping, bought quart or even larger jars. They are reverting to pints—nothing but pints. These two reasons tell the whole story.

If it is better for the housekeeper to buy pints instead of quarts, the grocer, who stands to secure two profits instead of one should have no kick coming. He may find it worth while to push the sale of pint jars a little. He should not argue the point—there is no use arguing with a woman—but is is within his power to incidently remark that pints are becoming more popular; and to add that it is because they are the most convenient size, save many times their original cost in fruit that would otherwise be wasted, and—do not compel the tasty housekeeper, who likes to set a nice and attractive table, to put fruit on the table for days and days, after everyone has grown sick of the sight of it.

TRAVELER'S SUDDEN DEMISE.

W. O. McPherson was a Valuable Representative of the Geo. E. Bristol Co.

In last week's issue mention was made of the sudden death of W. O. McPherson, at Gravenhurst, Ont., a traveler for Geo. E. Bristol & Co., Hamilton, Ont. He was a member of the old school of knights of the grip, and his familiar face will be greatly missed off the road.



THE LATE W. O. McPHERSON.

In 1883, Mr. McPherson joined the traveling staff of the Geo. E. Bristol & Co., then known as Lucas, Park & Co. He has continued with it ever since over the same route that he always traveled; that is, up around Barrie, Orillia, Owen Sound and Collingwood, and through the Muskoka country, Bracebridge, Huntsville, etc. He was a thoroughly reliable, upright, sterling business man, devoted to his duty, and a very valuable representative.

He resided at 65 Major Street, Toronto, from where the funeral was held. Peter Hutchison, a Bracebridge grocer, who was a warm personal friend of the deceased, attended the funeral.

CANADIAN TRADE CHANGES.

Ontario.

Cain & Nelson, Grand Valley, Ont., grocers and hardware merchants are succeeded by Nelson & Dodds.

Henry C. Mohr, grocer and confectioner, Milverton, Ont., has sold to E. T. Finkbeiner.

A. C. Pelton, grocer, Ottawa, has sold to Hall & Co.

R. J. Wilson, general merchant, Wanstead, Ont., has been succeeded by W. E. Morningstar.

A. W. Cooper, grocer, Toronto, has sold to Cooper Bros.

Thomas Long, grocer, Trenton, Ont., has assigned to S. M. Kenny, Belleville.

G. T. Bissell, Trenton, Ont., has severed his connection with the Gilmour Door Co., with which company he has been identified for many years, and hgs gone into business on his own account, having purchased Mrs. J. N. James' grocery business.

Quebec.

J. Cardinal, grocer, Montreal, is offering a compromise.

Demand of assignment has been made on Hector Lajeunesse, grocer, Parc Laval, Que.

Assets of Alex. Mercier, grocer, Montreal, have been sold.

Assets of E. Mounsey, grocer, Montreal, have been sold.

Ludger Hereur, general merchant, St. Fidele, Que., has assigned.

Assets of J. A. Massicotte, grocer and hardware merchant, St. Prosper, Que., are sold.

Western Canada.

Gilbert & Kerr, general merchants, Gilbert Plains, Man., have dissolved.

Wilkins & Donnelly, general merchants, High Bluff, Man., have been succeeded by M. Cates & Co.

Assets of N. Betchek, grocer, Winnipeg, are sold to N. Shatsky.

P. N. Kellar, grocer, Winnipeg, has sold to W. L. McKenzie.

J. W. McKenzie, grocer, Winnipeg, has sold to J. Brand.

E. E. Neale & Co., grocer, Winnipeg, has sold to Forbes & Co.

Renwick Bros., general merchants, Ituna, Sask., succeed the Farmers Trading Co.

Sheriff is in possession of the general store of S. Pearlman, Regina, Sask.

Frank L. Scott, grocer, Edmonton, Alta., has sold his stock by auction.

C. C. Thompson, grocer, Edmonton, Alta., advertises his business for sale.

S. H. Smith, Vermilion, Alta., is appointed liquidator for the Western Trading Co., general merchants.

Kyle & Son, grocers, Vancouver, have sold to G. D. Barlow.

Eagle & Co., grocers, Summerland, B.C., are succeeded by Vaughan & Moore.

Kyle & Son, grocers. Vancouver, have sold to G. D. Barlow.

Contends that Sugar Planters Have a Combine

R. E. Harris, Director of a Canadian Sugar Refinery Company, Lays This Charge Against West India Growers and Gives His Reasons—Canada's Preference of Thirty-one Cents Goes to Producers He Says—How Refining Industry Can be Killed in Canada.

Special Correspondence.

Halifax, Oct. 4.—The Imperial Royal Commission met here last week, and discussed with Halifax merchants trade relations between Canada and the West Indies. The sugar question was perhaps the most important that was considered, and the statement that the planters have a combine to control the prices, caused considerable surprise.

A comprehensive address on the question of raw sugar importations from the West Indies to Canada was delivered by R. E. Harris, K.C., one of the directors of the Acadia Sugar Refining Company. He took the stand that any reciprocal trade arrangements made between the two countries should not include sugar without safeguard afforded Canadian refiners of being able to import twenty per cent of their requirements from foreign countries under the same terms as from countries to which the British preference is applied. Mr. Harris declared that there was a combine of West Indian planters to extort unduly high prices from the Canadian refiners. He showed that all the leading planters in the south last year sold their sugar through the one broker in London, and instancing also the fact that prices in Halifax were much above the equivalent price charged in Greenock and New York, claimed that this clearly proved there was a combination to "squeeze" the Canadian refiner. What Mr. Harris declared to be proof of this assertion, he also submitted, a statement of the West Indian Committee that there was no combination, although for a short period last year two or three Demerara firms co-operated to the extent of notifying each other contemplated sales and prices.

Claims a Combination.

In view of the fact that these two or three firms, export the great bulk of the sugar, and that the one broker handles all their sales, Mr. Harris asserts that this proves his contentions completely. To the assertions of the planters that the Canadian refiners have buying agreements, Mr. Harris entered an emphatic denial and he cited the prices paid by his company between September, 1907, and April, 1909, in support of this. During that time the price of West Indian sugar to his company had advanced thirty-two and one-half cents, while during the same time the price in the English markets had only advanced fourteen cents and in the United States markets but one-half cent.

This "co-operation" of the West Indians merely meant, so Mr. Harris asserted, that the whole of the preference of thirty-one cents which Canada gives to British grown sugar, goes into the pockets of the West Indian grower, for the West Indians jumped the price of their product to that extent. The producers of raw sugar had practically said: "We will not sell sugar to Canadian refiners unless we get the whole of the market price, plus the thirty-one cents preference." Canada's raw sugar practically all comes from the British West Indies, and by this action the refining industry here was seriously imperilled. The situation had been much alleviated by the refiners being permitted to import twenty per cent. of their total requirements from foreign countries under the British preferential duty of 52½ cents, thirty-one cents lower than the general tariff duty. If any trade agreements were entered into between Canada and the West Indies which did not give this privilege to the Canadian refiners, Mr. Harris stated that it would result in the extinction of the refining industry in Eastern Canada. The competition which they experience from British refineries indicates that.

In conclusion, Mr. Harris summed up his case as follows: I think I have in the figures and statements which I have given you, proved conclusively:—

"That a combination did exist in 1908 and early in 1909, for the purpose of putting up the price of sugar to the Canadian refiner, and that the effect of that combination was to compel the Canadian refiner to pay the producer the whole and sometimes more than the whole of the preference.

"It is clear that without the protection given by the act of 1909 (permitting the importation of 20 p.c. of their requirements from foreign sources at British preferential rates) the West Indian producer has it in his power to kill the refining industry in Canada and I think I have given sufficient reasons for the attitude the directors of the Acadia Sugar Refining Company have assumed at the present time when they say they are absolutely opposed to any trade arrangement with the West Indies the price of which is the repeal of the privileges granted by the act of 1909."

Questioned by Lord Balfour of Burleigh, Mr. Harris said the Canadian refiners paid the West Indian planters more than one-half of the preference ever since it came into force. They do not want to pay him any more than they can help. He should not get more than he has got in the past—one half. This would be a fair division.

THE "OLD STORE COMPETITION."



Allen, Taylor & Co., proprietors of the Waterloo (Que.) Iron Works, are occupying and carrying on a general store, which was started by them in the year 1839, and has been in continuous operation ever since by the original founders and their descendants. In the year 1825, Charles Allen, a native of Andover, Vermont, came to Waterloo to work as a blacksmith. A few years later he formed a partnership with Daniel Taylor, a native of Newfane, Vermont, to carry on the business of blacksmithing and cloth dressing. That partnership continued until 1858, when Mr. Taylor died. In 1861 a new partnership was formed, and a son of each of the former partners was admitted into the company. Charles Allen died in 1881, and his second son became a member of the company. This firm is still carrying on the business of machinists and dealers in general merchandise. D. L. Allen commenced working as clerk for Allen, Taylor & Co. in 1861, and was admitted a partner in 1881. The store is therefore 70 years of age. The front is the same as it always has been except in the lower storey larger panes of glass have been put in the windows.

Current Business Happenings in Western Canada

Butter Advances at the Coast—High Flavor of British Columbia Apples Demonstrated—Prune Industry Growing—Next Convention of the Western Boards of Trade to be Held at Brandon.

VANCOUVER.

October 5.—Up goes the price of butter this week. Local is quoted now at 35c wholesale, retailing at 40c, which is 5c a pound increase. There is some eastern butter obtainable at 28c, but the price is practically 30c, while Northwest dairy butter is going at from 21 to 22½c wholesale. This is the upward winter trend, and it will be up higher than that, according to past records.

Local eggs are quoted at 48c, with a retail price of 55c, while select Ontarios go at 32c.

D. E. Gellatly, one of the large growers of tomatoes in the Okanagan, who has 50 acres under tomatoes, declares that the high price for this article is not due to the grower; on the contrary the consumer and the grower are the ones who pay. He is in the city for a few days, and in discussing this subject, while not apportioning the blame himself, would hint that it lies on the middleman. For some time past he has been shipping two carloads a day to the prairie and the coast. He regards 30 tons to the acre a fair crop, and this is what is obtaining this year. He differs with the Ottawa government in regarding tomatoes as a fruit, declaring it is a vegetable, in that it grows from seed the same year that it is set.

The Dominion Biscuit Co., Ltd., better known in British Columbia as Ramsay Bros. & Co., Ltd., have purchased the plant of the Regal Biscuit Company of Calgary, and will now have factories at Montreal, Calgary and Vancouver. The Calgary end of the business will be under the management of Wm. M. Ramsay, secretary and assistant manager of the Dominion Biscuit Co., and he will leave Vancouver with his family in a few days to reside in Calgary. Associated with the company are several of the leading and well-known business men of Calgary.

The price of milk for the winter has been definitely fixed at 22½c per gallon, being an increase of 2c per gallon, and $1.30 for cream, or an advance of 20c. It has also been decided to organize a system of bi-monthly settlements between the wholesaler and retailer owing to large losses in the past by failure of a number of retailers in Vancouver.

By the destruction by fire of its three-storey plant at Victoria, the M. R. Smith & Company lost about $30,000. The Insurance is quoted in the neighborhood of $25,000. This company was lately reorganized, and it is thought that if it rebuilds it will be in Vancouver.

It has often been stated that the flavor of Ontario apples was superior to that of British Columbia fruit, but when W. E. Scott was at Toronto, where the province had an exhibit at the Fair, he demonstrated to Ontario fruitgrowers that the flavor compares very favorably. Mr. Scott, who is back after looking after the display, states that when a number of fruitgrowers were viewing the display, the only criticism offered was that the flavor was not as good as that of the Ontario apples. He selected apples from each province and tested several of the visitors as to their knowledge of the flavor of apples, and as a result they had to admit that the apples from British Columbia had also the better flavor. Mr. Scott reports that the exhibit created quite a sensation, and although it was early in the season, a fine showing was made. Despite the fact that the exhibit had to travel 2,500 miles, it was in good condition for the two weeks of the Fair, and was afterwards repacked and sent to Ottawa.

Twenty men were employed last week in picking prunes in Honsberger's orchard at Grand Forks, B.C. Apart from this special feature, there is a particular point in that fruit in this quantity is now being grown in the Boundary district of the province, which has all along been noted for its mining rather than its horticulture. Eight cars were loaded last week, 900 boxes to the car, and as the price is $1 per box wholesale, the grower nets a neat amount. Moreover, the trees are not yet near full maturity, so that larger results may be obtained in the future.

VANCOUVER MARKETS

Sugar, standard granulated		5 50	Tapioca, per lb.		0 03½
Val. raisins, lb.		0 05½	Evaporated apples		0 08½
Cal. " "		0 06½	Butter, per lb.		0 30
Prunes	0 05½	0 07½	Butter, local		0 35
Currants	0 06½	0 07½	Butter, Western	0 21	0 22½
Dried apricots	0 11	0 13	Cheese, per lb.	0 15	0 15½
Flour, Standard, bbl.		7 10	Canned Goods—		
Cornmeal, p. 100 lbs.		2 60	Peas		1 00
Beans, per lb.	0 03½	0 04½	Tomatoes		1 32½
Rice, per ton	68 00	76 00	Corn		1 10
			Apples		3 42½
			Strawberries		2 15
			Raspberries		1 65

WINNIPEG.

Oct. 5.—The Georgeson Wholesale Grocery Co., of Calgary, which recently secured property in Brandon, on which a branch will be built, may also open a wholesale house in Winnipeg about the first of the year.

Codville & Co., wholesale grocers, are having plans prepared in Winnipeg for a new wholesale house to be built in Brandon on the site of the old building destroyed by fire last year. They are doing business now in leased premises.

June 14, 15 and 16 were the dates set for the annual convention of the Western Associated Boards of Trade for 1910, at a meeting of the Brandon board, held a few days ago. At the last convention, which was held in Saskatoon, it was decided that Brandon would be the next place of meeting.

Alex Dickson, late of the Hudson Bay store of this city, has recently been engaged as salesman in the A. R. Christie store on Portage Avenue. Previous to his accepting the engagement, Mr. Dickson spent a few weeks holidaying in the harvest fields of Manitoba, and returned to the city with a stronger muscle and a steadier nerve.

Thomas Reynolds, of the Quaker Oats Co., Peterboro, Ont., arrived in the city recently on a business trip to the west. He is at present viewing the local territory in company with W. H. Escott the local representative.

A. B. Christie is spending a few days recreation on the prairie this week, shooting ducks. He strongly recommends this kind of recreation, as it rests the body and mind, and at the same time invigorates.

Mr. McNaughton, of the McNaughton Fruit Co., has been exceedingly busy during the past few weeks on this fruit auction market. From three to five cars of fruit, mostly grapes, have been sold every morning for the past week upon their arrival in the city from Ontario. Mr. McNaughton wields the hammer.



H. P. PENNOCK,

Grocery Manufacturers' Broker and Commission Merchant, Winnipeg, Who is One of the Chief Opposition Against Present Reading of the Extra-Provincial Corporations Act.

Jeffrey Villeneuve, of the Montreal wholesale fruit firm of that name, died of intestinal trouble last week. He leaves many friends and admirers among his business associates.

ONTARIO CORRESPONDENCE.

Kingston Grocer Makes Big Mistake—Fruit Season Nearing a Close at Guelph.

GUELPH.

October 6.—Poultry is getting more active on the market in Guelph now. There is more coming in and there is a bigger demand than at any time previously this season.

Trade in peaches, tomatoes, and grapes has been lively during the past week, although the fruit season is about over, as far as Guelph's grocers are concerned.

At a recent meeting of the Board of Trade James Gow made a strong plea for the building of a line of the street railway down Ontario street, through St. Patrick's ward. Mr. Gow has ever been a champion of this cause and on the Board of Education, as well as on the Board of Trade, looks after the interests of St. Patrick's Ward people first, last, and always. It is an evidence of Mr. Gow's broadmindedness that although a street railway connecting his ward with the rest of the city might possibly have a tendency to take trade up town he does not, apparently, consider, or at least fear, the danger of losing any of his many good customers in that part of the city

PETERBORO.

October 6.—The grocers have been dealing heavily in the fruit that is now in season. Peaches, pears and plums have been handled in large quantities and the express companies receive hundreds of baskets every week.

W. C. Tully has opened up a grocery store in the new building at the corner of George and Sherbrooke Streets. It is in a good location and should meet with success.

KINGSTON.

October 6.—J. Gage, clerk in H. D. Bibby's clothing establishment and at one time grocery clerk in James Kelley's store, has purchased the stock and goodwill of Malcolm Corkey's, Montreal St. He is an industrious young man and should get his share of the trade.

Kirk & Lee, grocers and dairymen, sent 40 quarts of table cream to the penitentiary at Portsmouth, in mistake for skimmed milk the other day. When they found the mistake, the driver hastened back to the institution, but alas, it was nearly all consumed—not by convicts, however. No, even the bankers from the west were prohibited. Kirk & Lee will charge it up as cream and the government will pay for it; but they can afford to.

MARITIME PROVINCES.

Heavy Rains Destroyed Potato Crop—St. John Market Shows Decline in Canadian Plate Beef.

ST. JOHN.

October 6.—The recent heavy rains have done considerable damage to the potato crop. The farmers were advised to leave them in the ground until thoroughly matured, as they would better withstand the ravages of rot. The deluge has now indefinitely postponed digging, while rot will increase by reason of the dampness. The shippers steadfastly refuse all but the perfect hand-sorted goods.

Glendon H. Allan, of this city, has been appointed by the government caterer in the immigration sheds at Sand Point, West St. John. Besides conducting a restaurant, a good-sized retail grocery store is maintained in the sheds for the incoming settlers.

ST. JOHN MARKETS.

Sugar, standard granulated	4 85	4 95
" Austrian "	4 55	4 65
" yellows	4 25	4 75
Flour, Manitoba	6 45	6 55
" Ontario	5 65	5 80
Cornmeal, in bags	1 67½	1 70
Rolled oats, bbls	5 50	5 60
Val. raisins, lb	0 06¾	0 07
Cal. raisins, seeded	0 08	0 09
Currants, lb	0 07	0 07½
Prunes, lb	0 06½	0 09½
Rice, lb	0 03¼	0 03½
Beans, hand picked, bus	2 45	2 50
" yellow eye, bus	3 50	3 70
Cheese, lb	0 13	0 13½
Lard, compound, lb	0 11½	0 12
" pure, lb	0 16½	0 16½
Pork, domestic mess	27 25	27 50
" American clear	27 00	27 50
" clear backs	29 00	29 50
Beef, American plate	18 00	18 50
" Canadian plate	16 75	17 50
Molasses, fancy Barbadoes, gal	0 34	0 35
Butter, lb	0 20	0 24
Eggs, doz	0 24	0 28
Potatoes, bbl	1 15	1 25
Canned goods—		
Peas, doz	1 00	1 50
Corn, doz	0 95	1 00
Tomatoes, doz	1 07½	1 10
Raspberries, doz	1 85	2 00
Strawberries, doz	1 45	1 50
Salmon, case	6 00	6 50
Peaches, 2's, doz	2 00	2 05
" 3's, doz	3 12½	3 15
Baked beans, doz	1 15	1 25
Fish—		
Cod, dry	2 75	4 00
Herring, salt, half bbls	2 30	3 50
" smoked, box	0 10	0 11

Your Own Choice.

Take home to-day a package of Red Rose Tea (I'll be pleased to send a grocer a sample of any grade) and when you draw it you will very quickly recognize the distinctive combination of strength and flavor. That combination is the reason for the remarkable increase in the sales.

You have wondered at the very rapid progress of Red Rose to a leading place among package teas. The reason for it is that in the selecting, blending and packing, quality is **always** the first consideration. It will please more of your customers than any other tea.

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} Branches

T. H. ESTABROOKS
ST. JOHN, N.B.

MANITOBA MARKETS

(Corrected by Telegraph.)

Winnipeg, Oct. 7, 1909.

POINTERS—

Advances.—Brooms, syrup and Valencia raisins.

Declines.—Rolled oats.

Firmer.—Prunes, rice, tapioca, evaporated apples and apricots.

The trade has become suddenly quiet. For the past week orders have been small and few, and wholesalers have had an opportunity to fill their futures, where the goods were in stock. It is not surprising that there is a little dullness at this particular time, for merchants have been ordering heavily for the past three months, for the great harvest rush, and they have all found themselves well stocked when the change in season came. It will be only a matter of a few weeks before things will assume a more brisk aspect, since merchants will soon find their stock depleting, and orders for immediate shipments will again commence.

What the wholesalers have been losing in trade they have been gaining in cash collections. Money at present is just pouring in from every section of the country. In other years when cash came in at all it was usually in fifty and one hundred dollar lots; this week it is coming in by the thousand dollar lots.

This year is a record-breaker in the grocery business of the west in points of both trade and collections, and there is nothing in view to mar the present optimism of the general trade.

The markets are firmer and much firmer this week. Several lines have advanced, and we expect to quote other advances next week.

SUGAR—There is little sugar moving just now. Orders for preserving stocks were heavy and until these are used up the wholesalers cannot expect a large output. Prices are unchanged.

Montreal and B.C. granulated, in bbls	5 25
" " in sacks	5 20
" yellow, in bbls	4 95
" " in sacks	4 80
Icing sugar, in bbls	5 85
" " in boxes	6 05
" " in small quantities	6 10
Powdered sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 35
Lump, hard, in bbls	6 05
" " in ½-bbls	6 15
" " in 100-lb. cases	6 15

FOREIGN DRIED FRUIT—We quote a considerable rise in Valencia raisin prices this week. Prunes are very firm also, owing to short crops in sizes 50's to 80's, and it is possible an advance of about 1c will be made. Apricot prices are stiff.

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " " cleaned, per lb	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 90
" " selects " 28's	2 05
" " layers " 28's	2 15
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " " "	0 06½
Prunes, 90-100 per lb	0 04¾
" 80-90 "	0 05
" 70-80 "	0 05¾
" 60-70 "	0 06
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 08¾
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06
" dry, cleaned, Filiatras, per lb	0 06¾
" wet, cleaned, per lb	0 07¾
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08
Pears, per lb	0 08
Peaches, standard, per lb	0 07
" choice	0 08½
Apricots, standard, per lb	0 14
" choice, per lb	0 14½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09¾
Dates, new, per lb	0 07

MAPLE PRODUCTS—Prices are unchanged and sales moderate.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per doz.	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

ROLLED OATS—A further decline is reported, but we quote last week's prices. The market has been weak for some days.

Rolled oats, 80 lb. sacks, per 80 lbs	2 15
" 40 " " 80	2 20
" 20 " " 80	2 30
" 8 " " 80	2 50

SYRUP AND MOLASSES—The advance is from 7 to 10 cents on syrup,



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Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

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VANCOUVER, B. C.



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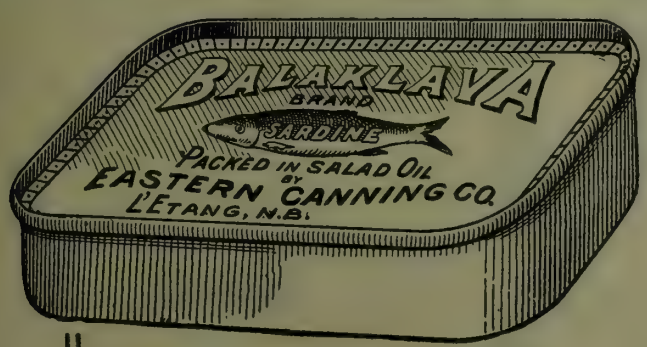
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A FINE LINE TO PUSH LARGE PROFITS

The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents; C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks St., Ottawa; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

and this price will likely be maintained. Heretofore wholesalers have been selling at cost. Molasses is steady and the output is larger.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 27
" " 5-lb. tins, per 1 "	2 72
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	2 27
" 5 " 1 "	2 72
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses ½ bbls. per gal	0 36

FRESH FRUIT AND VEGETABLES—The market is stronger on all lines, yet we cannot quote advances. The trade just now runs very largely to grapes in the fresh fruit line. The quantity is abundant in all lines.

New potatoes, per bushel		0 40
Native cauliflower, per dozen		1 00
Native cabbage, per lb.		0 02
Native green beans, per lb.		0 04
Native celery, per doz.		0 40
Native beets, per bushel		0 40
Native lettuce, per doz.		0 20
Native onions, per doz.		0 20
Native radishes, per doz.		0 20
Native cucumbers, per doz.		0 20
Ontario tomatoes, per basket		0 35
Green corn, per dozen		0 12½
Oranges	3 75	4 50
Lemons	5 50	6 00
Pears, per basket		0 75
Plums, Ontario, per basket	0 65	0 75
Peaches, per basket		0 75
Apples, Ontario, per bbl.		4 50
" American, per bbl.	4 50	5 25
Grapes, Ont., per basket		0 20

HONEY—The following prices are firm and the line is moving well.

Honey, 2 lb. tins, per tin	0 33
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb.	0 12½

NUTS—Walnuts are higher by 2 cents this week, and all nuts have a very strong market. Almonds may be higher.

Shelled Walnuts, in boxes, per lb.		0 26
" " small lots, per lb.		0 27
" Almonds, in boxes, per lb.		0 33
" " small lots, per lb.		0 34
Peanuts, Virginia, per lb.	0 10	0 13

BARLEY—

Pot barley, per sack	2 60
Pearl barley, per sack	3 65
" per ½ sack	1 90

RICE AND TAPIOCA—The trade has revived in both these lines, and the market is much stronger.

Japan rice, per 100 lbs.		3 85
Pearl tapioca, per lb.	0 04	0 04½

BEANS—The new crop will not be on the market before about October 20. It is expected that the market will strengthen with new goods.

3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50

QUAKER OATS—

Family size	4 50
Quaker oats, 36's	3 50
Puffed rice	2 90
Puffed wheat	2 90
Cornmeal	2 40
Pettijohn breakfast food	2 25
Cornflakes	2 00

CORNMEAL—

Cornmeal, per sack	2 10
" per ½ sack	1 05
" per bale (10, 10's)	2 35

CANNED GOODS—Peas are very scarce and it is reported that there is only a 60 per cent. crop. The prices attached to peas below are strong.

Peas, standard, per case 2 doz.	1 75	1 80
" early June, per case 2doz.		1 85
Beans, per case 2 doz.		1 98
Corn, per case 2 doz.		1 75
Tomatoes, per case 2 doz.	2 00	2 10
Strawberries, per case 2 doz.	3 00	3 25
Raspberries, per case 2 doz.		3 65
Peaches, per case 2 doz.		4 08
Pears, per case 2 doz.		2 70
Plums, per case 2 doz.		2 60
Salmon (Horseshoe Brand), per case ½ doz.		6 50

MEATS—

Clark's 1 lb., pork and beans, plain, per case	2 80
" 2 " " " " "	2 40
" 3 " " " " "	2 30
" 1 " tomato sauce, per case	2 80
" 2 " " "	2 40
" 3 " " "	2 30
" 1 " Chili " "	2 80
" 2 " " " "	2 40
" 3 " " " "	2 30
Soups, per doz	1 20
Corned beef " 2's per doz.	2 65
" " 1's per doz.	1 40
Roast beef, 1's, per doz.	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz.	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 00
Sliced smoked beef, ½-lb. tins, per doz.	1 65
" " 1-lb. tins, "	2 80
" " 1-lb. glass, "	3 60
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" " 2's, "	3 25
Geneva sausage, 1's, per dozen	2 00
" " 2's, "	3 40
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 35
" " 2's, "	6 70

Shaw & Co. have opened in Keewatin a business in the store lately occupied by Mrs. Nadon with a splendid assortment of staple and fancy groceries and provisions, as well as all kinds of produce.

WHITE SWAN
100%
PERFUMED - POWDERED
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BEST PROFIT MAKER FOR YOU
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Soap Sense!

that is a nut-shell description of Fels-Naptha. Fels-Naptha soap does the most work in the shortest time without hot water: does just what the wrapper claims. Does it winter and summer.

So have countless women learned.



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Pure milk reduced by our new process to a sterile powder, retaining all the flavor and goodness of the fresh milk. Soluble in cold water.

TRUMILK is a very rich milk, containing 27% of butter-fat.

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A QUICK TURNOVER!
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The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

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IF NOT — WHY NOT?

Many Grocers find this a PROFITABLE "SIDE LINE"

You take no chances if you sell only

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Fresh Pork Sausage

Our reputation is behind them.

Your customers will appreciate this High Class Dainty.

Made in Canada's finest Packing Plant, under Government Inspection.

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There is no line of meats more appetizing or more economical than fresh pork Sausage. Your customers will be asking for it as the weather grows colder, and we would recommend a constant supply. We guarantee our stock to be made of carefully selected Canadian pork and made under Government inspection.

Let us have your orders for daily or weekly shipments.

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The Truro Condensed Milk Co., Limited, Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs
Made under Government inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

Lower Market for Bacon in England — Hog Prices Lower in Canada—Impression Austrailian Butter is Making on the English Trade—Downward Tone to Cheese Market.

For some reason the bacon market in England is lower, and although Canadian products are very nearly all consumed here, still the market here responds to any change over there. This week hogs are fully $1 per 100 lbs. lower. This is not altogether attributed to the lower prices in England, but more directly to the season of the year. Cured meats are to some extent at least, crowded out by poultry, fish and other fresh meats, which reduces the demand. As the stocks are very low this gives the packers a chance to replenish and get some surplus on hand.

With the whole world bidding for the English butter market, it is beyond any reliable calculation to figure out how or which way the markets will move. It is quite within the memory of the older dealers, when Australia and New Zealand, now very strong competitors, were not recognized as such, and Canada could always count on a share of England's winter supply. But now these countries send in their spring-made butter, and very much interfere with the northern hemisphere butter producing countries. The best value on the English market to-day seems to be the Siberian butter, and if the southern countries will send in their new season's make, Canadian butter which is waiting for a market might meet with disappointment.

The cheese market looks downward. The receipts of cheese in England are largely in excess of last year, and therefore the chances for a raise are at least not in sight.

MONTREAL.

PROVISIONS—A slight weakening in the price of pure lards is the feature of the market. Very few changes are noted other than this. Demand is fair and supplies are good.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16⅝
Cases, tins, each 10 lbs., per lb	0 16⅝
" " " 5 " "	0 16⅝
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16⅝
Pails, tin, 20 lbs. gross, per lb	0 16¼
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 10⅝
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 11
" 5 " " " "	0 11⅛
" 3 " " " "	0 11¼
Pails, wood, 20 lbs. net, per lb	0 11
Pails, tin, 20 lbs. gross, per lb	0 10½
Tubs, 50 lbs. net, per lb	0 10⅝
Tierces, 375 lbs., per lb	0 10½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Canada short cut back pork, bbl. 45-55 pieces	31 00
Heavy clear pork, bbls. 20-35 pieces	31 0
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14
Long clear bacon, heavy, lb	0 15
Long clear bacon, light, lb	0 15½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14
Large sizes, 18 to 25 lbs., per lb	0 15½
Medium sizes, 13 to 18 lbs., per lb	0 16
Extra small sizes, 10 to 13 lbs., per lb	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17
" " " small, 9 to 12 lbs., per lb	0 17½
Breakfast bacon, English, boneless, per lb	0 18
" " " " "	0 17½
Windsor bacon, skinned, backs, per lb	0 18½
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	8 75 9 00
" dressed, per cwt	12 75 13 00

BUTTER—No changes are reported. Demand continues fair. Receipts for the week are 8,403 packages, as against 12,236 packages same week last year. Receipts for the season are 311,914 packages, as against 342,091 packages same season last year. This is a very clear showing of the light receipts as, both for the week and the season, they show a falling off from last year.

Creamery, solids, lb	0 25
Creamery prints	0 25½
Dairy, tubs, lb	0 19 0 21

CHEESE—No changes are reported from last week. Receipts last week were 64,730 boxes, as against 87,162 boxes same week last year. For the season they were 1,571,941 boxes as against 1,548,528 boxes same season last year.

Quebec, large	0 10⅝ 0 11½
Western, large	0 11½ 0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12½ 0 13
Old cheese, large	0 15 0 16

EGGS—The market is higher on account of small receipts from the country. The local demand is good. Receipts last week were 3,470 cases, as against 4,471 cases same week last year. During the season the receipts were 170,857 cases as against 169,366 cases corresponding season last year.

Selects, dozen	0 28
No. 1, dozen	0 25
No. 2, dozen (nominal)	0 19 0 20

HONEY—The crop of buckwheat honey has been large, and the quality good. There is a comparatively large stock on hand.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11

TORONTO.

PROVISIONS—Owing to the time of the year, when more poultry, fish and other fresh meats are used, the demand for cured meats naturally falls off. This gives the packers a chance to replenish their stocks, which are unusually low. To do this, however, they cannot afford to pay the high notch prices for hogs, and in consequence prices have dropped a full dollar per 100 lbs. There is, however, no change in the prices of meats this week.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14½ 0 15
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15½ 0 16
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 19 0 20
" pea meal	0 19 0 20
Heavy mess pork, per bbl	25 00 25 50
Short cut, per bbl	27 00 27 25
Lard, tierces, per lb	0 14½ 0 15
" tubs "	0 15 0 15½
" pails "	0 15½ 0 16
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	7 25
Dressed hogs	11 00

BUTTER—Butter all round is about 1c higher this week. This may be caused through an effort to secure a surplus of the good butter made now, for later use, when the poorer fall butter comes in.

	Per lb.
Fresh creamery print	0 25 0 26
Fresh creamery solids	0 24 0 25
Farmers' separator butter	0 22 0 23
Dairy prints, choice	0 20 0 21
Tub butter	0 19 0 20
Baking butter	0 17 0 18

CHEESE—The cheese market is dull, which is qualified by some with a strong adjective. Others express it, "that it has a pain in the neck." Without joking, however, while such is the condition of the market, prices are still held to the old figures.

Cheese, new, large	0 12¾ 0 12¾
" " twins	0 12¾ 0 13

EGGS—The receipts are falling off, and in order to fill the orders, they begin to draw on the storage stock.

Fresh eggs	0 25 0 26

POULTRY—Nothing seems to be more plentiful around the commission houses than poultry, which is nearly all shipped alive. This is dressed by men who know how to do it, and any that is not required for immediate use goes into cold storage. There is still one thing overlooked or not understood by farmers, and that is that they are not properly finished for the market. It costs a lot to make the frame of a chicken, which, however, is worthless without the meat that belongs to it. The profit in raising chickens for the market depends entirely on how much meat is on this costly frame, and that should be put on by good feeding a few weeks before they are sold.

Early spring chicken, alive, per lb	0 11 0 12
Spring chicken, dressed	0 14 0 15
Hens, per lb. dressed	0 12
Turkeys, per lb., large	0 16 0 18
Spring ducks, alive	0 13 0 14
" dressed	0 14 0 15
Old ducks	0 08

HONEY—Market remains much the same as last week. City trade is nearly all in glass. After the fruit season is over it is likely the demand will increase. Honey is away below its value compared with other foods, and should be used more extensively.

Honey, 5-lb. pails	0 60
" 10-lb. pails	1 15
" 60-lb. cans, per lb	0 10½ 0 11
" Buckwheat	0 07½
Comb honey, No. 1	2 50
" " No. 2	2 25
" " No. 3	2 00

WHERE PLUMS DISAPPEAR TO.

Story of the Journey of a Basket From Burlington to Muskoka—Early Saturday Night Delivery.

I have been considerably impressed lately with a campaign carried on by an Ontario paper under the heading of "The Size of the Loaf," the inference of course being that the loaves have got very small. But I have been more impressed by what has come under my personal observation as to "The size of a Basket of Fruit," when it reaches its destination. Start a good full basket of plums from Burlington for example. On the way up to Bracebridge you may not be surprised if the netting gets torn accidentally (?)

and equally by accident a few plums get out. You would think when the baskets reach the store of a merchant in Bracebridge they would not need any netting, but hardly. Just watch the Jack Horners that infest the stores and put in their thumbs and pull out plums. By and by some person from Lake Joseph buys a basket of plums and away they go on the boat. They change boats at, say, Port Carling. Some of the plums change hands too, for while they wait on the wharf more Jack Horners hover around. Having run the gauntlet from Burlington to Port Cockburn the remaining plums at last reach their destination and is it any wonder that the purchaser, looking at her purchase wonders and wonders at the "Size of a Basket of Fruit." This is no exaggeration, but the outline of a fact, pretty nearly a regrettable fact.

A few weeks ago I said something about Saturday night delivery. A merchant informs me that he believes it could be cut out entirely without doing anybody harm. People on the street say the same thing. The clerks are sure and the delivery men are cock sure that it is unnecessary to deliver till nearly Sunday morning every Saturday night. No doubt if the merchants adopt the no delivery idea we would all fall into line, but if we would starve them into it by doing our Saturday shopping earlier or carry our own goods home they could quit easier because they would be glad to quit. All it needs is some one to start to quit and the other side will soon follow the lead. This and the question of earlier closing are two things that deserve earnest consideration and while it may take some time to bring both to pass it should be fairly easy to put them into operation one at a time. Either one would be ever so much easier and worth ever so much more to the community than the Discovery of the North Pole.—Bracebridge Gazette.

NOTES.

G. E. Carveth is back in Montreal, from Toronto.

J. W. Snowdon, of Snowdon & Borland, Montreal, was in Ottawa last week.

A. G. Snowdon, of Snowdon & Ebbitt, has returned to Montreal, from New York, where he was on business.

The St. Croix Soap Manufacturing Co., St. Stephen, N.B., has purchased more property on which to erect a large addition to their factory. Ganong Bros., chocolate manufacturers, in St. Stephen, are also preparing to build an extension.

Two hundred and twenty new elevators were constructed in the Canadian west during the present building season. This gave the prairie provinces a total of 1,700 elevators over lines of the several railways. A western newspaper man, who is fond of figures, estimates that it would require a train 550 miles long to carry out this season's crop. If broken up into separate trains it would mean 2,425 trains of thirty-five cars each.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S
CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranteed SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

WHITE SWAN
100% PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

RICHARD'S PURE SOAP

¶ Besides saving money on discounts and freight, you will do a much more profitable soap business than you have ever done before—if you handle our full line.

RICHARDS—
Quick Naptha Soap
Snow Flake Soap Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Custard Powder
The BIG Two-Power 5c. pkg.
Manufactured only by
EDWARD J. NATION & CO.
BRISTOL, - - - ENGLAND
WE STOCK IT
W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

MADE IN CANADA.



MAGIC BAKING POWDER

SOLD and USED EVERYWHERE in the Dominion.

Makes Baking Easy, Dependable and Economical.

All Canadian Dealers Have It. REFUSE SUBSTITUTES.

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

It is Easy to Sell Clark's Meats!

After the first trial they are asked for.
Each article is the very best of its kind.
Every Housekeeper in the country knows of them, and a great many have used them.
A great many more want them.
No dealer ever handled Clark's Meats at a loss.

They have an assured sale,
giving an assured profit

Clark's Pork and Beans	Clark's Mince Meat
Clark's Tongue, Ham or Veal	Clark's Ox Tongue
Clark's Sliced Smoked Beef	Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties

It adds to your reputation

to stock a well-known brand of goods like

ROWAT'S

IMPORTED PICKLES AND OLIVES

These well-known goods cannot be beaten for quality and price and will prove a very profitable and quick-selling line in any store. Now is the time to see about your winter stocks.

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal Quebec, and Ontario
F. K. Warren, Halifax, N.S.
F. H. Tippett & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver, B.C.
Nicholson & Bain., Winnipeg, Edmonton, Calgary.

Wholesalers and Brokers Already at Bowling

They Organize in Winnipeg and Have Arranged a Schedule of Games—Some Features About the Merits of the Leaders—Rumors of Tempting Offers Floating Around.

Winnipeg, Oct. 5.—The Winnipeg Wholesale Grocers and Brokers have recently organized a bowling league, and a schedule has been framed for the winter months. At the meeting held a few evenings ago a large number of enthusiasts were present, and officers for the year were elected. D. Harmer of the Codville Co., was elected president, D. McLay of Nicholson & Bain, vice-president, and George J. Cameron, of W. L. Mackenzie Co., was the unanimous choice for the arduous duties of secretary-treasurer.

The spirit which prevails among the members is excellent, and the purpose of the organization is to foster feelings of good-will and become as well acquainted in a social way as they are in business.

Two matches have already been played off in the Royal alley, and if the same spirit prevails that was in evidence on those two occasions, the league will be a paramount success, and everyone will look forward for lots of fun.

The first game was played on September 28, when the Brokers No. 1 defeated the team from Campbell Bros. & Wilson. On the following evening the Jobbin-Marrin team defeated the Foley Bros. & Larson team. Each team worked hard, having their visionary eye on a handsome cup, which is not yet donated, but which is expected to appear very soon.

The players were not all amateurs, nor were they all professionals. When the individual prizes come to be handed out, it is possible that Paul Johnston of Campbell Bros. & Wilson will land a handsome trophy. He can teach the boys how to hit the pins all right. George Cameron knows the game, and it may be that he will retire from business to organize a professional team. No one knows where he got his training, but he is certainly skilled in the art of handling a team. The fact that John Cheyne has had an offer to join a championship quartette in Philadelphia, has rather startled some of his opponents, but he cannot be barred from playing since as yet he has not broken away. At any rate it is rumored that Mr. Cheyne has not succeeded in getting them to "come over."

Ryan Bros. are very noisy on the alley floor and an attempt may be made to oust them from the league if better behavior is not shown. At a recent meeting of the executive it was decided to bar the teams entered by McNally, on account of professional reasons. Mr. McNally's companions are not well pleased with the shrewd manner in which he endeavored to enter his picked ones. Oswald Marrin is all smiles in anticipation of the cup coming his way. However, Oswald has yet to see a few dark horses among the rest.

The following wholesale houses each have a team in the league: Fol Bros. & Larson, Jobbin-Marrin Co Codville Co., and Campbell Bros. Wilson. There are two teams from t brokers' association.

SALMON SEASON FINISH.

Vancouver, Oct. 4.—An estimate the salmon pack, since the resumptio of the fishing, after the close seaso from August 25th to September 15t gives 70,000 cases at the outside. Thi added to the 420,000 cases packed b fore August 25th, will give the appro imate pack for the season on the Frase river at 490,000 or in round numbe 500,000 cases. The catch since the 15t has been better than anticipated though not particularly large, as man as sixty fish to the boat having bee caught. The price has varied, reachin as high as 17½ cents per fish, the aver age being about 15 cents. There hav not been so many cohoes as is the rul in the late season fishing, the propor tion of sockeyes being large.

The new Bill of Lading, which wa described at length in a recent issue o The Grocer, went into effect on Octobe 1st.

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.



Carr & Co's Carlisle Biscuits

have a world-wide reputation, not only for quality, but also for the way in which they are put up. They are invariably packed for export in air-tight tins, and reach the retailer in the same fresh and crisp condition that they left the factory. Think what this means to you!

ORDER FROM NEAREST AGENT

CARR & CO'Y, CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Port Arthur to Alberta
L. T. Mewburn & Co., Ltd.,		Province of Alberta
The Standard Brokerage, Co., Ltd.,	Vancouver, B.C.,	British Columbia
T. A. MacNab & Co.,	St. John's,	Newfoundland



SOFT MINTS—5c. boxes.

ACME PELLETS 5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver

PROVINCE OF ALBERTA, Tees & Persse, Calgary and Edmon

Why Tie Up Your Cash?

We want the Grocers of Canada to fully realize that Christie Fancy Biscuits —La Fete, Orange Wafers, Coffee Wafers, Philopenas, Dominoes, Acorns, et cetera, et cetera,—are far superior to any fancy lines manufactured on this continent, and equal in *Purity*, *Nutriment* and *Quality* to the highest grades manufactured in the British Isles. The point is this:—Why tie up your cash when you can buy

CHRISTIE BISCUITS

fresh and pure and in small quantities when you want them? Remember—we're not saying one word against the high and unvarying standard of English fancy lines; but we do maintain, and reasonably, that *Christie fancy lines are the equal of the best produced anywhere.* As a practical Grocer you know that a sea voyage never adds anything to the flavor of food stuffs. The moral is plain. Stock Christie fancy biscuits when you want *the best* fancy lines with *the right* flavor. Don't tie up your cash!

N.B.---Our "Madeira Mixed" and "Cherry Rings" are superior fancy lines.

Christie, Brown & Co., Limited
TORONTO

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails.
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Biscuits That Will Sell

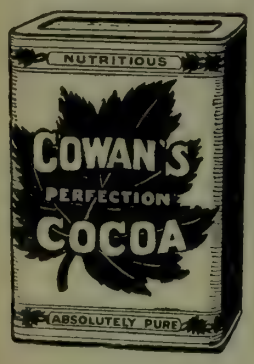
That's the kind you should stock. That is the kind we have for you. If you feature our biscuits you will always have a good trade.

Secure Prices on Our Range.

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

Cowan's

Cocoa and Chocolate



have been growing more and more popular in Canadian homes for many years--until now no grocer who carries a high-class stock can afford to be without them.

The Cowan Co., Ltd.
Toronto, Can.

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO
H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal  Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round
Mott's
"Diamond" and "Elite"
brands of
Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Reasons Why Wheat Prices Have Not Gone Down so Low as Was Expected—Many Sides to the Question—Speculative Interest is Great—Cereal Prices Dcline in Montreal.

During the high price of wheat, when good prospects of a new crop were in sight, flour dealers all tried to carry as little on hand as possible, expecting much lower prices as soon as the new wheat would come on the market. This resulted in a heavy demand for new wheat flour, and the farmers not anxious to rush their wheat on the market, forced millers to buy it at higher figures than they expected in order to get enough to fill their orders. Wheat, however, is piling up and with the enormous crop, not only in Canada, but all over the world, with few exceptions, the natural conclusion would be that wheat must come down. We must however, take into consideration the high prices of all other foods, and wheat and flour cannot drop much below the level of other food values.

Besides these natural features, there is also the speculative element, now so powerful, which may figure very materially in controlling the wheat and flour market. While the price of flour has not changed this week, wheat has varied almost from day to day. The reason of this cannot be accounted for, further than a fight between the bull and the bear.

MONTREAL.

FLOUR—Quotations are unchanged from last week's reduced prices. They are expected, however, to drop again soon.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

FEED—Demand is good, especially for bran. Prices are unchanged.

Ontario bran, per ton	21 00
Manitoba shorts, per ton	23 00 24 00
" bran, per ton	21 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

ROLLED OATS—Supplies of rolled oats and oatmeal have been coming in more freely, resulting in a weakening in price of those lines. Other lines are steady at former quotations, with a fair demand for all.

Fine oatmeal, bags	2 65
Standard oatmeal, bags	2 65
Granulated "	2 65
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 40
" barrels	5 0

TORONTO.

FLOUR—There is no change in the price of flour this week, and the market is strong, yet as one miller expressed it, the funny part of it is that everything has a bearish feeling. Wheat is held firm, but in spite of the fluctuations the feeling is that it will settle a little lower.

Manitoba Wheat.

1st Patent	5 20 5 30
2nd Patent	5 00 5 10
Strong bakers	4 90 5 00

Winter Wheat.

Straight roller	5 00 5 20
Patents	5 20 5 30
Blended	5 20 5 30

CEREALS—Cereals are in good demand and prices are firm, but no advance, although both wheat and oats are a few cents higher.

Rolled wheat, car load	2 90
" oats "	2 50
Oatmeal, car load	2 75
Rolled wheat in barrels, 100 lbs	3 00 3 25
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

PREFERENCE ON FLOUR.

West Indian Commission Hears Views of St. John Business Men.

St. John, N.B., October 4.—The Royal British West Indian trade commissioners, Lord Balfour of Burleigh, Sir John Poynder-Dickson-Poynder, Hon. Daniel Morris, Hon. W. S. Fielding and Hon. Wm. Patterson, was here last week. In the afternoon the commission held its first session in the Board or Trade rooms and heard the views of H. B. Schofield, Charles Peters, L. G. Crosby, J. Fraser Gregory and John Sealey as to the conditions and necessities of Canada's trade with the West Indies. Local business men were agreed on the necessity of an improved transportation service, but differed on other points.

It was fairly well brought out, however, that St. John exporters of dried fish or lumber do not fear any competition in the West Indian market and desire no preferential treatment. On Canadian flour a suitable preference would, it was believed, result in turning the whole British West Indian flour trade of 500 barrels per year toward Canada, and most of this would be handled through St. John. One matter which would materially aid Canadian trade was the establishment here of commission and storage warhouses, where general goods for the West Indian market could be kept in stock and orders could thus be filled without the delays incident upon the long railway haul.

The secret of success still lies in the same old word, "drudgery." For drudgery is the doing of one thing, one thing, one thing, long after it ceases to be amusing; and it is this "one thing I do" that gathers me together from my chaos, that concentrates me from possibilities to powers. That whole long string of habits,—attention, method, patience, self-control, and the others,—can be summed up in the word, "concentration."—W. C. Gannett.

Permanent Patrons

Can be converted from merely casual customers by handling

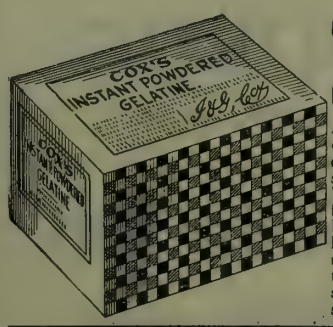
MOONEY'S PERFECTION CREAM CRACKERS

This is a line of genuine satisfaction-giving Sodas of delicious flavor and of appetizing crispness. They are *so good*, because they are made of purest materials, by the highest skilled labor, in an up-to-date biscuit factory. Specify MOONEY'S PERFECTION every time.

The Mooney Biscuit and Candy Co.

Stratford——————Ontario





COX'S
INSTANT POWDERED
GELATINE

A Pure Powdered Gelatine dissolving instantly in Hot Water. Manufactured and Packed by Messrs. Cox, under the control of their scientific staff.

Canadian Agents
C. E. Colson & Son, Montreal
H. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd
Gorgie Mills, EDINBURGH

BORDO



CHOCOLATES

THE BEST FOR THE PRICE

Give us a trial when placing your next order. We put up a 5-lb. package, price $1.25 to the trade. Also 10c. cartons, a dozen to the box, price 85c. to the trade.

Our candies are the original Bordeaux chocolates now being put up by all firms.

They are made in an up-to-date, clean and entirely sanitary factory by the best workmen obtainable. Our Superintendent has been with us for the past 23 years and is always on the job.

Do not forget the name for the trial order

BORDO

——ARE BEST——

The Montreal Biscuit Company, "The Originators"

MONTREAL

VALUE OF SUGAR AND HONEY.

As Producers of Muscular Energy They are Among the Best Foods.

There is a well-nigh universal opinion, says the Federal Reporter, that such foods as sugar and honey are almost valueless as producers of muscular energy. But read what the highest medical authority in the world, the London Lancet, has to say on the subject.

Sugar is one of the most powerful foods which we possess, as it is the cheapest, or, at any rate, one of the cheapest. In muscular labor no food appears to be able to give the same powers of endurance as sugar; and comparative practical experiments have shown without the least doubt that the hard physical worker, the athlete, or the soldier on the march, is much more equal to the physical strain placed upon him when he has had included in his diet a liberal allowance of sugar than when sugar is denied him.

Trophies, prizes and cups have undoubtedly been won on a diet in which sugar was intentionally a notable constituent. It has even been said that sugar may decide a battle, and that jam after all is something more than a mere sweetmeat to the soldier. The fact that sugar is a powerful "muscle food" probably accounts for the disfavor into which it falls, for a comparatively small quantity amounts to an excess, and excess is always inimical to the easy working of the digestive processes.

Sugar satiates; it is a concentrated food. Where sugar does harm, therefore, it is invariably due to excess. Taken in small quantities and distributed over the daily food intakes, sugar contributes most usefully in health to the supply of energy required by the body. And it is a curious fact that the man who practically abstains from sugar, or reduces his diet to one almost free from carbohydrates in favor of protein foods such as meat, often shows feeble muscular energy and an indifferent capacity for physical endurance.

Have You Entered the Orange Meat Contest?

If not, you are missing an excellent opportunity to win some large cash prizes.

$700.00

Cash is the First Prize

Get your customers to save the bottoms of Orange Meat boxes for you.

Send your nameand address to Orange Meat, Kingston.

Read postcard in package.

Contest closes November 30th, 1909.

CHANGE DISPLAYS WEEKLY.

Change your window displays at least weekly and decorate them in the most tempting manner you know how—such as would have a tendency, if it is a grocer display, to create a desire on the part of the housewife to buy some of the palatable food products shown for her home.

From an artistic point of view, color harmony plays an important part, and in arranging displays the trimmer must depend upon his own artistic taste.

One of the most important features of a window is its illumination. Experience has taught me that it is advisable to cut out all elaborate lighting, such as was used a few years ago, and in its place use some of the newer lighting methods, of which the most popular seems to be the reflector scheme.



Anchor Brand Flour

is the power behind the cook; brings smiles and gives each one the opportunity to 'make good.'

20

Manfd. by LEITCH BROS. FLOUR MILLS. Oak Lake, Man

How About Raising Your Stock of Goodwill

Once, Brother Grocer, for certain reasons which we shant divulge, a large department store needed Half a Million in Cash.

To Discount its Bills.

The Loan was obtained from a *single* bank, simply upon a *Promissory Note.*

And the Bank President gives *some* of his reasons for so readily advancing the Coin:

"A sure and staple market existed for their goods."

"The store had gone ahead, not backward."

"It had kept faith with its customers, *building up Good-will at the same time it built up its sales.*"

"It had put tremendous energy into selling, but never had sold under false pretences."

* * *

Such, Brother Grocer, is the Force of Good-will—*the By-product of your Daily Business.*

How would YOU measure under this standard?

Say, in the matter of your Flour Sales.

Would YOU get the loan?

* * *

There is a "*Sure and Staple market*" for FIVE ROSES flour.

Add FIVE ROSES quality to your Sales Force—then *Go Ahead.*

For it "Puts *Tremendous Energy* into Selling—never sells under False Pretences."

The FIVE ROSES sales start a *Steady Flow of Permanent Profits* into your Cash Balance.

And Cash in the Bank, you know, does not become shop-worn; it does not deteriorate nor depreciate.

* * *

Increase your Stock of Goodwill, Brother Grocer, against the time you may need it.

Some day it will become *Cashable*—when you might want to Sell Out, or Borrow on your Reputation.

For Goodwill is the *only* stock we know of that *appreciates in Value as it increases in Age and Volume*—is it not so?

* * *

FIVE ROSES is carefully packed in *Genuine* Flour Satisfaction ere leaving the Pure-Food mills at Keewatin. Thus it captures the Confidence of the Good Trade.

Which Consistent Quality retains.

And the man who has a Grip on the Confidence of his Community almost literally *carries that Trade in his Pocket*—and it is *his* to have and to hold, until he Abuses it, Retires or Dies.

And FIVE ROSES quality has *never* Abused Confidence nor Retired before any Competition.

* * *

Can't YOU realize this Palpable Fact:

That when you sell *Good Flour,* under the FIVE ROSES label, it is an Asset to YOU—an Asset that appreciates in Value as your sales Increase?

You cannot depend on any other flour to the *same* extent—some have tried.

The Casual Customer becomes a Permanent Patron when fed on FIVE ROSES.

You will soon see that the surface in flour selling has not even been scratched in your vicinity.

And now you must decide whether *you* will sell FIVE ROSES and make Good Profits, or stand idly by while *Competition* collars the Benefits.

Good Profits *plus* New Business *plus* Reputation.

Think well on it, Brother Grocer, and remember that—

"To-day is the best day in the year."

LAKE OF THE WOODS MILLING COMPANY, LTD.

MONTREAL——————WINNIPEG

Makers of Five Roses Flour

Reasons for Objections to New Act in Manitoba

The Extra Provincial Corporations Act Being Strongly Opposed—Meeting Held and Oppisition Voiced—Business Men Claim It to be Unfair to Large Outside Manufacturers Doing Small Business in the Province.

Staff Correspondence.

Winnipeg, Oct. 5.—On the evening of October 1, the various committees representing the Brokers' Association, the Manufacturers' Association, Board of Trade and Grain Exchange, met for the purpose of converging into one argument the results of the various committees investigating in their respective departments regarding the opposition to the present reading of the Extra Provincial Corporations Act, which is to go into effect on November 1st next.

There was a large number of Winnipeg's most influential business men present, and H. P. Pennock, who has conducted the campaign against the Act, and who has been instrumental in arousing the present effective opposition, was asked to preside over the proceedings.

The secretaries of the various committees submitted their reports, which in almost every way were found to harmonize. After discussing the various points brought forward, a general committee was appointed to frame a resolution, which would embody all the arguments submitted, and this resolution is to be forwarded to the Cabinet with the request that the date of the enforcement of the Act be postponed until after the next session of Parliament.

Objections to the Act.

The four main clauses of the resolution will direct the attention of the Cabinet to the following grievances:—

1. Resident brokers and agents already pay a local and provincial business tax, and this should be sufficient, irrespective of the the firms they represent.

2. The extra provincial corporation fees are altogether unfairly proportioned, a firm with several millions capitalized stock and doing a comparatively small business within the province will be compelled to pay more than a firm whose capital stock is less, and whose business in the province may be vastly more.

3. It is unreasonable that any company be asked to submit their annual financial report to the Government, which may or may not become public property.

4. Brokers and commission men consider it unjust that they should be discriminated against in favor of travelers.

The act manifestly offers inducements to outside firms to dispense with resident brokers' services, which service will be put into the hands of traveling salesmen.

Local business men who are doing all in their power to oppose the increase are very anxious that outside firms and manufacturers, which are affected by the Act, should co-operate with them. It is understood that some steps have been taken by the Manufacturers' Association, and it would seem reasonable that the combined opposition of each party would be more effective than individual action. Manitoba business men are working for that which will greatly benefit manufacturers, and they think that in some way the outside firms should acknowledge their endeavors.

RESULTS OF TOBACCO EXPERIMENTS.

Harrow, Oct. 4.—The tobacco crop at the Government experimental station here is practically all harvested. Some varieties of cigar tobacco, including Comstock, Cuban and Hazelwood, are almost entirely cured. The color is good and the quality of leaf very fair. The final results of the fertilizer tests with improved Burley (plug) are not yet ready, but there were very marked differences in the crops as they stood in the fields. The potash and ammonia fertilizer appeared to produce the largest and heaviest leaf, while the complete fertilizer and manure plot was a very close second. The Burley crop will give a fair average yield.

Two kilns of tobacco have been cured, and were emptied and refilled. There are two more kilns being cured out, the whole process being completed in 2½ days. A trial test was made with a kiln of Burley and the prospects are quite encouraging, a very good color being obtained.

RUIN FOR ENGLISH OYSTERS.

A despatch from London, Eng., states that not for twenty-five years has the lot of the English oyster been as hard as this year. Its enemy the mussel has invaded the oyster beds in countless battalions.

The Burnham Oyster Fishery Co. is employing twenty smacks for the sole purpose of dredging up the mussels in the twenty-one miles of oyster beds in its possession. Hundreds of tons of wholly useless mussels have been dredged in the last few months, and it is only lately that any headway has been gained against the enemy. The mussels have no market value. In the Burnham beds there are some 140,000,000 oysters inhabiting different patches, according to their age.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade



BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES, FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

CRANBERRIES
NEW FIGS
Jersey Sweets

are now in, have some come along with your next order. In Peaches, Elbertas are now coming in fine shape and are extra good shippers. Prices right.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

It

Don't require hot weather to sell

Home Guard OR St. Nicholas

Messina Lemons

AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Season for Many Fruits Drawing to a Close—Apples and Grapes Attract the Greatest Attention—Ontario Potatoes a Good Crop.

MONTREAL.

GREEN FRUITS—Melons of all kinds are practically done. Fall apples are coming in freely, but prices are unchanged.

Apples, crabs, bbl	3 50	4 00
" basket		0 35
" Duchess, No 1		3 00
" Alexanders, No. 1		3 50
" " No. 2		3 00
" St Lawrence, No. 1		3 50
" " No. 2		3 00
" Wealthys, No. 1, bbl		3 00
" " No. 2, bbl		2 50
Bananas crated, bunch	1 75	2 25
Cranberries, per bbl		9 00
Cocoanuts, bag	3 00	3 25
Grapes, California, Malagas, crate		1 75
" " Tokays, crate	2 75	3 00
" Delaware, crate		1 50
Lemons, Verdillis, box		4 00
" Maoris, box		4 50
Limes, per box		1 00
Oranges, late Valencias	3 50	3 75
Peaches, California, box	1 50	1 75
" Canadian, basket	0 50	1 00
Plums, California, per crate	1 75	2 50
" Canadian, basket	0 40	0 70
Pears, California, (Bartlett) per box	3 50	4 25
" Canadian (Bartletts), in bbls	4 50	5 50
" Canadian, basket	0 60	1 00
Pineapples, Florida, box	4 00	5 00

VEGETABLES—The market is somewhat dull this week. Prices are unchanged.

Beets, new, dozen bunches		1 00
Carrots, dozen bunches		1 00
" bag		0 60
Cabbage, dozen	0 15	0 30
Celery, Canadian, dozen	0 40	0 75
Cauliflowers, dozen	1 00	2 00
Corn, dozen	0 06	0 10
Cucumbers, dozen	0 05	0 10
" basket		0 25
Green peppers, crate	1 50	2 00
Lettuce, dozen	0 40	0 50
Leeks, dozen		1 00
Onions, doz. bunches		1 00
" red, per bag		1 00
" large, white, dozen		0 40
" Spanish, cases 150 lbs		2 75
" " half cases		1 65
" " crates 50 lbs	0 90	1 00
Potatoes, Montreal, bag	0 60	0 90
" sweet, per bbl		3 50
" " basket		1 75
Parsley, dozen	0 10	0 15
Parsnips, dozen bunches		1 50
Pumpkins, doz	1 25	1 50
Sage, dozen	0 40	0 50
Savory, dozen	0 40	0 50
Spinach, Canadian, box		0 50
String beans, bag	0 35	0 50
" " basket		0 25
Squash, Hubbard, per dozen		1 50
Thyme, dozen	0 40	0 50
Tomatoes, Montreal, gin box	0 25	0 75
" hot-house, lb		0 10
" Chateauguay, per basket	0 35	0 40
Turnips, bag		0 50
" dozen		0 15
Vegetable Marrows, dozen	0 50	0 60
Watercress, dozen		0 40

FISH—With weather more suitable, the fish market is improving considerably. Pickled herrings and green cod are offering more freely from producing quarters. Labrador salmon and sea trout are rather scarce, though some have been bought for this market. In smoked and fresh fish, up to the present, the weather has been against sales, but the trade expects improvement from now on.

FRESH

Barbotte	0 10
Bluefish, per lb	0 14
Brook trout, per lb	0 25
Dore, per lb	0 10
Eels, fresh, per lb	0 08
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 05
Lake trout, per lb	0 10
Market cod, per lb	0 04
Perch, dressed, per lb	0 10
Pike, headless and dressed	0 08
Salmon, B.C.	0 15
Salmon, Gaspe, per lb	0 18
Sea trout, per lb	0 12
Steak cod, per lb	0 06
Whitefish, per lb	0 10

FROZEN

Dore, winter caught, per lb	0 08
Halibut, per lb	0 09
Mackerel, per lb	0 10
Steak cod, per lb	0 04
Salmon, B.C., red, per lb	0 10
Salmon, Fall, per lb	0 08
Salmon, Qualla, per lb	0 09
Whitefish, large, per lb	0 09
Whitefish, small, per lb	0 06

SALTED AND PICKLED

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Green cod, No. 1 medium, per lb	0 03
" small, per lb	0 02½
" large, per lb	0 03½
Labrador herring, bbl	5 50
Labrador herring, half barrel	3 00
Labrador sea trout, bbls	12 50
" " " half bbls	6 50
No. 1 mackerel, pail	2 00
No. 1 " half bbls	8 00
Skinless cod, 100 lb. case	5 25
Salmon, B.C., half bbls	9 00
Salt sardines, 20 lb. pail	1 00

SMOKED

Bloaters, large, per box	1 25
Haddies, 15 lb. bxs., per lb	0 07
Herring, new smoked, per box	0 14
Kippered herring, per box	1 10
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 28
Oysters, choice, bulk, Imp. gal	1 40
" "Sealshipt" Imp. gal	1 80
Frogs legs, per lb	0 40

TORONTO.

GREEN FRUITS—The fruit market shows a decided falling off this week. Many lines are showing signs of approaching the end of their seasons. The best peaches are over, and the receipts grow less from day to day. Plums are practically done. Pears are also dwindling away. Apples, however, are getting more plentiful, and are selling for $1.50 to $2.50 a barrel. Good keeping winter apples are not yet offered. Grapes are at their best, and are King in the market.

The late Valencia California oranges are still almost the only kind on the market, but the Floridas are expected in a few weeks. The exports of apples to England are very heavy. Last week 44,000 bbls. left Montreal and Halifax.

Apples, green, basket	0 15	0 35
" per barrel	1 50	2 50
Bananas	1 50	1 75
Cranberries, per bbl	8 50	9 00
Grapes, small basket	0 15	0 17
" large	0 25	0 30
Lawtonberries	0 04	0 05
Lemons, Verdelli	3 50	4 00
Limes, crate		1 25
Oranges, Cal. Valencia	3 25	3 75
" Cal. small		3 00
Peaches	0 40	1 00
Plums, Canadian, basket	0 20	0 50
Pears, Can., basket	0 30	0 75
Pineapples, per doz		2 40
Quinces, per basket	0 30	0 40

VEGETABLES—Potatoes are coming in freely and the market is dull. The crop is excellent, both in quantity and quality, pretty much all over Ontario. They are worth delivered on the track in car lots 55c per bag. Onions are making a big show, and lots are changing hands.

Cantaloupes are still occupying a prominent place in the market. Tomatoes cannot keep up the appearance they did a few weeks ago. Cucumbers are the scarcest vegetable in the market. Egg plants are grown more extensively from year to year.

Beets, per bunch	0 15	0 20
Cabbage, Canadian, per barrel	1 25	1 50
Cantaloupes, Canadian, per basket	0 25	0 30
" " per case	0 40	0 50
Carrots, new, per basket		0 20
Celery, Canadian, per doz		0 60
Corn, dozen	0 08	0 10
Cucumbers, per basket	0 35	0 40
Egg plant, per basket	0 35	0 40
Onions, Canadian, green, per dozen		0 25
" Danvers, bag	1 15	1 25
" new, Valencias, crate	2 75	3 00
" Spanish		2 75
" " half cases		1 75
Peppers, green, per basket	0 30	0 35
" red, per basket	0 50	0 60
Potatoes, Canadian, per bag	0 70	0 75
" sweet, basket		0 65
" sweet, per hamper	2 00	2 25
" sweet, per barrel	3 75	4 00
Radishes, per dozen		0 25
Tomatoes, Canadian, per basket	0 20	0 30
Watermelons, each	0 30	0 45

FISH—Receipts this week are more liberal, and as the weather is cool they arrive in better condition. The demand is good and prices are well maintained.

Bloaters, per box		1 20
Blue fins		0 06½
Carp		0 03
Cod, fresh caught		0 07
Cod, Imperial, per lb		0 05
Cod, Arcadia		0 10
Ciscoes, per basket	1 00	1 10
Eels, per lb		0 08
Finnan haddie	0 07½	0 08
Haddock, fresh caught		0 07
Halibut, fresh caught		0 10
Herring, medium, per lb., fresh caught	0 05	0 06
Herring, Digby, per box		0 15
Lobsters, each	0 25	0 30
Mackerel, each	0 20	0 25
Perch		0 07
Pike		0 06
Quail on toast		0 05½
Sea salmon		0 17
Trout, fresh caught		0 10
Whitefish, fresh caught		0 10
Yellow pickerel		0 09
Oysters, selects, per gal		1 90
" standards, per gal		1 60

LOBSTER CATCH DECREASING.

Newcastle, N.B., Oct. 4.—Commissioner Wakeham has completed the taking of evidence in the investigation of the lobster fisheries in Eastern Canada. The last place he visited was Charlotte County, N.B. He states that the evidence collected in Charlotte County, like that obtained in other parts of Canada, is very conflicting. One thing is true of all districts, however—the catch of lobsters is steadily falling off. This falling off is due to the catching of undersized

NEW FIGS

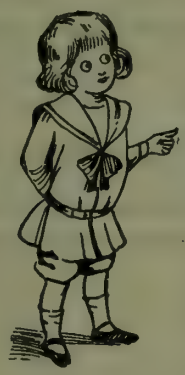
BUFFALO BRAND

Layers in all sizes and styles, also Fancy Washed and Pulled Figs in glass jars and packages.

Prototen Natural Pulled Table Figs, specially fine, in 2, 3, 5, 10, 14 and 28 lb. boxes.

Cranberries, Sweet Potatoes etc.

WHITE & CO., LTD, TORONTO and HAMILTON



Profit-Money

This is what you are in business for. Nothing you handle nets a better margin than Lemons and you do not sell as many as you can. Do not hand your customers *a* lemon but hand them a *dozen*—tell them about the many ways they can use them. Lemons served with Fish, Oysters, Salads, add a delicacy to the flavor that can be equalled only by another dish served the same way. Increase your sales.

"BUSTER BROWN"

W. B. Stringer, Toronto — Canadian Agent, for Sicily's Largest Lemon Exporters — **Fratelli Follina,** Palermo, Messina

DATES

A delicious Fruit.
A nourishing food.

Order from your wholesaler

HALLOWI
"Camel" Package Brand

SAIR
"Eagle" Package Brand

FARD
7 lb. boxes

"MONOGRAM" Extra Fancy — **"CAMEL"** Extra Choice

WM. HILLS, JR.
IMPORTER
W. B. STRINGER, Agent, TORONTO

CANADIAN FRUITS—Now at Their Height

Large Quantities arriving daily.

PEACHES
PEARS
PLUMS and
GRAPES

Prices reasonable.

SEND US YOUR ORDERS

HUGH WALKER & SON
GULEPH, ONTARIO

lobsters, and to the destruction of berried lobsters. The only remedy, he intimates, is legislation increasing the size of the lobster which can be legally caught. The consensus of opinion in Charlotte Co. was in favor of a uniform size of ten and a half inches, and a uniform season on the border, with the establishment of a lobster hatchery.

Falls in With the Idea of Holding a Fruit Show

"Lover of Fruit" Thinks General Public Should Become Educated on Different Kinds of Fruit—Suggests Annual Show at Fruit Market When Retailers Shall be in Charge.

Editor Canadian Grocer, — The idea suggested by The Canadian Grocer in last week's issue, of holding a fruit show one day each year at the fruit market is a capital one. Few people have any idea of the immense quantities, the excellent qualities, and the endless varieties of fruit that come to our market and are handled each day, during the fruit season. Besides affording the people an opportunity of seeing the most inviting and attractive exhibition of the year, it could be made invaluable from an educational point of view. The difference in varieties could be printed and literature distributed with interesting information as to their food values, the names of the different varieties and kinds of fruit. Also information on preserving, could be given as well as the various methods of doing them up, and how to use them in different ways. We have at present several dozen varieties of peaches, and all that the masses of the people know are two kinds, the cling stones and the Crawfords. They all fight against the cling stone and for the Crawford. Nothing but a Crawford will do, and yet thousands of baskets are sold, which are not Crawfords, but are sold as such. Why all this ignorance? Why compel the retailer to sell them as Crawfords or else lose the sales? Ignorance is always a hindrance, and the more we can enlighten the people in the goods they buy, the easier it will be to do business with them.

The idea of the article I refer to is unique, but so feasable that it must at once commend itself to the fruit men. The day could be arranged several weeks ahead, and then on that day have special shipments, and the retail merchants prepared to take possession. It may be too late for this year, but it should certainly have due consideration before next year.

A LOVER OF FRUIT.

Toronto, Oct. 6, 1909.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

APPLES. If you want to buy or sell a carload it will pay you to get in touch with us.
THE DAWSON COMMISSION CO., TORONTO



BRAND
Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and Pictou, N.S. Canada

There is safety and health in every can of

Golden Crown and Golden Key

Brand of Lobsters.

We guarantee each can to contain the finest selected, fresh, appetizing lobster only, which is handled and packed in an up-to-date sanitary factory. These brands are genuine satisfaction-givers, and they leave, moreover, a good margin of profit. Send for prices.

SOLE PACKERS
W. S. LOGGIE CO., LIMITED
CHATHAM, NEW BRUNSWICK

We Are Expert Judges of Fish



That's why we are in the foremost position as packers. We know the quality, value and character of all deep sea fisheries.

We have our own boats, in charge of our own men, who make daily trips to the piscatorial harvest fields and there catch the fish from which we select personally the finest, to be packed under the Brunswick Brand.

Our methods of manufacture are scientific, sanitary and progressive.

The Brunswick Brand Leads. Handle what will please your customers.

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros. Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co. Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System,

SOUTH NORWALK, Inc.
Connecticut.

Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavour, and because there is an absolute guarantee of purity of contents given with each tin. From 24 to 30 of the finest small autumn caught sardines go to each tin, which is provided with a spare lid for use after the tin has been opened. "Concord" Sardines will more than please your better-class customers and will prove a remunerative line to handle.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. Radiger & Janion, Vancouver & Victoria, B.C.
W. A. Simonds, St. John, N.B.

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Coristine Building
Manitoba; Watson & Truesdale, Winnipeg, Man,
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

Part II:—

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation Order?
Bulk versus Package Teas.
How to Establish a Tea Trade.
Tea Blending.

275 Pages - - Price $2.00
Fully Illustrated

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Queen City Water White Oil

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The most economical high-grade oil ever sold in Canada.

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Profits right from the start, and Prizes.
No money required to begin.
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You be sure to write at once and we will send you 5 copies for next week and everything necessary.

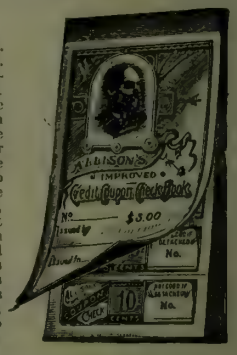
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Mr. Level-Headed Grocer

Which will YOU do, hold the credit customer AND GET YOUR MONEY OUT OF HIM? Or lose both the customer and the money he owes you? The answer ought to be simple. There is ONE WAY to hold this class of customers, please them, and avoid loss. That way is by using the

Allison COUPON BOOK SYSTEM

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, U.S.A
Order them from your Jobber



LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

ABSORBINE

Full directions in pamphlet with each bottle. $2.00 a bottle at dealers or delivered. Horse Book 9 D free.

ABSORBINE, JR., for mankind, $1 a bottle, removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

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Wolverine

Show Case



The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

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No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

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Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE,
LONDON, E., ENG.

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J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

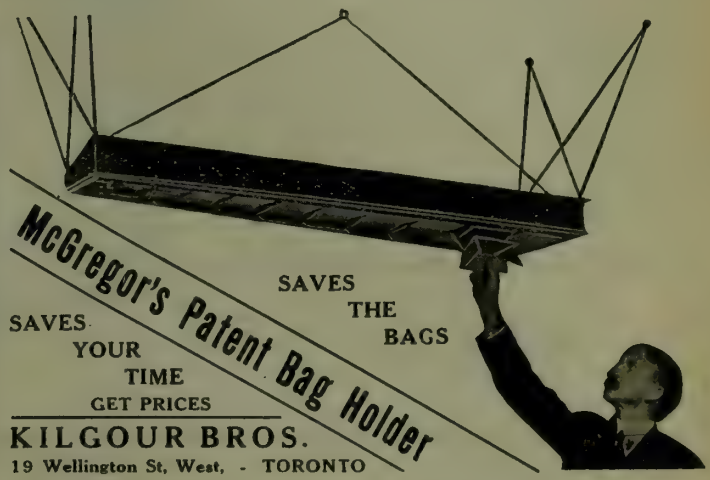
Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

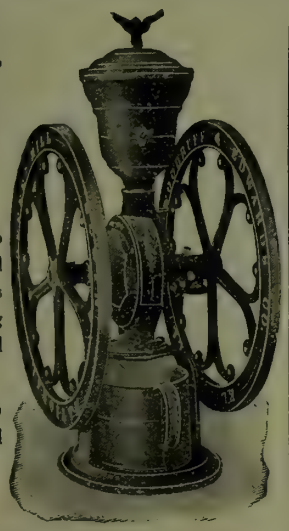
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40 DIFFERENT STYLES



This favourite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

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The great success of the "Enterprise" works is built on the policy that they have no time to waste in making anything but the *best*.

Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.



This Company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

"ENTERPRISE"

Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a new Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only $6.00; Auger, 75c.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50c. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U.S.A.
21 Murray St., New York, 438 Market St., San Francisco

A PUMP THAT SHOWS A PROFIT

Apple Shippers

Send to the

Hamilton Stamp and Stencil Works, Ltd.

HAMILTON, ONT.

FOR

Stencils, Inks, Brushes, &c.

TRADE MARK KEYSTONE BRAND REGISTERED

AT THIS SEASON THERE IS ALWAYS A GOOD DEMAND FOR

BRUSHES

FOR HOUSECLEANING PURPOSES

We make a specialty of this class of goods—and have the largest range in Canada to choose from. You will also find our goods of SUPERIOR QUALITY AND FINISH —AND VALUES UNEQUALLED

Place your order now for the Keystone Brand

Manufactured by

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 3 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	8 "	0 75
4 "	12 "	0 95
2 "	12 "	1 45
4 "	16 "	1 55
2 "	16 "	1 70
1 "	4½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

6 oz.	$ 0 95
½ lb.	1
6 oz.	1 25
½ lb.	2 55
12 oz.	3 85
1 lb.	4 90
3 lb.	13 60
5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams Per doz		Jellies	
Strawberry	1 90	Peach	1 80
Raspberry	1 90	Pear	1 70
Black currant	1 80	Red currant	2 40
Red currant	1 80	Black currant	2 40
Raspberry & red currant	1 80	Crabapple	1 70
		Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
Damson plum, stoneless	1 70	Scotch	1 40
		Orange Jelly	1 75
Greengage plum, stoneless	1 70	Green Fig	2 25
		Lemon	1 80
Gooseberry	1 80	Pineapple	2 25
		Ginger	2 25

Pure Preserves—Bulk.

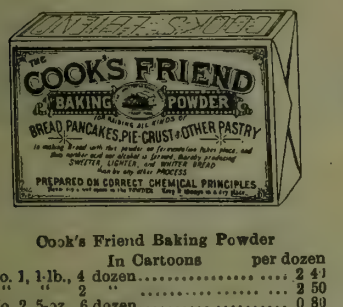
5's & 7's per lb.		14's & 30's per lb.	
Strawberry	0 11		0 10½
Black currant	0 11		0 10½
Raspberry	0 11		0 10½
Other varieties	0 09		0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 [illegible]
½-lb. " " " "	
¼-lb. " " " "	0



Cook's Friend Baking Powder

	In Cartoons	per dozen
No. 1, 1-lb., 4 dozen		2 40
" " 2 "		2 50
No. 2, 5-oz., 6 dozen		0 80
" " 3 "		0 85
No. 3, 2½-oz., 4 dozen		0 45
No. 10, 12-oz., 4 dozen		2 10
" " 2 "		2 20
No. 2, 4-oz., 6 dozen		0 70
" " 3 "		0 75
	In Tin Boxes	per dozen
No 13, 1-lb., 2 dozen		3 00
" 14, 8-oz., 3 "		1 75
" 15, 4-oz., 4 "		1 10
" 16, 2½ lbs		7 25
" 17, 5 lbs		14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz.. $1 40

White Swan Flaked Rice, per doz..... 1 00

White Swan Flaked Peas, per doz..... 1 00

Blue

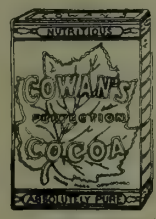
Keen's Oxford, per lb..... 0 17

In 10-box lots or case..... 0 16

Gillett's Mammoth, ¼ gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—

Perfection, 1-lb. tins, per doz.	$1 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size 5-lb. tins per lb.	0 90
Soluble, bulk, No. 1, per lb	0 37
Soluble, bulk, No. 2, per lb.	0 20
	0 18
London Pearl, per lb.	0 22

Special quotations on Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	per lb.
Plain Rock, ½s & ¼s, cakes, 12-lb. bxs	0 30
Perfection chocolate, 20c size, 4 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½s and ¼s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Lozenges for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
	Per lb.
Confections—	
Milk chocolate wafers, 5-lb. boxes	0 35
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2,	0 25
Nonpareil wafers, No. 1,	0 35
Nonpareil wafers, No. 2,	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. Macdiarmid, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz.	$	.90
¼ " " 2 " "	"		2.40
½ " " 2 " "	"		4.75
1 " " 1 " "	"		9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

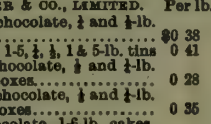
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½s	0 38
" " ¼s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ¼'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb " "	0 27½
½ lb. packages assorted in 5 lb. box	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18		0 16
Special Shred	0 17		0 15
Ribbon	0 19		0 17
Macaroon	0 17		0 1
Desiccated	0 16		0

White Moss in 5 and 10 lb. square tins. 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., 1 lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 00

Reindeer" brand per case (4 doz.) 5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation [illegible] with 2 tumblers), $10 per doz.



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

[illegible] —Imperial

Large size jars, per doz. 8 25

Medium size jars, per doz.	4 50
Small size jars, per doz.	2 40

Individual size jars, per doz. 1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

CLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

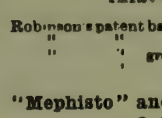
"Vita" Pasteurized Extract of Beef. Per case.

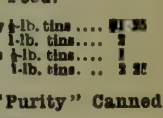
Bottles	1-oz.,	case of	2 doz		$3 20
"	2 "	"	1 "		3 00
"	4 "	"	1 "		4 50
"	20 "	"	½ "		4 75
"	20 "	"	1 "		9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2
" " groats ½-lb. tins	1
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	1	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.



Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
3-lb. tins, 2 doz. in case	per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	" 0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
3-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	07

Friends—Not Growlers



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always made up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Fortify Your Position

as a Grocer by adding to your shelves the World's

Best Shoe Polish

2 in 1

With the wet weather now coming on you can sell "2 in 1" all the time, as it is perfectly waterproof

MAKE A POINT OF THIS. ORDER TO-DAY.

The F. F. DALLEY CO., Ltd. **Hamilton, Can: Buffalo, N.Y.**

SORT UP YOUR STOCK

From now on commences a good steady demand for

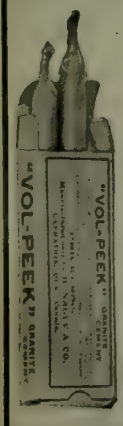
STOVE POLISH

Get ready to look after your trade requirements with the "old reliable"

James Dome Black Lead

The best in Stove Polish that money can buy. Sold by all jobbers

W. G. A. LAMBE & CO. - Canadian Agents.



"VOL-PEEK"

GRANITE CEMENT

for Mending Holes in Pots and Pans.

A profitable line that you can sell without trouble. Send for a sample lot.

H. NAGLE & COMPANY

LAPRAIRIE, QUE.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.



Goodwillie's PURE FRUITS

In Glass

Purest and best line on the market, and by all means the most highly satisfactory to handle.

The luscious, ripe fruit is procured and packed in our factory right in the fruit-growing district.

You can always count upon the genuineness of Goodwillie's Pure Fruits in Glass.

Prices from your wholesaler.

AGENTS :

Rose & Laflamme, Ltd. - Montreal and Toronto

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

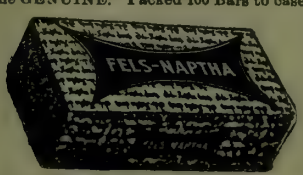


Assorted Case,		Contains 4 doz. $3.60
Assorted Case,		Contains 2 doz. $1.80
Lemon	(Straight)	Contains 2 doz. $1.80
Orange	(Straight)	Contains 2 doz. $1.80
Raspberry	(Straight)	Contains 2 doz. $1.80
Strawberry	(Straight)	Contains 2 doz. $1.80
Chocolate	(Straight)	Contains 2 doz. $1.80
Cherry	(Straight)	Contains 2 doz. $1.80
Peach	(Straight)	Contains 2 doz. $1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases, or more	4 95



List price.
"Shirriff's" (all flavors), per doz ....
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 11½
½-bbls.	0 11½
Tubs, 60 lbs.	0 11¾
20-lb. Pails.	2 40
20-lb. tins	2 30
Cases 3-lb.	0 12⅜
" 5-lb.	0 12⅜
" 10-lb.	0 12¼



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10¾
Tubs	0 11
20-lb. pails.	0 11¼
20-lb. tins	0 10¾
10-lb. "	0 11¼
5-lb. "	0 11½
3-lb. "	0 11¾
1-lb. cartons	12

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$3 50
Ditto, hotel	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F.	¼-lb. tins	per doz. $ 1 40
"	½-lb tins	" 2 50
"	1-lb. tins	" 5 00
Durham	4-lb. jar	per jar 0 75
"	1-lb. jar	" 0 25
F.D	¼-lb. tins	per doz. 0 85
"	½-lb. tins	" 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases	60 1-lb. packages	$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	30 1-lb. "	2 75
	60 ½-lb. "	

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Screw jar polish	"	6 00



3 doz. to box..... $3 60
6 doz. to box $7 20
30 days.



1 Box Price ... $4.00
5 Box Price $3.90
Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 6-lb. carton.	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel... per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

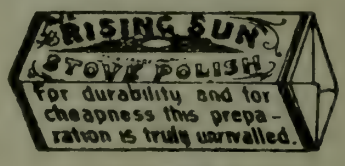
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 48-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
1-lb. toy drums, with drumsticks in case	08
Kegs, ex. crystals, 100 lb.	0 08
Brantford Gloss—	0 07
1-lb. fancy boxes, cases 24 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	"
¼ barrels, 175 lbs	0 03¾	"
Pails 25 lbs	1 30	each
" 38½ lbs	1 80	"

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 35
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)



Teas

THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

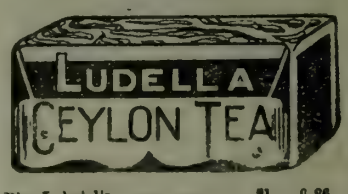


EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ¼'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Ring-Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters

Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.



MELAGAMA TEA

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs., & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb. " "	0 21	
Blue Label, retail at 30c	0 23	
Green Label, " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label " 80c	65	



Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s.	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	51

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S BAKING SODA

It isn't only that

"COW BRAND" BAKING SODA

is stronger and purer than any other package or bulk soda but that it is always uniform and thoroughly reliable.

The housekeeper's guarantee lies in the reputation of the manufacturers.

Your guarantee for profit lies in "COW BRAND" Baking Soda's popularity with the housekeeper.

Ask your jobber for same

Church & Dwight

MANUFACTURERS

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

DELAY resulting from scarcity of empty cars may be avoided by ordering your requirements of **SALT** now

FROM

VERRET, STEWART & CO.
LIMITED

No. 12 Port Street
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand
WE OWN IT

4 Free Phones

Will have to add more soon. Are you taking advantage of this facility? Try the system.

Up 2 cts. a Pound

Teas have advanced two cents per lb. We are, however, holding our **"Empire" Teas** in bulk and packages at old prices. Place your order now.

FISH.—Just commencing to be in demand. We have very choice **No. 1 Labrador Herring** Splits, also fine selected Mackerel.

SALMON.—Our special bargain is having good sale. Do you want a few cases also ?

SALT.—There's one Salt that pleases everybody, and is the very best—it's **Diamond Crystal.** Try a barrel.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - ONTARIO

CANADIAN GROCER

FALL NUMBER



THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG NEW YORK CHICAGO LONDON ENG.
PUBLICATION OFFICE-TORONTO

VOL. XXIII OCTOBER 15, 1909 NO. 42


20 lbs.
NET
EDWARDSBURG
CROWN
BRAND
REGISTERED
PURE
TABLE SYRUP
WE GUARANTEE THIS
TABLE SYRUP
TO BE PURE AND WHOLESOME.
MANUFACTURED BY THE
EDWARDSBURG STARCH CO.
CARDINAL, ONT.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, OCTOBER 15, 1909. NO. 42.



People Are Asking For It

Robinson's Patent Barley

is such a healthy food for young and old that those grocers who have stocked it consider it a paying staple. If you haven't sold it write for samples and particulars.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Canada's Leading Starches

Edwardsburg

"Silver Gloss" Starch

(for laundry purposes has no equal.)

Benson's "Prepared" Corn

most perfect for cooking, puddings, dessert, etc.

These brands are found in every up-to-date grocery store. They make satisfied trade.

Demand them of your jobber.

EDWARDSBURG STARCH CO.

ESTABLISHED 1858 LIMITED

53 Front St. E., TORONTO, Ont. Works: CARDINAL, Ont. 164 St. James Street, MONTREAL, P.Q.

UPTON'S

Jams, Jellies, Marmalade

are made by Canadians for Canadians

Canadian fruit is second to none, no matter in what part of the world it is grown. Sugar refined in Canada from the raw cane has a higher standard of purity than any other.



UPTON'S



UPTON'S



Our name on the label is the grocer's safeguard. During all the years we have been in business we have stood behind every bottle of our products—we are doing so to-day—and will ever do so.

YOU ARE PROTECTED

when you handle our lines. YOU get value—your customers get honest value for their money. YOUR profit is good and sure, because the goods SELL. What is more, you get satisfaction, because UPTON'S appeal to your customers as no other preserve will, and as a Canadian you build up your trade in Canadian lines.

When you ask your jobber for Upton's Jams, Jellies or Marmalade, be wary of the "just as good;" insist and you can get the real thing.

The T. Upton Company, Limited, Hamilton, Ontario

Highest Quality

The absolute purity of Cox's Gelatine makes it a standard product of world-wide fame. Whether in powdered or shredded form, it is still as free from foreign substances as the clearest rock crystal from mother earth.

Cox's Gelatine

It has never disappointed, and never will, because folks get what they expect and want when they buy the peer of all—"Cox's." Highest quality to-day, to-morrow and all the to-morrows to come. A safe and certain asset for a grocer's stock - in - trade — always worth its face value of 100 cents on the dollar.

Codou's Macaroni, Vermicelli, Spaghetti, fancy letters and pastes, represent the top-notch of quality—the highest attainment of skill, experience and cleanliness in a model factory, said to be (by those who really know) one of the finest in the world.

Codou's Macaroni

A macaroni whose delicacy and whiteness bear witness to the caution used in selecting only finest wheat (from Taganrog) for the making. Tender as a macaroni can be, nutritious to the highest degree. Let the name on every package "Codou" serve to assure you of highest quality when you buy.

Highest Quality

ARTHUR P. TIPPET & CO.

Agents

Montreal *Toronto*

Sugar forms a large percentage of every grocer's business:

The season is rapidly approaching when Granulated Sugar will be in active demand with you. It will be to your interests to supply your customers with the BEST, which is the well-known

Redpath

the standard for excellence and purity.

Redpath's Granulated Sugar

is the acme of Sugar Refining. Its sale by the grocer guarantees satisfaction to consumer.

All wholesale grocers keep it.

MADE BY

The Canada Sugar Refining Co., Limited

MONTREAL

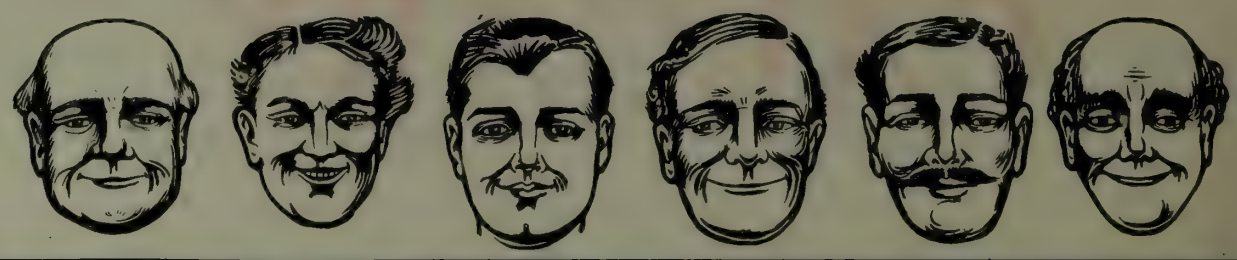
FOR YOUR
HIGH-CLASS FAMILY TRADE AND SATISFACTORY RESULTS
HANDLE



ABSOLUTELY THE FINEST BLEND OF MOCHA AND JAVA ON THE MARKET.

PACKED IN 1 POUND TINS. 2 DOZEN PER CASE.

WHITE SWAN SPICES AND CEREALS, LIMITED
CANADA'S PURE FOOD PRODUCERS TORONTO, CANADA



TRADE IS BOOMING OUT WEST

ARE YOU GETTING

your share of the trade this record harvest has brought to the West? Perhaps your difficulty is you can't get

IN TOUCH

with the right people! We are here with every facility for the prompt handling of your manufactures, and we have the experience, the connection, the business ability and the financial standing to crown your venture

WITH PROSPERITY

Let us hear from you

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG, MANITOBA

CALGARY

ALBERTA

Manufacturers and Shippers

Does the above mean anything to you? Does it interest you? If not, Why not? Let us help you. We have the confidence of a very large number of Canadian and Foreign Manufacturers whom we represent here and are sure can give you satisfaction in every respect, if you will let us introduce your goods and make a start for you in this market.

We have good warehouse, storage and ***track facilities*** and can guarantee satisfaction.

We will be glad to hear from any manufacturer or shipper requiring representation in The Great West.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY, ALBERTA

Nicholson & Bain

Edmonton, Alberta, Canada

Messrs.
Manufacturer & Shipper

Have you all the business you want?

If you want a share of the trade of Central and Northern Alberta

Place your account in our hands. We can get you your full share of the trade in our territory.

We are prepared either to sell goods for direct shipment to the wholesale trade, or to carry stocks on consignment.

Excellent Track Storage
Carload Shipments Distributed

Nicholson & Bain

Wholesale Brokers and Commission Merchants

CORRESPONDENCE SOLICITED

"PROSPERITY" Brand—

Just the kind you are looking for—to give you a boost along the road to prosperity.

These are first-class goods at especially low prices that will give you an opportunity to make a good profit.

WE HAVE THEM IN

CANNED
2's, Heavy Syrup

PEACHES, PEARS, PLUMS
RASPBERRIES and STRAWBERRIES

WE GUARANTEE THE QUALITY OUR PRICES ARE RIGHT

ORDER NOW

EBY-BLAIN, LIMITED

Wholesale Grocers - - - TORONTO

Three Lines no Grocer Should be Without



"WE CLEAN UP EVERYTHING"

AMMONIA POWDER
CHLORIDE OF LIME
LIQUID AMMONIA
} **BULL DOG BRAND**

WHY? Because of their utility and indispensability in the HOME!

The powder washes clothes and dishes and is a general disinfectant.

Chloride of lime is a splendid disinfectant and bleaching agent.

Liquid Ammonia is used for softening the water for wash-day, and for taking spots off clothes.

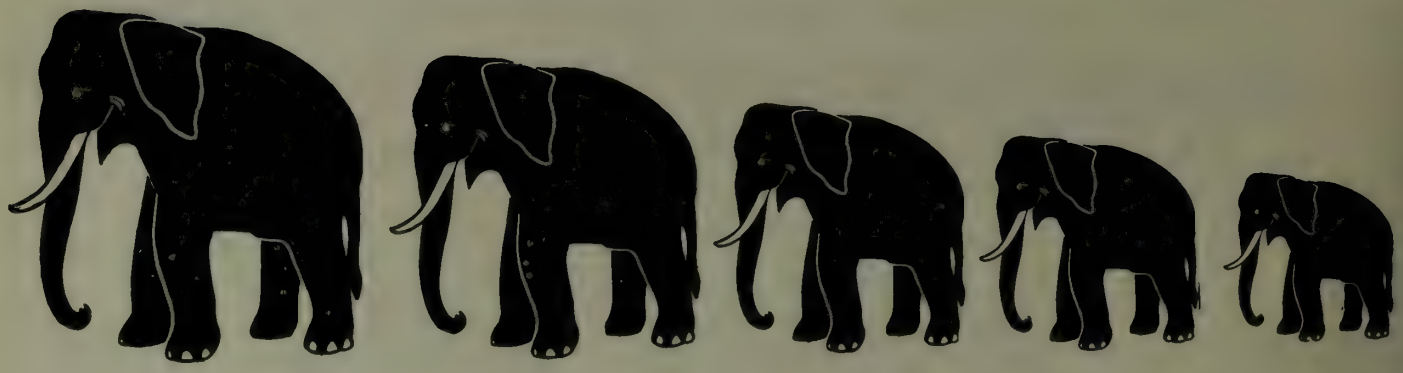
There is a big demand for these goods. Don't let your best customer go to the next-door grocer for Bull Dog Brand. Supply him yourself.

WRITE FOR QUOTATIONS

Agents
Snowdon & Borland
Montreal

JOHN B. PAINE CO., Limited
TORONTO - CANADA

Agents
Lock & Williams
Winnipeg



An Unparalleled Record!

The Story of the Increase in "SALADA" Sales.

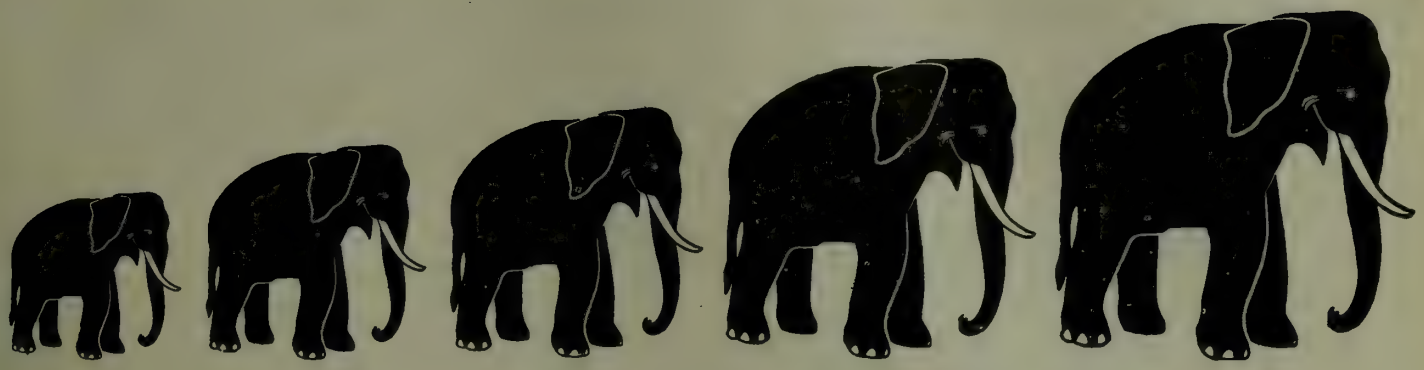
SEVENTEEN years ago we commenced business. In this short space of time the output of "SALADA" has grown from 63,290 packets annually to the present immense output of 19,146,505 packets annually.

It has won its present position solely on merit. It is holding first place in the homes of the Nation. It stands at the top for value, for cleanliness and purity, for delicious flavor and incomparable quality — a superior tea for every grocer to sell as a business-builder and a trade-drawer.

1892 - - - -	**63,290 packets sold.**
1896 - - -	**1,368,550 packets sold.**
1900 - - - -	**6,103,760 packets sold.**
1904 - - -	**12,385,215 packets sold.**
1908 - - - -	**19,146,505 packets sold.**



Do You Sell Your Share ?



Telling the People!

We Are Putting Out a Good Article and Are Telling the People of Its Goodness.

THIS ANNOUNCEMENT is opportune. It comes with the launching of the largest advertising campaign we have ever undertaken. We are using large display advertising in practically every paper (363 papers in Ontario alone) from the Atlantic to the Pacific — trade-producing copy that means business — good active business.

It is a continuation of our progressive policy — of putting out a good article and then **telling** the people of its goodness. This is of inestimable value to you, because the call for "SALADA" is **maintained** — it means continuous and increasing business. The people buy "SALADA" and they **continue** to buy it because we guarantee and maintain the rigid standard of quality for which "SALADA" is famous. We have upheld our recognized reputation for serving the public well. Our enormous and steadily increasing sales reflect the confidence of every grocer and consumer in "SALADA" — the appreciation of both for honest, consistent service.

Do You Sell Your Share?



OUR HONEST BELIEF
Is That We Have Brought

RAM LAL'S PURE TEA

as near perfection as modern methods and materials will permit. Ram Lal's Pure Tea has a distinct individuality that lifts it above the line of comparison with other brands.

Sold at following prices :

Sealed Lead Packages

Pink Label	1's and ½'s	costs you	30c. per lb.
		you sell at	40c. per lb.
Gold Label	1's and ½'s	costs you	35c. per lb.
		you sell at	50c. per lb.
Lavender Label	1's and ½'s	costs you	42c. per lb.
		you sell at	60c. per lb.
Green Label.	1's and ½'s	costs you	50c. per lb.
		you sell at	75c. per lb.

Decorated Tins

Gold tins	5's	costs you	35c. per lb		$1.75
		you sell at	50c. per lb		$2.50
Gold tins	3's	costs you	35c per lb		$1.05
		you sell at	50c. per lb		$1.50
Gold tins	1's	costs you	36c. each		
		you sell at	50c. each		
Gold tins	½'s	costs you	18c. each	36c. per lb.	
		you sell at	25c. each	50c. per lb.	
Red tins	½'s	costs you	35c. each	70c. per lb.	
		you sell at	50c. each	$1.00 per lb.	
Red tins	¼'s	costs you	18c. each	72c. per lb.	
		you sell at	25c. each	$1.00 per lb.	

Head Office for Canada - - 266 St. Paul St., Montreal

RAM LAL'S PURE TEA CO., Limited

WINNIPEG

GROCERY BROKERS

ALSO MANUFACTURERS' AGENTS AND

COMMISSION MERCHANTS

WHOLESALE ONLY

We make a specialty of carload business. We are also in close touch with

REGINA, SASKATOON, CALGARY and EDMONTON

W. H. ESCOTT

OFFICE AND TRACK WAREHOUSE: - - - - 141 BANNATYNE AVENUE

TRADE MARK KEYSTONE BRAND REGISTERED

AT THIS SEASON THERE IS ALWAYS A GOOD DEMAND FOR

BRUSHES

FOR HOUSECLEANING PURPOSES

We make a specialty of this class of goods—and have the largest range in Canada to choose from. You will also find our goods of SUPERIOR QUALITY AND FINISH —AND VALUES UNEQUALLED

Place your order now for the Keystone Brand

Manufactured by

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO



WE CLAIM

that about 3 pounds of

MOLASSINE MEAL

given to a horse daily in substitution of same weight of other food will keep him in

PERFECT HEALTH

all the year round, and prevent COLIC, DIARRHŒA, COUGH, WORMS, and OTHER COMPLAINTS.

THAT IT GIVES

A GLOSSY COAT

and keeps him up to his FULL CAPACITY FOR WORK.

Sole Importer

Andrew Watson, 91 Youville Square, Montreal

SPECIAL NOTICE

MACKINTOSH

The Only Toffee



TOFFEE

Supplied to the Queen of England and Empress of Russia

Mackintosh Toffee, now one of Canada's Products, Manufactured at the Mackintosh Toffee Works, Brockville, Ont., by the

JOHN BULL CANDY CO.

This Toffee is essentially a Spring, Fall and Winter Sweetmeat; its properties, besides delightful flavor, consisting of the fats of Milk and Cream and Creamery Butter, all of which are guaranteed to be of the finest quality, thereby assuring to the consumer a sweetmeat giving heating and nourishing properties to the body.

W. GORDON STABLES, M.D.,C.M., says: "Toffee feeds the teeth by supplying the body with warmer, richer blood. What are we eating when we place Toffee in our mouths? The answer is: a composition of the best sugar, and fats of the most easily digested kind, namely, cream and butter, which are fuel food of the greatest value in the animal economy taken in the most pleasant of all formulas---Toffee." Let me say to all whom it may concern, and surely health concerns everyone, that I have analysed and tested the toffees produced by John Mackintosh, Ltd., that I have visited the works and critically examined everything with the manufacture of that toffee, and do unhesitatingly pronounce it the healthiest of all the sweetmeats that I have ever known.

AGENCIES

W. H. DUNN, 396 St. Paul Street, Montreal, and 27 Front St. East, Toronto, Ont. J. C. CREED, Halifax, Nova Scotia.
DONNELLY, WATSON & BROWN, Calgary, Alta. (Not yet appointed), Winnipeg, Man.
The DOMINION BISCUIT CO., Ltd., Vancouver, B.C. (Brockville District) ABBOT, GRANT & CO., Ltd., Brockville, Ont.

The Trade can now rely on their supplies being quite fresh and new.

THE "PURE GOODS LITSTER" MARK



TO THE CONSUMER

IT MEANS PURITY AND **SATISFACTION**

TO THE GROCER

IT REPRESENTS a combination of the best experience in the country with modern premises, equipment and methods.

IT MEANS PRICES as low or lower than inferior products, because of this factory saving.

IT IS DISPLAYED on bright, attractive packages.

IT STANDS for a square deal and treatment every time.

IT GUARANTEES SATISFACTION.

THE LITSTER PURE FOOD CO., LIMITED

EXTRACTS
JELLY POWDERS
PUDDINGS
ICINGS

1297-1301 Queen St. West

TORONTO

SPICES
BAKING POWDERS
COFFEES
SALAD DRESSING POWDER

Tartan BRAND

SIGN OF PURITY

To nearly every grocer who reads this advertisement "Tartan Brand" represents something real—something that plays an important part in his business every day in the year. It is a brand that has become standardized with the trade throughout Canada, because it is, and always has been, backed up by goods whose quality never varies—it is always dependable, always the best.

Then Balfour, Smye & Co. always endeavor to give a better service in every way than any one else is able to give. They generally succeed.

"Tartan Brand" + Better Service is a strong combination. Every grocer needs it.

"Tartan Brand"

Canned Vegetables, Canned Fruits, Canned Salmon, Package Teas, Baking Powder, Soaps, Spices, Peels, Coffees, Currants, Extracts.

EVERY PACKAGE OR TIN FULLY GUARANTEED BY

BALFOUR, SMYE & CO.

HAMILTON :: ONTARIO

OUR MAIL ORDER SERVICE IS JUST WHAT YOU NEED

PHONE "596." FREE TO BUYERS

SANITARY CANS

RAISE THE STANDARD OF QUALITY OF ALL CANNED GOODS

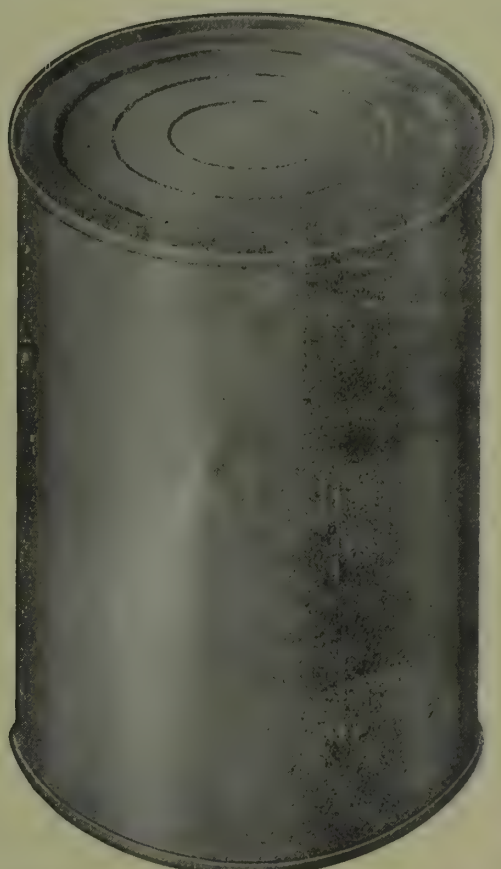
Sanitary Enamel Cans Preserve the Flavor and Color

of Strawberries, Red Raspberries, Black Raspberries, Blackberries, Blueberries, Sour Cherries, Beets, etc.



Entire End Open for Filling

Sanitary Cans Sealed without Solder or Acid



Sanitary Can Sealed—"Bottom like the Top."

SANITARY CAN COMPANY, Limited

NIAGARA FALLS - ONT.



Canada First Evaporated Cream and Condensed Milk

Sure
to Please
Your Customers



EVERY CAN GUARANTEED



Model Sanitary Receiving Room where milk is inspected and cans thoroughly washed and sterilized before being returned to the dairymen

The AYLMER CONDENSED MILK CO., Ltd.

AYLMER, ONTARIO

FIREPROOF



STORAGE

LOWEST INSURANCE RATE IN THE DOMINION

Bond **Excise and Free** **Customs Brokers**

Close and Direct Connection all Railways, Inland and Ocean Navigation
Shipping Points. City Deliveries.

Terminal Warehouse and Cartage Co., Ltd.

12-13 Grey Nun Street, - - - - MONTREAL

FINEST IN QUALITY **WHITTEMORE'S POLISHES** LARGEST IN VARIETY



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE." The only Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful finish. Once used, always used. LARGEST QUANTITY. FINEST QUALITY. Polishes without rubbing.

"SUPERB" POLISHING PASTE. For giving all kinds of Patent or Shiny Leather Shoes a quick, brilliant and waterproof lustre, without injury to the leather.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. "Star" russet combination (10c. size).

"ELITE" COMBINATION for restoring color and lustre to all black shoes. Polish with a brush or cloth.

"BOSTON" WATERPROOF POLISH. A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing.

Order Whittemore's Shoe Polishes if you want the BEST.

FOR SALE BY ALL WHOLESALE GROCERS.



Canada's Oldest and Best Wholesale Grocery House

According to the Montreal Advertiser of June 3, 1834, our firm was founded by Samuel Mathewson on May 14 of that year. He believed in advertising—so do we.

For 75 years we have been following along the lines laid down by the founder of the house—to give the best groceries, a perfect service, and the square deal to everyone.

We thank you for your past patronage, and trust that we may continue to serve you for many years to come.

Quaker Brand Salmon

As you know, we are the proprietors of this famous extra fancy Salmon, which is taken from the Fraser and Skeena Rivers, and packed specially for us. Despite unfavorable conditions reported from the Coast, we are able to supply you with better Quaker Salmon than ever. This fish has a firm hold upon the public fancy.

Quaker Canned Goods

We are able to supply our customers in Quebec Province with all lines of Quaker Canned Goods at moderate prices. You know these goods, so we do not need to tell you about their excellence further than to state that quality is maintained this year as usual.

Our Japan Tea to retail at 35c.

merits your special consideration if you are out to please particular customers. We will guarantee this Tea for quality against any at the price you care to compare it with.

"Best" Coffee

Just what the name indicates. No finer obtainable anywhere. Has a reputation for high quality.

Also makers of QUAKER Baking Powder, well up to the Quaker standard of excellence also.

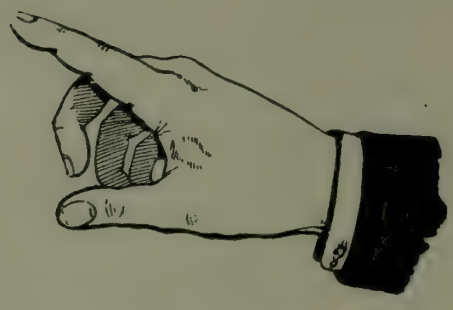
Ask our Travellers about these Goods.

Mathewson's Sons

Wholesale Grocers and Importers

202 McGill Street, P.O. Box 2360 Montreal





The near approach of winter marks the time for pushing STOVE POLISH and the careful housewife is calling for a polish which "comes quickly and goes slowly."

Black Knight Stove Polish

exactly fills these conditions. It gives a brilliant and durable shine, and calls for but a fraction of the amount of "elbow grease" required by other polishes. You can truthfully recommend BLACK KNIGHT as a most economical polish, and when once used, repeat orders are a certainty. It will not stain the hands.

It is put up in an attractive box and leaves a good margin of profit. TRY A CASE.

ORDER FROM YOUR JOBBER.

The F. F. Dalley Co., Limited

HAMILTON, Canada - - - BUFFALO, U, S. A.

P. O. Box 1137

MASON & HICKEY

Phones: 3576
4588

MANUFACTURERS' AGENTS

Agents for

Dominion Sugar Co.

Gorman, Eckert & Co., Ltd.
Coffees Spices and Olives

Brackman, Ker Milling Co.
Rolled Oats

Foster & Holtermann
Extracted and Comb Honey

Ingersoll Packing Co.

Standard Computing Scales and Cheese Cutters

Suchard's Cocoa and Chocolate

E. D. Smith's Canned Fruits and Vegetables

Crescent Mfg. Co.
Mapleine

E. D. Smith
Pure Fruit, Jams, Jellies and Preserves

Borden Condensed Milk Co.
Eagle Brand Milk, Peerless Cream

Nicholson & Brock
Bird Seed and Mince Meat

Sarnia Salt Co.

Poulton & Noel
Canned Meats

Ingersoll Cream Cheese

The Winnipeg Cereal Food Co.
Macaroni and Vermicelli

108 Princess Street - - - WINNIPEG

TELEPHONE 35
P.O. BOX M

ESTABLISHED
1898

NORTHWEST JOBBING and COMMISSION CO., Limited

GENERAL COMMISSION and BROKERAGE AGENTS

AGENTS IMPERIAL OIL CO., LTD.

LETHBRIDGE, ALTA.

Wholesalers and Importers of

Groceries, Provisions Fresh Fruit, Grain Bags

BUYERS and SHIPPERS of GRAIN, MILL-STUFFS and HAY.

Mail Orders Given Special Attention.



McLEAN'S HIGH-CLASS SPECIALTIES

White Moss Cocoanut, Essential Oils, Extracts, Colorings, all kinds Shelled Nuts, French Fruits and Pulps, Icing Powders, Egg Powders, Ice Cream Powders and Marshmallow Powders and Bakers' and Confectioners' Supplies of all kinds.

All these goods, which are the best of their kind, are prepared by the

CANADIAN COCOANUT CO.

107 Lagauchetiere St. W., Montreal

Grocers, Bakers and Confectioners will do well to send in their orders at a date as early as possible

Telephone: Main 777.



J. Walter Snowdon

LIVE WIRE REPRESENTATION!



W. Geo. Borland

Montreal has a population of half a million.

Another two million people live in Quebec Province and Eastern Ontario.

We systematically cover this entire field.

What amount of business do YOU secure from this fertile territory?

Your competitors are selling here---doing a large, profitable business to-day, and building for the future.

You, too, should be up and doing, establishing your goods and your reputation, if you are ever going to compete.

What you require is LIVE WIRE REPRESENTATION, by OUR FIRM---Genuine, Boosting, Hustling interest taken in your goods. You want them energetically introduced.

We Will Do the Work,
Been At It Ten Years!

WRITE US

SNOWDON & BORLAND

Sales Promoters

34 Guardian Building **MONTREAL**

It Will Double Your Cheese Trade, and Pay Back Its Cost Every Ninety Days

It costs but little and every grocer who has used a Perfection Computing Cheese Cutter will vouch for the statement above.



It is simply constructed, don't get out of repair.

It is simple to operate. Any 12 year old boy can set a cheese on the cutter and cut it up into slices of any given price.

You set the scale once for every cheese. Put the price per pound mark on one bar opposite the total weight mark on the other. Every time you raise the lever you measure off 5c. worth. Raise it any number of times desired and cut the cheese in one fresh, appetizing wedge.

We guarantee your exact profit on every cheese

Six years of trial has proved it to be an absolute necessity. Still it is the handsomest fixture a grocer can buy. Insist on getting a "Perfection" Cutter.

Jobbers all over the world sell it and back up our guarantee.

MANUFACTURED ONLY BY

The American Computing Company of Canada

HAMILTON, - ONTARIO

Bradshaw's Chewing Gum and Waxed Paper—



Office and Factory of Bradshaw's, Limited, Toronto
(formerly I. D. Bradshaw & Co.)

A salient point in the successful production of any article is the purchasing to the best advantage of the raw material.

As regards our CHEWING GUM, the raw gum comes from Central America, where it arrives at a higher state of perfection than anywhere else. This gum is then purified and worked in our large, well-equipped factory, which is a model of cleanliness. We also manufacture Waxed Paper.

WRITE US FOR PRICES. WE CAN POINT A ROAD TO PROFIT FOR YOU

Bradshaw's, Limited, - - Toronto, Ont.

(Formerly I. D. Bradshaw & Co.)

LIPTON'S TEA

When you realize that over 2,000,000 packages of Lipton's Tea are sold every week, your judgment will prompt the conclusion that it should be worth your while to recommend it to your customers.

You know other grocers are making money every day on Lipton's Tea, and it is fair to say that you are certainly losing money if you do not stock, display and recommend it.

The best tea at any price is always Lipton's.

AIRTIGHT TINS ONLY.

THOMAS J. LIPTON,

75 Front Street E. - - - TORONTO



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.

YOU WILL FIND
Essex Canned Goods

in all the Leading Grocery Stores in Canada, from the Atlantic to the Pacific.

The Grocer who is building his business on QUALITY recognizes the necessity of stocking a FULL ASSORTMENT of

ESSEX BRAND
Fruits and Vegetables

Owing to the excellent location of our factory, we have so far escaped the frost, and have, therefore, a large and excellent pack of Corn, Tomatoes and Pumpkin to offer.

GET OUR PRICES

THE ESSEX CANNING AND PRESERVING CO., LIMITED
ESSEX - - ONTARIO



Says the boy who went a-fishin'
"For bites you seldom wait
"If you put upon your fishin' hook
"The proper sort o' bait."

Doggerel rhyme—we grant you! But containing a pointed moral for you. In fishing for customers, as in fishing for the finny tribe—the bait's the main thing.

The best kind of bait to land permanent customers into your store is a line of Canned Goods, which will give all-round satisfaction, and which **won't** be always forming the basis for complaints.

You can always give satisfaction with the

OLD HOMESTEAD
Canned Fruits and Vegetables

which contain only the very highest grade of fruit and vegetables, selected from the best sources by experts. They are put up in a factory which positively cannot be excelled for cleanliness, scientific machinery and skilful employees.

And the grocer's profit is just right.

The Old Homestead Canning Company

Picton, - - Ontario

Dollars Have Wings!



The vanishing propensities of the elusive dollar are not only proverbial, but, alas, too real to most of us.

The business of the retailer is to catch and cage these flying dollars and the best known method of doing so is to build up a reputation for giving extra good value. The

"RIVERDALE"
BRAND

of canned goods will help you, more than any other, to possess such a reputation.

Our policy is to use only the finest fresh fruit and vegetables grown in the "Garden of Canada" and to prepare and can them in a factory replete with every appliance that science, care and skill can suggest for the better handling and preserving of the goods.

See that you get your share of these flying dollars by handling **RIVERDALE CANNED GOODS.**

The Lakeside Canning Company

Wellington, Ontario

LOVERS

of

Pure, Wholesome, Delicious Food

EAT

FARMER BRAND

CANNED FRUITS and VEGETABLES

THESE are grown in **OUR OWN**
fields, delivered by **OUR OWN**
employes fresh to **OUR OWN**
modern factory, packed by **OUR OWN**
skilled help, under **OUR OWN**
Special methods and sold under **OUR OWN**
brand to the legions of **OUR OWN**
friends who appreciate **OUR OWN**
original plan and whose number is constantly increasing. If you have not yet bought, do so at once and increase the number of your customers.

FARMER BRAND

Goods sold by all leading grocers.

Farmers' Canning Co., Limited

Bloomfield, Ontario

Blue Ribbon Tea gives you a Better Profit than any other Tea on the market

You are entitled to it

¶ You are entitled to make a profit on Package Tea as much as anything else you handle.

¶ You ought to make profit ; that's what you are in business for.

¶ Blue Ribbon Tea satisfies the most critical palate and shows you a better margin than any other package tea.

Blue Ribbon Tea

¶ Has so long been recognized as the leader in quality that to-day grocer and consumer alike regard it as the standard.

¶ The grocer has found that Blue Ribbon Tea consistently yields him 20 to 35% profit and that his customers are always satisfied. It is a good proposition to him.

¶ We have never deviated in the slightest in the matter of quality from the high standard we originally set for ourselves.

¶ This is the secret of our success, and of the universal satisfaction of grocers selling Blue Ribbon Tea.

THE BLUE RIBBON TEA CO., Limited

266 St. Paul Street, MONTREAL

QUAKER CANNED GOODS

FRUITS & VEGETABLES ONLY

Goods of Quality—

Guaranteed

Goods of quality cannot fail to make their mark, and to influence the better-class trade to your store

If you are looking for a brand of canned goods which is above suspicion, you can make no mistake if you stock

Queen Brand

Fruits and Vegetables

There is no brand of canned goods on the market so uniformly satisfactory as the "QUEEN BRAND." Remember we know our reputation is at stake on the contents of each can that leaves our factory.

Send your orders in now, and leave your reputation for canned goods in our hands.

Purity

The Bellevilie Canning Company

BELLEVILLE - - ONTARIO



For Butter, Lard, Jam, Honey, Pickles, Meat and many other things.

There is a straight face on the edge of the dish, so that a neat, safe parcel is made by using one to hold the contents, another to cover it, then wrapped with paper.

It is without corners or seams to hold dust or dirt, and when emptied by the consumer can be scraped entirely clean without any trouble.

The slight curve outward on the edge of the dish makes it strong, and as it is sharp, it clears the material from the spade or ladle very easily.

Made of selected Canadian hardwood, they are entirely free from taint and are clean and sweet.

Ask for Our Prices.

THOMAS BROTHERS, LIMITED

ST. THOMAS, ONTARIO

Everything in Woodenware.



THERE IS NO PARTICULAR SEASON FOR

LAUNDRY and HOUSEHOLD REQUISITES

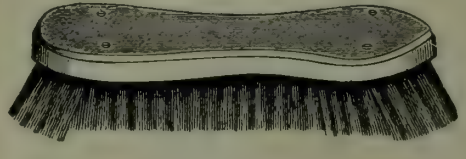


SUCH AS

Washboards, Mops, Tubs, Pails, Brushes, Clothes Baskets, Soiled Linen Baskets, Whisks, Feather Dusters, Etc.



They are ALWAYS IN DEMAND



at this, or any other season, and there is good money for the Grocer who pushes along such indispensable goods as these.

We can quote you prices on these lines that will not fail to get you interested. Let us hear from you



H. W. NELSON & CO.

LIMITED

Toronto, Ontario





The Zenith of Broom Quality



H. W. Nelson & Co., Limited, Toronto, Ont.

List of Agencies of

LAPORTE, MARTIN & CO., Ltd.

MONTREAL

The firms whose names appear hereunder, as being represented by Laporte, Martin & Co., Ltd., are of the best in their various lines in the world. Their goods all bear the stamp of matchless quality, and the above firm guarantees the superiority of all goods sold. This list you should keep before you.

Ph. Richard	Cognac	Brandies.
Mitchell Brothers	Glasgow	Scotch Whiskies.
Mitchell & Co., Ltd.,	Belfast	Irish Whiskies.
J. P. Wiser & Sons	Prescott	Canadian Whiskies.
Herman Jansen	Schiedam	Gold Finch Gin.
G. Pims & Co.	London	Old Tom Gin.
Blandy Bros.	Madeira	Madeira Wines.
Real Companhia Vinicola	Portugal	Port Wines.
Mota & Vaz	Portugal	Port Wines.
E. Bartissol	Portugal	Port Wines.
Diez Hermanos	Jerez de la Frontera	Sherry Wines, "Favorito."
Fenech Artell & Cie.	Tarragone	Mass Wines.
Garret & Cie.	Malaga	Malaga Wines.
Companhia Vinicola Del Norte	Spain	Spanish Claret Wine.
Vigneau & Cambours	Bordeaux	Claret and Sauternes.
Morin, Pere & Fils.	Beaune	Burgundy Wines.
Frederick Krote	Coblenz	Rhine and Moselle Wines.
A. Sarrazin & Javilliers	Dijon	Tonic Wines, "Bacchus."
Kunkelmann & Cie.	Reims	Piper-Heidseick Champagne.
Union Champenoise	Reims	Cardinal Champagne
Union Champenoise	Reims	Duc d'Origny Champagne.
Bouvet Ladubay	St. Hilaire St. Florent	Duc De LaGrange Champagne.
Jules Pernod	Avignon	Absinthe and Kirsch.
Fli Ferrero Ricardo	Turin, Italie	Italian Vermouth.
Cazalis & Pratt	Marseille	French Vermouth.
Gondran & Fils.	Marseille	French Vermouth.
P. Garnier	Enghien des Bains	Liquors and Cordials.
Miller Brewing Co.	Milwaukee	High Life Lager.
Miller Brewing Co.	Milwaukee	Extract of Malt.
W. E. Johnson & Co	Liverpool	Bass' Ale, Guinness' Stout.
Huntoon Spring Water Co	New York	Sun-Ray Table Water.
Belfast Mineral Water	Belfast, Ireland	Ginger Ale and Plain Soda.
Chateau Rene Robert	St. Yorre near Vichy	Robert Soda, Vichy.
Chateau Rene Robert	St. Yorre near Vichy	Vichy Limonade "Savoureuse."
Source "La Sanitas"	St. Yorre near Vichy	Sparkling Vichy Water.
Source "St. Nicholas"	St. Yorre near Vichy	Natural Vichy Water.
Source "St. Nicholas"	St. Yorre near Vichy	Vichy Limonade, "St. Nicholas."
Source "La Neptune"	St. Yorre near Vichy	Natural Vichy Water.
Source "La Capitale"	St. Yorre near Vichy	Natural Vichy Water.
Duffy & Co	Rochester, N.Y.	Apple Juice and Grape Juice.
Duffy & Co	Rochester, N.Y.	Champagne de Pommes.
Duffy & Co	Rochester, N.Y.	Apple Vinegar.
Blanc & Fils.	Valence sur Rhone	Alimentary Paste.
H. E. Boulle & Cie.	Marseille	Minerva Olive Oil.
Societe Anonyme "Le Soleil"	Malines	Canned Vegetables.
La Savonnerie "Le Soleil"	Marseille	Castile Soaps.
A. & L. Lehucher	Paris	Lecourt Mushrooms.
Societe des Usines Remy	Louvain, Belgium	Remy Famous Starch.

ICE CASTLE
Brand Canned Goods

SUPERLATIVE QUALITY CONSISTENTLY MAINTAINED

Your especial attention is called to this year's pack of canned fruits. We are extremely proud of the quality of the canned fruit we are able to give you at any time, but we feel that our offerings this year are more than above the average. We think that you will be more than interested in samples of our special fancy peaches, delicious pears, tasty plums and other very salable fruits.

Our corn, too, we believe merits a little more than the usual attention. You know that we grow our corn—through farmers—in the neighborhood of St. Johns, Que., a very fertile and fine agricultural district, bordering on the United States. We supply these farmers, all of them, with selected seed, which we procure from the wonderful corn-growing regions in Maine—the magnificent corn country. In consequence our corn is not of the ordinary variety, but is creamy, white, delectable.

WE HAVE A REPUTATION WHICH WE ARE GOING TO KEEP UP

IF YOU ORDER IMMEDIATELY YOU WILL THE SOONER REAP THE BENEFIT OF IT

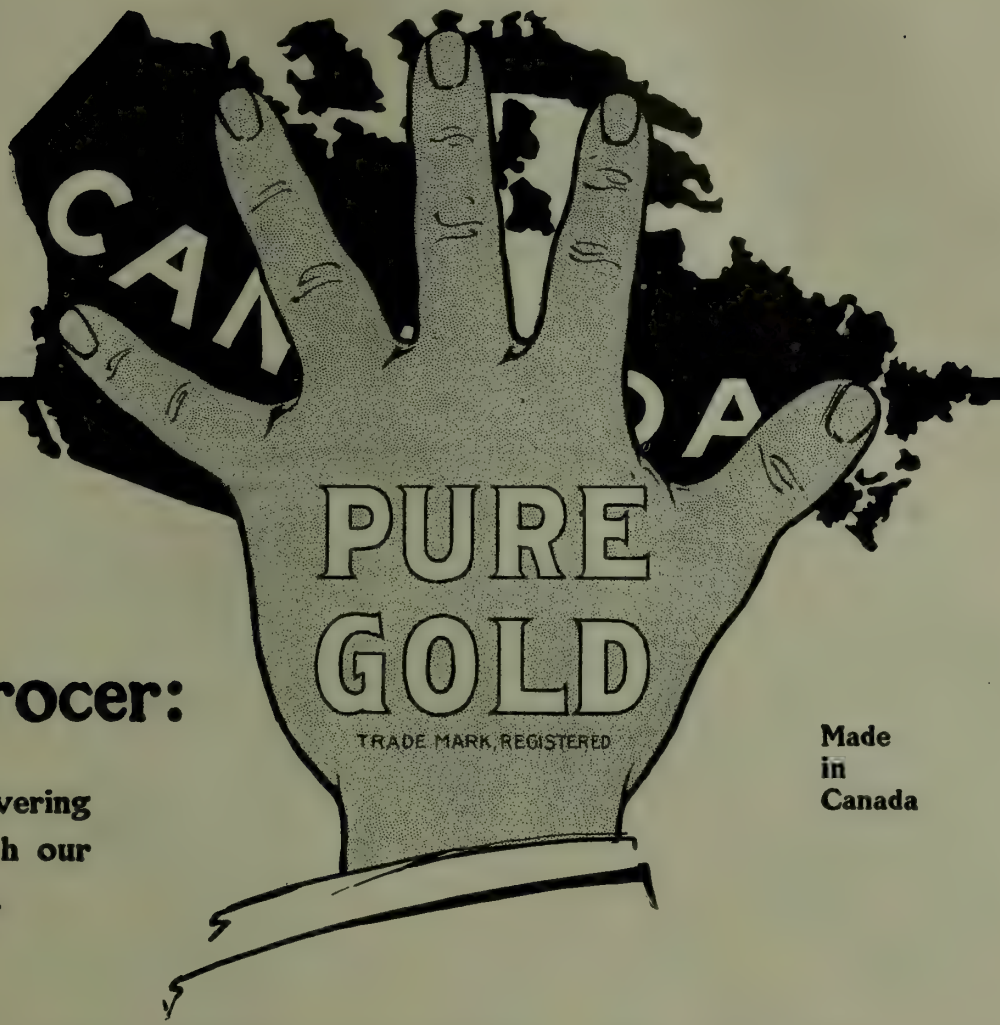
Both fruits and vegetables are packed in factories of the most sanitary description. We have all the very latest machinery, and no wrinkle is too new or too expensive for us to employ if it will enable us to turn out better goods. You know that this is in keeping with the policy we have always maintained.

Sole Packer

J. W. WINDSOR

Packer of the Largest Variety of Canned Goods In Canada.

MONTREAL



Mr. Grocer:

We are covering Canada with our advertising.

Made in Canada

We are using the magazines — the newspapers — street cars — booklets and the strongest co-operation with the dealer to let people know that

Pure Gold

Trade Mark Registered

Products

are the best goods — the purest goods — the most convenient and delicious goods that any housewife can put into her home.

We ask your co-operation — we promise ours. Between us we can establish a demand for Pure Gold that will put money into the pockets of both of us.

Pure Gold Goods Pay You a Big Profit

Trade Mark Registered

Write us to-day for copies of our advertising literature — information of general interest to you and our special offers to those who give us their co-operation **now.**

These goods can be had of all jobbers and can be shipped from Pure Gold stocks at Victoria, Vancouver, Winnepeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURING CO., Limited, Toronto

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE



By Special royal permission.

"King Oscar"

Brand

Norwegian Sardines

You are vitally interested in the fact that "King Oscar" Brand Sardines are BIG SELLERS. Their quality gives them first call with discriminating buyers.

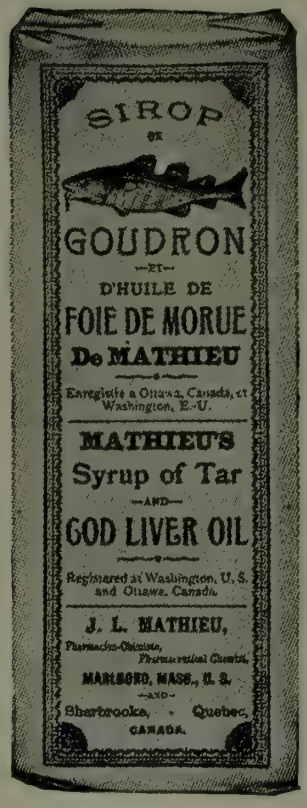
These Sardines have established the reputation as the purest, sweetest and best packed on the market.

STOCK "KING OSCAR" SARDINES

J. W. BICKLE & GREENING

(J. A. HENDERSON)

Canadian Agents HAMILTON, ONT.



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to buy it. Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customers' hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.



BULK—25 lb. Pails and 60 lb. Tubs

ALL WHOLESALERS.

NICHOLSON & BROCK, - TORONTO

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,

ST. GEORGE, - ONT.

PREMIER brand Pure Food Products.

PREMIER brand for ***Quality***. ***Stands First and Foremost in All Canada.***

PREMIER brand ***Canned Fruits and Vegetables***—It has taken some time to do it—but we can now tell you, with confidence and pride, that we have broken away from the old standards.

Under PREMIER brand we have established a New Grade—one which we can recommend to you and which will win success on its merits.

PREMIER brand ***Canned Fruits and Vegetables*** are packed fresh from the gardens and orchards where grown. Each variety comes from that particular section of country where that variety matures to the greatest perfection.

PREMIER Pure Food Products are ***Trade Getters*** and ***Business Builders.***

FOLEY BROS., LARSON & CO.

Manufacturing Wholesale Grocers, Biscuits and Confectionery.

Winnipeg - - - Edmonton - - - Vancouver

Malaga Table Raisins

We call particular attention to these goods, especially the Table Raisins, which are of an unparalleled quality and packed in superior fashion.

Malaga Loose Muscatels

Packed by

JOSÉ SEGALERVA

of

MALAGA, SPAIN

Jordan Shelled Almonds

These specialties are of highest grade and can always be depended upon. You cannot do better than to order from us immediately.

Valencia Shelled Almonds

ROSE & LAFLAMME, Ltd.
AGENTS
MONTREAL and TORONTO

CLEANS

Pots,
Pans,
Paint,
Woodwork.

Does not burn or shrink the hands.

Contains no acid or lye.



REMOVES

Stains of all kinds from the hands, including
Ink,
Grease,
Fruit.

We guarantee the quality.

(Our New Store Card—Send for a few)

Gilmour's Hand Cleaner!

"That Big 10c. Tin"

Undoubtedly the hand-cleaner that the people want—at the popular price!
Largest sale of any similar line on the market.
Yields YOU greater profit than any other.

PRICES FROM YOUR JOBBER, OR

THE GILMOUR SOAP WORKS CO.

MONTREAL

R. S. McINDOE, - TORONTO

PURE FOOD

You are quite safe and sure when you sell your customers pure, unadulterated goods, and every one of the following are the purest human skill can pack and money can buy.

CODOU'S
Macaroni
Vermicelli and Pastes
Always the Best

COX'S
Gelatine
Perfectly Pure

Griffin's
Seeded Raisins, Canned Fruits, White and Green Asparagus, Griffin's Prunes, Cured Fruits, Griffin's Seedless Raisins

Taylor's
PEELS
Candied or Drained

"Thistle"
"Canned"
Haddies and Herring
The best packed

Arthur P. Tippet & Co.
Agents.

All first-class dealers sell these.

IT PAYS



Hygeian Brand Canned Goods

THIRD SEASON

Goods is intended to meet the wants of the consumers who desire "Perfection" in quality and who are prejudiced against goods in tins. "Hygeian" Brand Goods are packed in Gold Lined Tins, which make them equal to glass, with the advantage that there is no danger of breakage. We guarantee our "Hygeian" Canned Goods to be equal to the choicest home made.

PACKED BY

CANADIAN CANNERS

LIMITED

Head Offices: Hamilton, Canada

Wanted—Miraculous Results

By A. B. LEVER

SOME people expect miracles from every dollar they invest in advertising.

If they buy a block of merchandise, a piece of land, stocks, or bonds, they are quite satisfied if they get in return a fairly good profit.

A miracle is something which they never expect from such investments.

But when it comes to investing in advertising it is a horse of another color.

Results to them are only satisfactory if they get back the original dollar invested as well as the dividends by the first mail.

Advertising does great things. All great modern businesses have been built up on advertising.

But there have been no miracles performed.

Good advertising produces good results.

Sometimes the results are apparent at once.

Sometimes the results, like bread cast upon the waters, are not seen until after many days. But they are sure to be seen eventually.

The character of the results depends a great deal upon the article advertised and the character of the copy.

Business men who expect miracles to be worked by every dollar they invest in advertising had better not essay to join the army of progressive business men.

They will be disappointed if they do.

As long as a dollar lasts they will at least have the satisfaction of feeling it in their pocket.

Only those should advertise who know that advertising is a straight business investment, productive of good results if judiciously done and properly attended to.

Great results from one brief venture in the advertising field are no more possible than a cultured man from one day's tuition.

Both are the results of gradual and persistent effort, not of miracles.

H.P. SAUCE

England's Most Popular Sauce

is now being extensively advertised in Canada. Most of the leading Grocers are selling it freely and obtaining the full benefit of the money we are spending. **Wouldn't it be worth your while to stock it?**

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S. W. H. Escott, Winnipeg

MIDLAND VINEGAR CO., LONDON, ENG.



Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

Guggenhime & Co.

CALIFORNIA

Packers and shippers of the celebrated

"Pansy" and "Daphne"

BRANDS

Evaporated Fruits, Prunes, Seeded Raisins, etc., etc.

Selling these Brands means satisfaction all round.

We are represented in the Dominion by the following well-known brokers:

Rose & Laflamme, Limited	Montreal, Que.
E. D. Adams	Halifax, N.S.
W. S. Clawson & Co.	St. John, N.B.
H. D. Marshall	Ottawa, Ont.
C L. Marshall	Toronto
Geo. H. Gillespie	London, Ont.
G B. Thompson	Winnipeg, Man.
Shallcross-Macauley & Co.	Calgary, Alta.
Dominion Brokerage Co.	Edmonton, Alta.
H. Donkin & Co.	Victoria, B.C.
H. Donkin & Co	Vancouver, B.C.



Money in This?

WELL, RATHER

Medical men say that the food we offer you for sale is about the finest and safest proposition in the eating line yet manufactured.

Holland Rusks

You can offer to your trade with the guarantee that they are something safe and nourishing for every member of the family.

HOLLAND RUSK CO, HOLLAND, MICH
Sole Makers in America

If your jobber cannot supply you, please notify

McGREEGOR SPECIALTY CO.

672 Yonge Street, TORONTO



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Trade Relations
Between
Canada and West Indies

A Royal Commission is at present sitting with the object of improving trade relations between these two countries. Canadian merchants will do well to prepare for the transaction of the very profitable business which may be expected to result.

THE WEST INDIA CO., LTD.

(The Canadian office of: Sandbach, Tinne & Co., Liverpool, and Sandbach, Parker & Co., Demerara - established 1782—and having agents and correspondents in all the West India Islands)

Solicits orders and enquiries for all descriptions of West India Produce

Sugars Rums Molasses Cocoa
Rice Limes Arrowroot
Etc. Etc.

Prices furnished on application. We shall be glad at all times to furnish complete information regarding exports and imports, freight rates, customs duties, etc., etc.

We shall also be pleased to consider proposals *re* representing Canadian firms in the West Indies and Demerara.

Our Demerara firm has for many years been doing considerable trade with Canada. They are agents for the Pickford & Black line of Canadian Mail Steamers, and also for Elder, Dempster & Co's steamers, and are particularly well placed for the handling of Canadian business.

Your Correspondence Will Be Promptly Answered

WEST INDIA CO., LTD.

St. Nicholas Building : : : MONTREAL

Ewing's Always PURE SPICES

Established 1845

This trade mark is your safeguard. No matter where you see it you can always depend upon its significance—**Absolute Purity.** To be sure of what you are selling and recommending to your customers, always carry these goods under the above brand :

Cream Tartar — **Baking Powder**
Black Pepper — **White Pepper**
Allspice — **Gingers**
Cloves — **Nutmegs**

Spices whole or ground. Half a century's experience as a guarantee behind every package. Also **Corks** and **Capsules** for all purposes. The dependable kind.

S. H. EWING & SONS

96-104 King Street, Montreal
Phones : Bell Main 65 and Bell Main 155

20½ Front Street East, Toronto
Phone Main 3171

You, Mr. Grocer,

will agree that it is a positive pleasure to handle

S N A P

the magic hand cleaner, because its worth is well known and superiority acknowledged and because it is a line that doesn't take an awful lot of talking, pushing and explanation to effect a sale. Whenever the hands are soiled with dirt, paint, grease or tar, SNAP is the thing to make them clean and soft again in the shortest time.

BE SURE YOU STOCK IT.

Harmless



Antiseptic

STORAGE IN OTTAWA

TWO WAREHOUSES

No. 1, G.T.R. — No. 2, C.P.R.

Modern Warehouses. Fireproof. Largest Business in Ottawa Valley. Low Insurance Rates.

Direct Connection all Railways. Tracks to the Door

Convenient to Steamers. Centrally Located.

EXCISE BOND FREE

WRITE FOR LOW RATES

Dominion Warehousing Co.
Limited

46-52 Nicholas Street, OTTAWA

J. R. ROUTH, Manager



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative — 30-32 Main East
"Face-to-Face Business" — HAMILTON

WRITE TO
10, Garfield Chambers, Belfast, Ireland
For sample copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish Trade

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 — BOND 28

If you want the real thing, buy MUNN'S genuine, non-freezing Cod Liver Oil, Norwegian Process. In 25-gallon, tin-lined barrels.
Highest Prizes and Gold Medals at European Exhibitions. Stock carried. Wholesale only.

ROBERT ALLAN & CO.
MONTREAL
General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities
Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.
Manufacturers' Agent and Warehouseman.
Importing Commission or Buying Agent.
Warehouse: City Spur Track.
Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines

Selected Raisins, Currants, Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Ceylon Teas, Coffees, Spices, Mustard. Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea—stood the test in Western Canada for over 12 years—sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.

Yours truly,
G. C. WARREN

W. G. A. LAMBE & CO.

TORONTO
Grocery Brokers and Agents.
Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers
29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT
One Car Barbadoes Muscavado
One Car Bright Jamaica Crystal
PRICES SUBMITTED
LIND BROKERAGE CO.
23 Scott Street — Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

ALBERT DUNN

Commission Merchant
67 St. Peter St., Quebec, P.Q.

Provisions, Canned Goods, Biscuits, Confectionery, Teas and General Groceries

---

Try a business card in The Canadian Grocer.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST

VINEGAR



LONDON, ENGLAND — MADE FROM THE FINEST MALT

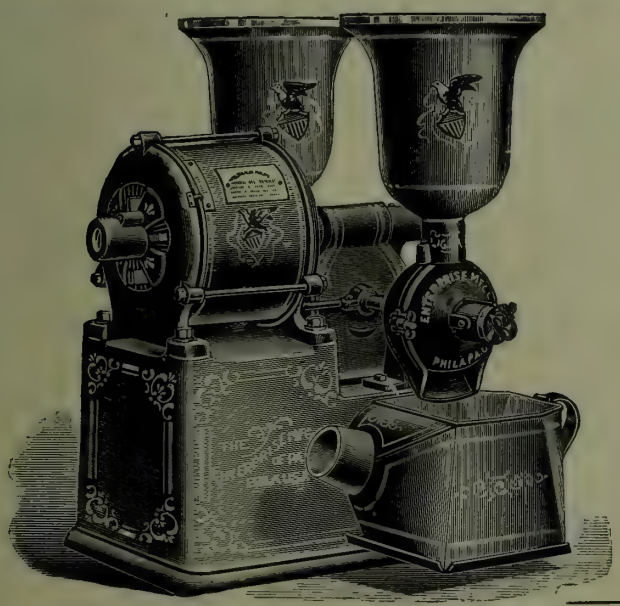
COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B. — W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto — R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

"Enterprise" Economy



An Enterprising grocer, who does things *right*, uses an **"Enterprise" Electrically-Driven Coffee Mill.**

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven at a cost for current of $3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with ½ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York — 438 Market Street. San Francisco

R. B. Wiseman & Co.

123 Bannatyne Avenue East — **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

BUY FROM YOUR WHOLESALER
or

The Harnett-Ridout Company
Manufacturers — TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - Montreal

"Keep up with the Twins"



"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

DWIGHT'S
BAKING SODA

It isn't only that

"COW BRAND" BAKING SODA

is stronger and purer than any other package or bulk soda but that it is always uniform and thoroughly reliable.

The housekeeper's guarantee lies in the reputation of the manufacturers.

Your guarantee for profit lies in "COW BRAND" Baking Soda's popularity with the housekeeper.

Ask your jobber for same

Church & Dwight

MANUFACTURERS
MONTREAL

BROOMS

For use in Home, Factory, Warehouse, Mills, Elevators.
Buy the BEST.

Oval Apple Baskets

We have them in

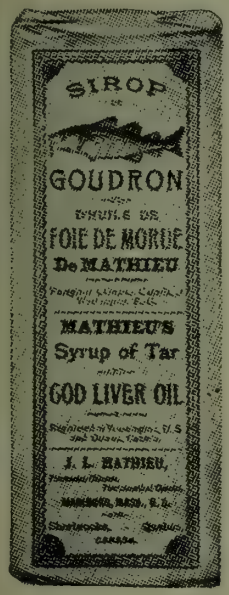
Willo-Willo Cane and old timer Hickory, Woodenware, Paper, Twine, Grocers' Sundries.

Walter Woods & Co.

Hamilton and Winnipeg







The Constantly Increasing Sale

of Mathieu's Syrup of Tar and Cod Liver Oil and **Mathieu's Nervine Powders** obliged us to erect this large new building. Our aim has ever been to make the best possible products. The increase in our business—the lasting success achieved by our preparations—are due to our constant efforts to satisfy our customers.

Mathieu's Syrup of Tar and Cod Liver Oil

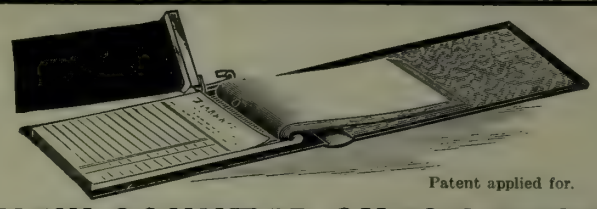
This is a perfect combination for strengthening and building up constitutional weakness. It is particularly effective in preventing, alleviating and curing all chest and throat troubles. It not only cures the cold—but so tonifies the system as to make its return almost impossible.

MATHIEU'S NERVINE POWDERS

This is a magic cure for all headaches, nerve pains, neuralgia, etc. They contain no opium, morphine, chloral or any other dangerous narcotic or poison. Hence their safety for family use. They relieve insomnia, soothe the nerves and give restful sleep. When taken in conjunction with Mathieu's Syrup they are the quickest cure for any feverish cold.

SOLD BY ALL WHOLESALE DEALERS.

J. L. Mathieu Co. (Props.) Sherbrooke, P.Q.



Patent applied for.

NEW COUNTER CHECK BOOK

OPERATED INSTANTLY

THE BUSY GROCER requires a handy book, especially during the busy hours. WE HAVE IT. Let us send you a complete sample free. BEST PRICES.

THE ONTARIO OFFICE SPECIALTIES CO.

126 Adelaide Street East, TORONTO



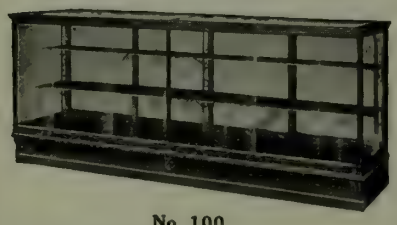
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RAILWAY FACILITIES

Storage & Transfer Co. Limited

Quotations given **HAMILTON**

Wolverine **Show Case**



The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.



McGREGOR'S

Patent Bag Holder

Will save your bags, save you time, and keep your counter tidy. Write for prices.

KILGOUR BROS.
19 Wellington Street West - - TORONTO

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by **BRAND**

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,**
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"THE WONDERFUL PASTE FOR FAMILY USE."

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

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Head Office, Toronto

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - -	$3,570,000
Income for 1906, over	3,609,000

HON. GEO. A. COX, President,
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You Can Win a Larger Flour Trade With

PURITY FLOUR

Some grocers tell us Purity Flour is a little too expensive for their trade. But that's a mere delusion. Surely you wouldn't have us believe that your customers are too poor to pay the little difference in price between Purity Flour and flour of average quality ?

You can sell Purity Flour to nine women out of ten if you tell them the truth about Purity Flour. The truth is this :



Purity Flour is made exclusively of the high-grade constituents of the hard wheat berry — no low-grade constituents in it. In fact, it is so high in quality that many authorities say it is the "highest grade in the world." The little higher price of Purity Flour is greatly overbalanced by its extra quality.



After you've sold the housewives their first bag or barrel of Purity Flour you can rest assured they will bring you their repeat orders. Purity makes fast friends with home bakers who want the lightest, whitest, finest-flavored bread. After proving its quality once, they will never go back to average flour again. Instead, they will become so enthusiastic over Purity Flour that they will not be able to keep the good news a secret. They will advise their friends to use Purity, which means a larger flour trade for you.

If you are after that larger flour trade get in touch with us. The sooner the better for YOU.

"More Bread and Better Bread"

Western Canada Flour Mills Co., Ltd.

Toronto Montreal St. John Winnipeg Brandon

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
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BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Coristine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
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QUEBEC MARKETS

Any important firms wanting to be represented in this city, will do well by writing to

ALF. T. TANGUAY & CO.

18 St. James St., - QUEBEC

FLOUR and GRAIN
Specialties: Beans and Corn

Commission Merchants and Brokers

21 Years' Experience

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency
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P. & F.
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& CO.
ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF
CANDIED PEELS

Specialities
CITRON, LEMON, ORANGE
Drained, Cut and Candied
Prices and Samples on Application

Mr. Level-Headed Grocer

Which will YOU do, hold the credit customer AND GET YOUR MONEY OUT OF HIM? Or lose both the customer and the money he owes you? The answer ought to be simple. There is ONE WAY to hold this class of customers, please them, and avoid loss. That way is by using the

Allison COUPON BOOK SYSTEM

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
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Order them from your Jobber



ABSORBINE

Removes Bursal Enlargements, Thickened, Swollen Tissues, Curbs, Filled Tendons, Soreness from any Bruise or Strain, Cures Spavin Lameness, Allays Pain Does not Blister, remove the hair or lay the horse up. $2.00 a bottle, delivered. Book 1 D free.

ABSORBINE, JR., (mankind $1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

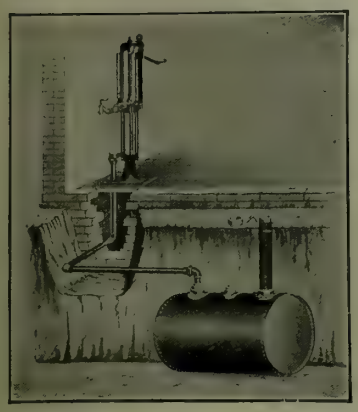
THE PEOPLE OF
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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



Underground Storage

Turn Your Losses into Profits

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5046. Write to-day.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

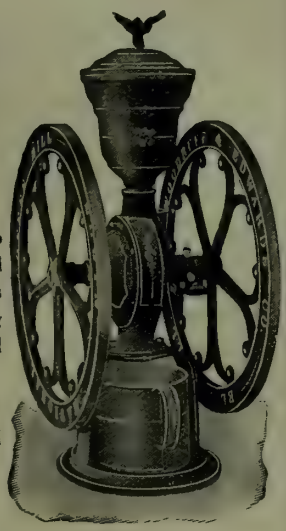
If you have an old Bowser and want a new one, write for our liberal exchange offer

ELGIN NATIONAL
COFFEE MILLS

are made in no less than
40 DIFFERENT STYLES

This favourite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a



LOW COST

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
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REGINA, SASK.—Campbell Bros. & Wilson

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

You might as well have first-class

Rubber Stamps

at reasonable and
=Reliable Prices=

Send us an order for Rubber Stamps and see the difference between what you have been getting.

Hamilton Stamp and Stencil Works, Ltd.

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DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 181 for yearly rates

CURRANTS

One-third of the 1909 Crop damaged by rain. Much inferior fruit will be sold—MUST BE SOLD.

Take no chances. YOUR PROTECTION IS THE NAME.

MEYER

Insist upon having MEYER'S CURRANTS, and accept none that do not bear our name on the case. Meyer & Co's exports to Canada comprise nothing but sound, high-grade Currants specially selected from the best districts for the Canadian trade.

If you are offered Currants at a lower price than Meyer's bear in mind that rain-damaged fruit is dear at any price.

Our "Ideal" Choicest Gulf Currants we recommend for richness of flavor

W. MEYER & COMPANY LIMITED

Patras, Greece

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BUY

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TEA

WITH

The highest **QUALITY** makes satisfied customers, good profits and quick returns.

—BULK TEAS—

We expected teas to advance in price and ordered large shipments of all grades.

——BUYERS——

would do well to send for samples and prices. We can save you money. We import direct from every tea-producing country in the world.

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Minto Bros.
Direct Importers
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ASK ABOUT OUR COIN SYSTEM
IT IS A BUSINESS BRINGER

Ginger-Bread
BRAND
Molasses

(The Best There Is)

Produced and sold under the British flag

When ordering from your wholesaler specify the above well-known brand

RESULTS

Satisfied Customers **Increased Sales**

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LIMITED

Halifax, - Nova Scotia

SOAP SENSE

is a sense very much akin to common sense which comes to a grocer after a while and tells him his best interests are served by handling only soaps whose quality and purity are known and proved. Such a soap is

WONDERFUL SOAP

which will establish confidence and build up your general connection. The public is getting wise and will rather pay a little more for a good article than pay through the nose for premiums. We sell the good article and offer no premiums.

Send for quotations.

THE GUELPH SOAP COMPANY
GUELPH ONTARIO

The why and the wherefore

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ASEPTO
SOAP POWDER

"The enemy of dirt"

qualifies A1 in this respect and is moreover a very economical soap. An introduction of ASEPTO into any household means constant repeat orders.

Order from your jobber.

ASEPTO MFG. CO.
ST. JOHN, N.B.

British Columbia Buyers

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TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
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Think what this means!

There is no flavor equal to that of nature, and nature's flavor is the only flavor in every bottle of



E. D. SMITH'S

Jams and Jellies

Pure fruit and finest sugar scientifically blended and packed in airtight packages, etc., without any addition of preservatives--this is how the E.D.S. brand is made. It is the best quality goods which find and hold the most profitable trade. You can't afford to be without E.D.S. goods on your shelves.

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Sole Manufacturers, London, Eng.

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Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

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Three Commodities of Unusual Merit

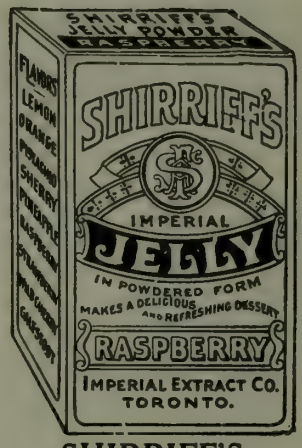
SHIRRIFF'S

Concentrated Fruit Essences,
Jelly Powders and
Orange Marmalade



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CONCENTRATED FRUIT
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These are QUALITY GOODS, and are used by the most fastidious families in the land. See that your shelves are well supplied with them.



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Your customers know that SHIRRIFF'S goods represent the highest quality.



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Forest City Baking Powder

Always Reliable Always Uniform Always Satisfactory

The Leader for a Quarter of a Century

Packed in 6 oz. 12 oz. 16 oz. and 5 pound tins. For sale by all jobbers or direct.

GORMAN, ECKERT & CO., Limited

LONDON HIGH GRADE FOOD PRODUCTS WINNIPEG

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WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

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Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.

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Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market

Buyers of Poultry, Game, Eggs and Feathers
Prompt Remittance—No Commission
Reference—any Bank.

(Our Own New Modern Cold Storage Plant Just Completed.)



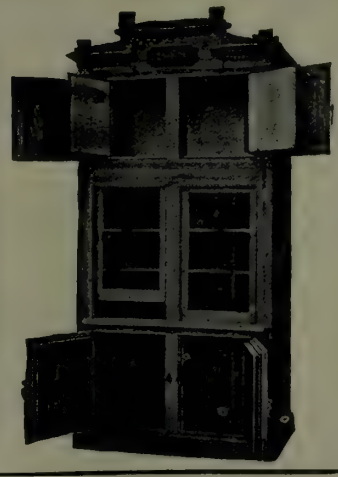
Larger Profits For You!

Your profit was considered when we fix d the prices of our pol shes.

It pays you best to handle Roval Po ishes from a monetary and a satisfaction viewpoint.

Larger profits in the first instance, greater satisfaction to the consumer in the second.

ROYAL POLISHES COMPANY
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"ARCTIC" REFRIGERATOR

has proved and is still proving uniformly and completely efficient.

The system of construction gives a perfect circulation of cool, dry air.

Get our Catalogue and Discounts

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You know how the demand for Cowan's "Perfection" Cocoa continues to increase. That's due partly to our extensive consumer advertising, and partly to your eagerness to take advantage of the demand which we create among your customers. If that eagerness were intensified it would mean bigger profits for both of us.

The
COWAN CO.
Limited
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THE UP-TO-DATE TOTAL FORWARDING SYSTEM

Over 50,000 in Use in Canada and the United States

It handles your accounts with only one writing.

It stops all forgetting to charge goods.

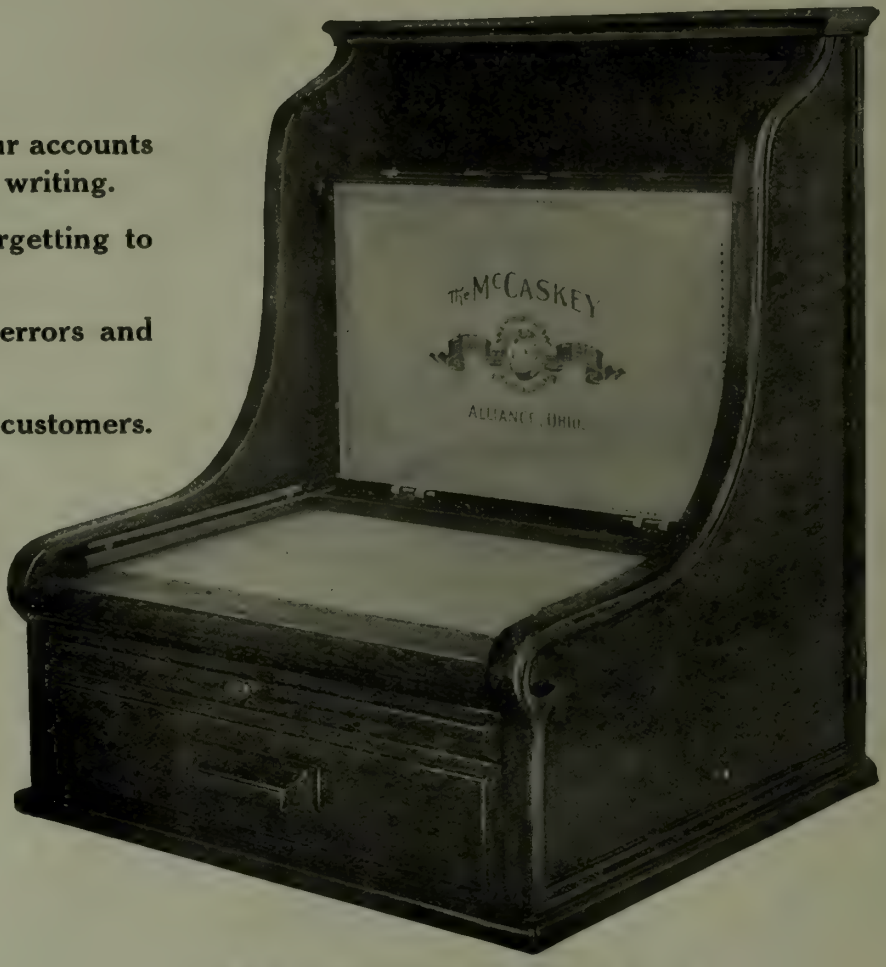
It eliminates errors and disputes.

It pleases your customers.

It draws new trade.

The greatest collector ever invented.

No night work copying and posting accounts.



It takes care of Cash Sales, Credit Sales, Cash on Account, Produce and Exchange Sales, C.O.D. Sales.

Gives you COMPLETE DETAILS of your business.

MADE IN CANADA

A Money Earner and Money Saver

Made in Sizes to Fit Your Business

IF YOU DO A CREDIT BUSINESS, YOU SHOULD HAVE A CREDIT REGISTER

WRITE US FOR FURTHER INFORMATION

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Containing Recipes for Making

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Malt Extract (for Bakers and Chemists), **Malt Flour, Flour Improver**
Essences, Colors, etc. **Acid Phosphates** **Cream of Tartar Substitute**

All Interested in the Making and Packing of These Lines Should Write us

The Comet Chemical Co., Limited - MANCHESTER, ENG.

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Two Splendid Values

Salmon—A Red Sockeye Salmon that may be retailed at 15c.

Pickles—A Car of Rowat's 12 oz. Pickles to retail at 10c. Mixed, Chow, Walnuts, White Onions and Gherkins. They are the best value ever offered.

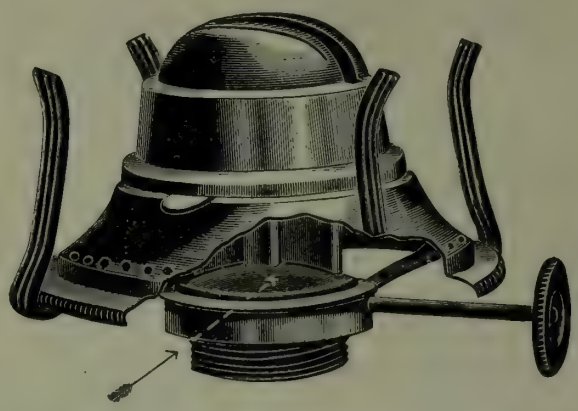
Our Salesmen have prices and samples.

John Garvey, Wholesale Grocer, LONDON

BANNER TRADE MARK.

STOP!

and consider what an important matter quality is.



"BANNER" Lamp Burners

are recognized as standard throughout Canada. They are the kind with the screw-part protected from fire by a cap. Insist on having the best.

MANUFACTURED BY

The ONTARIO LANTERN & LAMP CO. LIMITED

HAMILTON, ONTARIO

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

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Messrs. Fenwick, Hendry & Co., Kingston
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PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO



THE PUREST AND BEST

ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER

ALWAYS READY—NEVER FAILS

A QUICK SELLER

EVERY CAN GUARANTEED

Manufactured by



St. Charles Condensing Co.

INGERSOLL, ONTARIO

CANADA



Established when George the Third was King

HOLBROOKS LIMITED

BIRMINGHAM, ENGLAND

Sole Manufacturers and Proprietors of

HOLBROOK'S

WORCESTERSHIRE

SAUCE

Acknowledged the Premier Sauce of the World



It is made and bottled in the Largest Sauce Factory in the World and has an International Reputation.

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Breweries, - - - - - Stourport, Worcestershire, England.
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The Difference

between goods whose sale brings you new and regular customers and those that merely give no cause for complaint is the difference between CHASE & SANBORN'S high-grade coffees and other kinds.

Chase & Sanborn

The Importers

MONTREAL.



WE have pleasure in stating to the trade that our new season's Pickle Crop is now in store in brine and being put in process of manufacture, and we are prepared to supply all orders promptly for any amount in bulk or English levers (bottles).

WRITE FOR PRICES

Very truly,

Thomas McCready & Son

LIMITED

Bonded Vinegar, Pickle and Spice Manufacturers

ST. JOHN, N.B.



GAZELLE

The Brand of the Very Finest

CANNED

VEGETABLES

and

CANNED FRUITS

HUDON, HEBERT & CO., LTD.

MONTREAL

"THE MOST LIBERALLY MANAGED FIRM IN CANADA"

From Top to Bottom

of this list each and every article is benefitted by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell because every one wants it.

CAN BE HAD FROM ANY WHOLESALER FROM OCEAN TO OCEAN

Cases of 3 doz., $1.19 per doz., or $14.28 per gross

F.O.B. wholesaler's shipping point.

Lots of 5 gross, $13.40 per gross

Delivered to any railway station from Halifax to Vancouver.

Terms: Net 30 days.

Agents in Canada

HUDON, HEBERT & CO.

LIMITED

MONTREAL

The most liberally managed firm in Canada.



GLASS and PORCELAIN
- Windows
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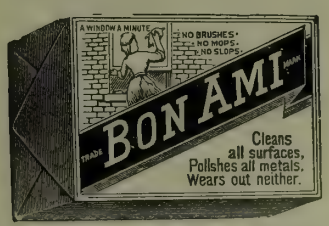
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Rowat's Olives and Pickles

"Rowat" is a name with which to conjure in the olive and pickle world.

"Rowat" on a bottle of olives or pickles means what "Sterling" does on silverware.

You cannot stock another brand which will pay you better to handle —from every standpoint.

CANADIAN AGENTS:

Snowdon & Ebbitt, Montreal, Ontario and Quebec.
F. H. Tippett, St. John.
Warren & Co., Halifax.
Nicholson & Bain, Winnipeg, Edmondton, Calgary.

SUGARS

The best are the cheapest.
Ask for, and see that you get

Redpath

Extra Granulated

and other grades of refined. Supply your customers with only the best sugars obtainable.

IT WILL PAY!

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

JAPAN TEA

S. T.

Nishimura & Co.

Montreal and Japan

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg
J. A. KAVANAGH, Hamilton and London
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal

GREEK CURRANT CO.

260 West Broadway, - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

WARNING!

Crescent 

Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

To the Trade:

THAT

CEYLON TEA

HAS THE CALL,—

A statement recently made by the Grocery House which has the greatest number of important Retail Establishments, and is consequently in touch with the greatest number of consumers, of any in the country,—

IS

Convincing Evidence

THAT

Ceylon Tea is the Best

AND THAT

Ceylon Tea is the Cheapest

CANNED GOODS

1909 CROP

If you are a careful buyer, Mr. Grocer, we have some prices on canned goods that will most certainly interest you. We have a full range of all leading brands canned fruits and vegetables, and, as we bought judiciously, we are able to quote you prices which are so attractive that you cannot help being interested. We can quote you on:

TOMATOES CORN PEAS BEANS
SUCCOTASH SPINACH ASPARAGUS
PUMPKINS APPLES APRICOTS
BLUEBERRIES CHERRIES
GOOSEBERRIES PLUMS GREENGAGES
RASPBERRIES PEARS PEACHES
STRAWBERRIES PINEAPPLES
LAWTONBERRIES CURRANTS
ETC., ETC.

"Le Soleil" Brand Imported Canned Goods

of especially fancy quality. The kind that pleases those exacting customers who require something a little above the average. We guarantee the quality of this brand to be unparalleled. We are quoting prices which will interest you on:

ASPARAGUS
BOTTOM OF ARTICHOKES
COTES DE CELERY
FLAGEOLETS
PEAS
EPINARDS
CARROTS
HARICOTS MACEDOINES
CHOUX DE BRUXELLES
JULIENNE SOUPS
PUREE OF TOMATOES.

Canned Fish and Sea Delicacies

Here are some specialties in which we excel. Choice sea foods that you will find ready sale for at all times. And the prices which rule on these lines are such as few other houses can quote you. Ask for figures on:

SALMONS
TROUTS
OYSTERS
CLAM BOUILLONS
FINNAN HADDIES
LOBSTERS
HERRINGS
CLAMS
SHRIMPS
SARDINES
CLAM CHOWDER
MACKERELS.
ETC., ETC., ETC.

High-Grade Teas

We call your attention to our offerings in fine teas. We prepay freight on all orders for tea of 200 lbs. or over to all points in Ontario and Quebec. Our range includes:

JAPANS
SIFTINGS
ASSAM BENGAL
GUNPOWDERS
FANNINGS
GREEN CEYLONS
ENGLISH BREAKFAST BLACKS
OOLONGS
YOUNG HYSONS
CONGOUS, ETC., ETC.

FOR FURTHER FACTS, WRITE, WIRE OR PHONE AT OUR EXPENSE

LAPORTE, MARTIN & CO., Limited

Wholesale Groceries, Wines and Liquors MONTREAL



The above cut shows what can be accomplished in Show-card Writing With a Little Practice. This and the Accompanying Cards are all the work of J. L. Wyckoff. The Original Card is 22x14 inches.

Publicity that can be Supplied via the Show Card

What its Purpose is and Reasons Why it Should be Utilized—The Kind of Card to use and Advice on Best Methods of Writing it—Avoid Comic Cards, but Cultivate Art of Preparing the Novel Variety—Never Show Dirty Card-board.

By J. L. Wyckoff, Manager T. A. Rowat & Co.'s Branch Store, London.

The purpose of the show card is to announce or call attention to the goods on display, or it may be classed as a salesman, but not a "silent salesman" as some people may think. A good show card will "speak its piece," and speak it well. Every word and line is, or should be, so full of life that the moment people read it a desire to examine or purchase the goods is at once created.

In order to produce this kind of card, it is necessary to pay particular attention to the spacing of the words and letters. The arrangement or layout of the card should be neat and artistic, as well as legible; with the most important words in the inscription, brought out conspicuously, and a liberal margin around the card. With the letters well drawn, the writer will have a card that will promote the interests of the goods when placed in a prominent position in the window display.

For a permanent card, the writer recommends a dark card lettered in white and particularly the color called carbon black. This board is about fourteen ply in thickness, and can be bought from dealers in photo supplies. The cost is a trifle higher than ordinary cardboard, but when it is considered that the cards are to be in use continually the year round, or for special seasons, the cost, after all, is very little. Pictures cut out and pasted on these cards will make them doubly attractive, particularly if the picture be appropriate to the inscription.

Care must be taken to have the picture perfectly straight and to see that no paste shows around the edges. If this is done properly it is almost impossible at a short distance, to detect the fact that the card has been so treated. Some pictures may require a little touching up, and here the cardprinter may bring his artistic ability into play.

The pictures can be secured from different sources—covers of magazines, advertisements, etc. When the writer sees a design that specially appeals to him he should file it away; he can never tell just when it may be useful.

Colored Card Desirable.

Many card writers do not believe in the use of colors, and pictures on cards. They claim that the only correct card is the white card lettered in black. This style may be all right for some purposes, but not for all. An illustration appropriate to the wording or a little color used judiciously will give life and snap to a card that the plainer ones do not have. For example, take an ordinary price ticket, letter the text in blue

or black, on a white card and paint the figures and underline the words in a bright red; this combination of colors will make a very attractive card.

There are cards that should be avoided, such as the so-called "funny" or "comic" type. These may be all right for a comic newspaper but, for show cards, are entirely out of place. People may read them, and perhaps smile, but will pass on. This kind of a card, in the writer's opinion, will not sell goods, and should be condemned, where dignity should enter into effect.

Catch Phrases are Good.

Then, there are the novelty or catch phrase cards that could be used occasionally and would draw a good deal of attention.

Here are a few suggestions that could be used to advantage. Fasten a small Teddy bear to one corner of a card and have the inscription something like this: "Bear in mind we sell the best coffee in the city"—or a screw with this inscription "A good many turns in this business have taught us how to serve you."

For a cut price sale attach a small hatchet and the card should read like this: "Prices chopped in half." A novelty window could be arranged by taking an ordinary pick, drive it into a block of wood and place in the centre of the show window. Then arrange around picnic or other seasonable goods. Place a card near the pick which reads, "Pick out your picnic eatables." This window will draw a good deal of attention and especially if the pick is placed in a prominent position. People will stop to see what the pick means; their eyes will catch the card and then they look over the articles displayed. This usually means a sale of one or more articles.

And now, last but not least, keep your cards clean; a dirty card is almost as bad as no card at all.

If you are owing money to the bank, have your plans arranged so that you can realise on your assets quickly.

The good general always plans his campaign to be ready for attack that may come through unexpected sources. The good financier is always ready for an attack on his finances.

The concerns from whom one buys may be prosperous. The bank with whom one deals may be flourishing, and yet without warning something happens and you are suddenly called upon to liquidate your indebtedness. You should be prepared for this sudden call.

Practical Suggestions for Increasing Trade

The Merchant Should be Careful to Stock What Customers Call For—Carry Goods That Will Hold Custom—When New Goods Arrive Advertise Them—The Policy of Having a 'Leader.'

By Geo. F. Janes.

"How can I legitimately increase my business?" This is the vital question, which every grocer is undoubtedly asking himself from time to time. Like all others engaged in the mercantile business the grocers are after the nimble dollar, and any suggestions that will fatten their profits are worthy of consideration. Many plans, no doubt, suggest themselves for increasing their patronage, but many things have to be considered before they are adopted.

In the first place the grocer has to ask himself, are they the kind that will win the confidence of the public. The successful merchant cannot afford to trifle with anything that bears any resemblance to "fake" methods. He must be sincere and conscientious in endeavoring to bring a greater volume of trade to his door and his enthusiasm must be in the channel of honesty. There is no better way to gain business than by legitimate advertising, but the advertiser must back up his advertisements with honest goods. If there is anything like trickery, and he is detected, it is soon known far and near, because no one can



An Artistic Card With Splendid Selling Properties. Original Card 20x16 Inches.

talk louder and more frequently than a dissatisfied customer, and there is no telling what the result will be.

Carry a Complete Stock.

However, to get down to the basis of the argument as to how business can be increased. The starting point is unquestionably with a complete stock.

There are, of course, many things which would not pay a grocer to keep on his shelves, but if his stock embraces all the articles for which there is a good every-day demand, and they are well displayed and tidy in appearance, he has, at least from the standpoint of the average consumer, started out well.

The merchant who is indifferent about the completeness of his stock cannot hope to work up a very large trade for the very reason that he is not in a position to supply many of the articles for which he is asked, and in time people begin to say "you will not be able to get at ——— ———, you had better go to ———." The result is very apparent. Many who would have been customers of this particular grocer, all things being equal, are compelled to deal where they know their wants can usually be filled.



A Good Suggestion for Thanksgiving Time. Original Card is 22x14 Inches.

(See pages 78 and 79).

Stock New Goods.

But the point as to increasing business can be illustrated in another forcible way. There is always room for enterprise. Even the grocer who is proud of the fact that his stock is large, well-kept and attractive, can occasionally "do things" that will make a showing in the cash receipts. The successful grocers, those who have the largest trade, are doing it every day. They are always to the front "with just received a large shipment"—well it may be maple syrup in the early spring, or it may be butter or something else, but what ever it is they have a good supply when the other merchants have little or none. Of course, this is where the value of advertising comes in. They must let the public know of their enterprise, and then they await results.

It may be that whatever their particular shipment consisted of there were many aside from their regular customers, who became interested. They call at the store for the article in question, and naturaly enough leave their order for the day, and possibly for the week.

Policy of a 'Leader.'

In regard to building up trade, the policy of having a leader, something that is offered each week or each day at a special price, is undoubtedly a good plan with the merchant who gives systematic attention to advertising. If the advertisements are "talkative" people soon note the little bargains from day to day, and while there is probably no price cutting to speak of, they are interested, and the object of the merchant has been attained. All he can hope to do through his advertisements is to get the people to his store and it then depends upon himself and his staff to so treat them as to make them return.

One order invariably means another and as the persons who drop in to pick up a bargain will usually buy more than was originally intended, his plan of offering "snaps" each week is being very successfully followed by many stores. A particular one I have in mind is always well stocked, the "ads." each day are timely and well written and their results are very satisfactory.

Grocers who have not tried this and the other plans mentioned should give the matter serious thought.

Late Deliveries a Drawback to the Driver's Life

Other Difficulties With Which He Has to Contend—Employers Can Aid in Lightening His Burden by Educating Customers—Story of a Trip Around a Circuit With a Delivery Man.

By W. M. Ford.

The "groceryman" is always an object of awe and delight to the childish mind. It is not the man who owns the grocery store, I mean, mind you, but the delivery man—all the children know him as the "groceryman."

It is this "groceryman" who brings the groceries to the home and also the candies. Besides he drives a horse, and that in itself is a heighth of attainment to the undeveloped boyish mind.

A lot depends upon this same deliveryman, too, in every town or small city. He acts as general scapegoat for the firm and upon his head descend the anathemas of the housewife when the foodstuffs come too late for dinner or supper. Night and day, rain and shine, winter and summer, these men pursue their occupations regardless of weather. Theirs is no easy or lazy life !

For all that, as a type the men who deliver groceries are a jolly, good-natured bunch, with light hearts and ready wits.

The other Saturday night I was permitted to ride on the seat with one of these drivers, a typical deliveryman, and for upwards of an hour I was entertained by his novel, if erratic, conversation and his curious trend of thought. His constant touch with every portion of the town ennabled him to know most of the doings, but he was no gossip. Private affairs had no place in his conversation.

It had rained the previous day and the roads were, to say the least of them, abominable. In one place the wheels of the light wagon ground through gritty gravel, next they sank well-nigh axle deep and with a soft flop into a mud hole, and again the wagon would perform a series of manoeuvres, much like a bucking broncho, over a series of humps and hollows. It was very difficult for me to retain my seat and I was in constant fear of being hurled head-long to the ground, but to my companion it was no trouble and his body swayed easily with every motion of the wagon.

"This is where you need your 'sea legs' " he commented with a grin as I grabbed futilely for the reins, being in danger of falling off and seeing nothing else to reach for.

A Driver's Difficulties.

A brief stop was made while a parcel was being delivered. The house was a few steps up a side street and I waited while he ran up with his basket.

"Get great trainin' for a marathon on this job" he observed.

I agreed with a nod.

"Yes, and you see lots of scenery, too," he went on.

The horse, a stout nag with a persistent jog, stumbled. Its driver heaped maledictions upon its head, explaining meanwhile, in a half apologetic tone, that, "he ain't no good at skating."

We drove into a backyard and I watched him look carefully around. "Scared?" I suggested, for it was one of those backyards surrounded by high buildings and as dark as Erebus.

"Naw !" he replied, "But there's a lot of clotheslines hanging around here loose and a fellow can get a bad jolt if they catch you under the chin. I tear them down every time," he chuckled maliciously.

The next residence was that of a well-to-do citizen and if that worthy ratepayer had heard his reputation and pedigree from Mr. Driver's lips, as I did, he would not have an exalted opinion of himself. He had ordered the goods for Sunday, at ten o'clock on Saturday night, when he might just as conveniently have sent in his order many hours earlier. I meekly and silently concurred with all the driver said about this member of the community when I had heard all. That a man who works a few hours daily and has abundance of spare time should put off the ordering of a few groceries until such a time that it adds to the long hours and burden of the driver seems incomprehensible, and the only excuse is carelessness.

The deliverymen are not as a class very careful of their language. To call a spade a spade they say it in a round about way. Perhaps they have many provocations—who has not in any walk of life—but this particular driver cursed roundly at anything which incurred his vacillating displeasure. For instance : he carried a heavily laden basket into a house and, as is the general custom with deliverymen, walked around to the side door and rung the bell. No answer. A second and third ring met with the same result and then the 'swear words' were forthcoming. The door opened during a pause in which the driver was catching his breath and the mistress of the house appeared.

"Oh, I'm sorry I kept you waiting," she said very softly, "but I was busy. I heard you talking, though, and hurried as fast as I could."

He mumbled something unintelligible to me and then turned as fast as he possibly could, without as much as 'Good. night,' and walked rapidly to where the rig was standing. I was doubled up, with laughing—I could not help it. "Heard him," she had said and I shoved my glove into my mouth and nearly dislocated my neck in a vain effort to keep from bursting in uproarious, though perhaps unseemly, laughter. "Heard him !" Gracious goodness what would she think ! His face bore a half-comical half-annoyed expression when my friend the driver, climbed up beside me and he eyed me quizzically.

"Ah, cheese it, chummy, what's all the joke about ?" he said with a belligerent look in his eyes. Discretion seemed to me the wisest thing just then and I straightened my face up as best I could. However, the incident did not appeal to me as much of a joke a few minutes later and I think it cured him to some extent of giving vent to his feelings under such circumstances at any event.

Make His Burden Lighter.

To relate the occurrences of that trip which lasted until midnight when I bade good-night to my acquaintance of the evening might perhaps be wearisome to many. To me it was most instructive, and afterwards I have always felt a fellow feeling for these drivers of grocery delivery wagons because I know some of their troubles. If others would endeavor to see a little of the inside of the routine of their lives perhaps they would do more to make the deliveryman's load lighter. There are many ways it can be done. Perhaps the most simple is to educate customers to order the family supply of groceries early, have them leave the proper address, being very particular as to the number of the house and the street, see that they do not order something else that may have been forgotten, when the man comes around with the groceries, and so forth. A kind word with a cheerful smile, too, will brighten the lives of these true servants of mankind.

BUSINESS LOGIC.

Slipshod men make slipshod methods, and slipshod methods make slipshod men. Unless your methods are right you cannot expect your men to remain right.

The human machine has not yet, and never will, reach absolute perfection. The result of this is mistakes. Your clerks make them, and you have made plenty of them yourself. Make some allowances for occasional errors.

What would it be worth to you to have the reputation of being the most accommodating merchant in town? Wouldn't it bring you the trade of about every woman who buys things in your line?

The Mail Order House an Unnecessary Institution

Depressing Effect Catalogue Stores Have on Communities From Which They Draw Custom—Remedy Simply Becomes a Matter of Education—Retail Stores Needed for the Conveniences They Provide—Duty of Merchants is to Boom Their Own Business.

By M. Moyer.

It may be a bold statement to make, but I take the firm stand that the large mail order houses are a hindrance to the proper development of the country, a decided injury to the best interests of the people; that the retail stores in cities, towns and villages are the most economical and only complete system that can give satisfactory service to the people and are therefore absolute necessities for their comfort and convenience, and must be protected from unfair encroachments.

The mail-order houses have had a trial now for a number of years under very favorable circumstances and if they have proved themselves capable of giving the people all over the country better service than they get through the retail stores, then they are entitled to the trade. But in this they have entirely failed. The people have learned that, at best, they can only give them partial service and that they must depend on the retail stores for full service. If then they cannot give them complete service, and are only taking the best out of the retailer's business, why then should the people from hundreds of beautiful villages and towns send their millions to these concerns and thereby cripple and weaken the stores in their own towns on which they must depend for their needs. Is it reasonable to suppose that they would, if they understood the situation? Are they not deceived through incessant advertising on the part of these large stores; they are wrongly educated and unconsciously losing sight of their own interests?

Look at many of our towns and villages which were once prosperous, now with empty stores, dilapidated buildings, and ruined storekeepers and you will find out upon investigation that the people were misled through deceitful representations. They sent their money away instead of dealing with their neighbors and supporting their own towns. Not only do the towns suffer but the farmers as well are injured. The boys become discourage and disgusted to live in a community with only a dead town in sight. They leave the home, the father has no help. His farm goes down, and he wants to sell out. He advertises it for sale. A prospective buyer comes along. He feels the deadness of the place and makes up his mind that the whole neighborhood is no good.

Altogether too long have these houses been allowed to prey on the incredulity of our people, and a vigorous effort should at once be made to protect their rights and their homes, and bring to light the true advantages of supporting their home retail stores. Proper education and it alone will save the situation.

Up to the Merchants.

The truth is so overwhelmingly in favor of the retail stores that it only requires to be understood in order to win the support of the general public and save the integrity of the best system for distributing the products of the world to the people.

Retail merchants, what are you going to do? Your business is threatened; your villages and towns are in danger; the convenience and interests of the people are being undermined through enticing and misleading advertisements.

Ninety-five per cent. of the post offices are owned by retail merchants for which they receive no rent and do the work without reasonable compensation, and yet these departmental stores are sending their goods to villages and towns for less than actual postal cost, using the merchants as instruments to kill their own business, and without contributing one cent towards the support and maintenance of the municipality.

Only One Proper Method.

Farmers and working people are deceived against their own interests through deceptive representation, and even our governments on both sides of politics are not aware of the condition into which the country is drifting in this respect.

The only method known to the world that will give the people satisfactory service is through retail system and any attempt through any other channel can never be complete, and therefore to that extent will cripple and impair the machinery which is necessary for the good of the country and which must be kept intact.

To make this clear, let all the retail stores close up their places of business, and what would at once be the result? But let the mail-order stores close and the wheels of the commercial machinery would run on undisturbed.

When will the people learn to be fair to themselves even if they are not to their neighbors? The question is of such vast importance and so far reaching that it should be taken up by the local press in every town and discussed in clubs, farmers institutes, retail merchants' associations, and even an occasional sermon on the "ethics of trade" or "the duty of neighbor to neighbor" would be appreciated and do good.

Merchants should do their best to give the people good service, but never rest as long as parcels come regularly from outside. They should let every man, woman and child realize that if they expect to make their livings in their own towns and live there and expect the streets, schools, and churches kept up, that the merchants have a perfect right to expect them to buy their goods from them. No person with ordinary decency could go into a store for a trifling thing without feeling a sense of guilt, when it is known that the bulk of his money goes to the department stores. Would it not be a thousand times more desirable to have our people scattered over our fair land, and live on farm, villages and towns, than to have them crowded into a few large cities?

Therefore do not allow a few gigantic concerns to destroy the happy conditions of country life. The key of the situation lies with the merchants themselves. They should boom their own business so energetically that the mail-order house will be lost sight of by the people of the community.

The cause of many failures is due to bad financing instead of bad business. The trouble is few business men know exactly "where they are at."

A detailed statement should be kept of all obligations. The business man should get along as far as possible without giving notes, and when he does give notes he should see to it that the notes are taken up when due.

The business man who overstocks shows he is a bad financier. The man who buys too much on possibilities makes a mistake.

As you go along this year you shou'd make statistics of the receipts and expenses by the day, week, month, and year. With these figures you can make up a budget of your receipts and expenses of the coming year with reasonable correctness.

Keep your resources well in hand. Buy often rather than buy in large quantities.

Retail Grocers Institute an Automobile Delivery

The Only One in Hamilton and One of the Very Few in Canada—Easily Does the Work of Two Delivery Horses—Always Awaiting Orders—Owners Find it a Profitable Investment—Can Deliver Forty Orders per Hour—Other Progressive Methods Showing an Adventurous Spirit.

"I don't want to be at the tail end of anything new."

These are words of John Lampman, of John Lampman & Son, retail grocers and meat dealers, Hamilton, Ont. There are only a dozen of them there but they are words which should be carefully considered by many other retail merchants throughout Canada.

To show that Mr. Lampman "practices what he preaches" it may be here stated that :

He has an automobile delivery which gives rapid service ;

He has his own ice house to supply his refrigerators ;

He has a large refrigerator built right into his store measuring 10 feet by 9 feet ;

His equipments are modern, including cash register, show cases and computing scales ;

An elevator extends from the ground to the fourth story to handle stock between warehouse and store ;

His store closes at 7 o'clock every night but Saturday.

The most important feature about the business of John Lampman & Son, however, is the automobile delivery. The owners consider it more valuable to them than any two other delivery outfits they could possibly secure.

Last April they purchased the car and instituted the new systwm. It is a big 30 h.p. "Jackson" machine with two boxes—one for delivering groceries and meats and the other for pleasure purposes. The whole top can be taken off and exchanged for the other in about 20 or 30 minutes.

Lampman & Son have the only 'auto' delivery system in Hamilton and they doubt if any other grocery store in Ontario, or in Canada for that matter, can claim one. It is a fact at any rate that that they are few. As to the service rendered when the car has on its delivery top, the owners claim it unbeatable.

"We can catch a train with a basket of fruit in four minutes after we get the the order," declared Mr. Lampman, and the station is considerable more than a mile away at that.

Forty Accounts per Hour.

Lampman & Son send out their accounts at the end of the month and by actual timing on one occasion they found that they distributed 48 bills in 55 minutes and their customers are by no means bunched in one section of Hamilton. Of course in such a case the machinery is never allowed to stop. It is claimed that it will deliver 40 orders in an hour, which is much more than any two horses can very well do.

When the automobile is doing the delivering, it is 'on the job' all the time. If two orders are taken at practically the same time it can have the one first put-up delivered and arrive back at the store before the second is ready—providing it has only a reasonable distance to go.

The delivery boy expressed it nicely by saying : "You don't have no time to ride."

From April last until the middle of September the car had traveled 4,260 miles as shown by the distance register. During that time Mr. Lampman had scarcely expended a dollar on repairs. The only thing necessary to buy when the machinery goes right is the gasoline, and he does not consider the expense of that at all equivalent to the feed of two horses and the wear and tear of wagons, harness as well as horses.

"The horses eat all the time whether working or not ; the auto only when it goes," is the way Mr. Lampman says it.

He bought it as a money proposition and he is well satisfied with the results. When he does heavy purchasing on the market he takes the car down and on one occasion he brought back with little effort and in a short time 1,500 pounds of beef, veal, vegetables, etc. It was loaded so high that the driver had to stand on the boards at the side.

Costs Little for Ice.

At the rear of the store proper Lampman & Son have a large ice house in which they store enough ice to last them all summer. It is so constructed, that working in conjunction with the hoist, little heavy lifting is necessary. When the bottom row of ice-blocks has been all arranged, the hoist is used to elevate the next load and so on to the proper height. A series of doors are placed in the side of the ice house next the hoist so that when the ice reaches above any one it is closed and the next highest used.

The same convenience exists when ice has to be placed in the large refrigerator, or rather into the receptacle above the refrigerator. It can, of course, be taken out of any door onto the hoist which fs lowered or elevated, as the case may be, to a level with a sort of slide (marked A in the illustration) which leads to the receptacle over the refrigerator and on a level with it.

There is always plenty of ice on hand and so the meats, butter, etc., are always kept fresh for customers all the year 'round.

Another feature to the Lampman store is that the company cook practically all their own meats and cure their own hogs—and Mr. Lampman 19 years ago



The Delivery 'Auto' of Lampman & Son, Hamilton Grocers, said to be able to do Easily More Work Than Two Horses.

started a business with enough money to buy 2 cattle and a calf.

The elevator runs to the fourth storey where the cutting and engine rooms are located and where the sausage are made. The storehouse is also located there. The present premises have been occupied for thirteen years—with several changes and additions to the building. When Mr. Lampman arrived on the scene there was nothing but four old walls. His son was admitted into partnership with him last June.

Early Closing.

One of the store methods is early closing. Every night with the exception of Saturday the key turns in the lock at 7 o'clock. Although at present he keeps open until 11 o'clock on Saturday night he intends in the near future to take off another hour.

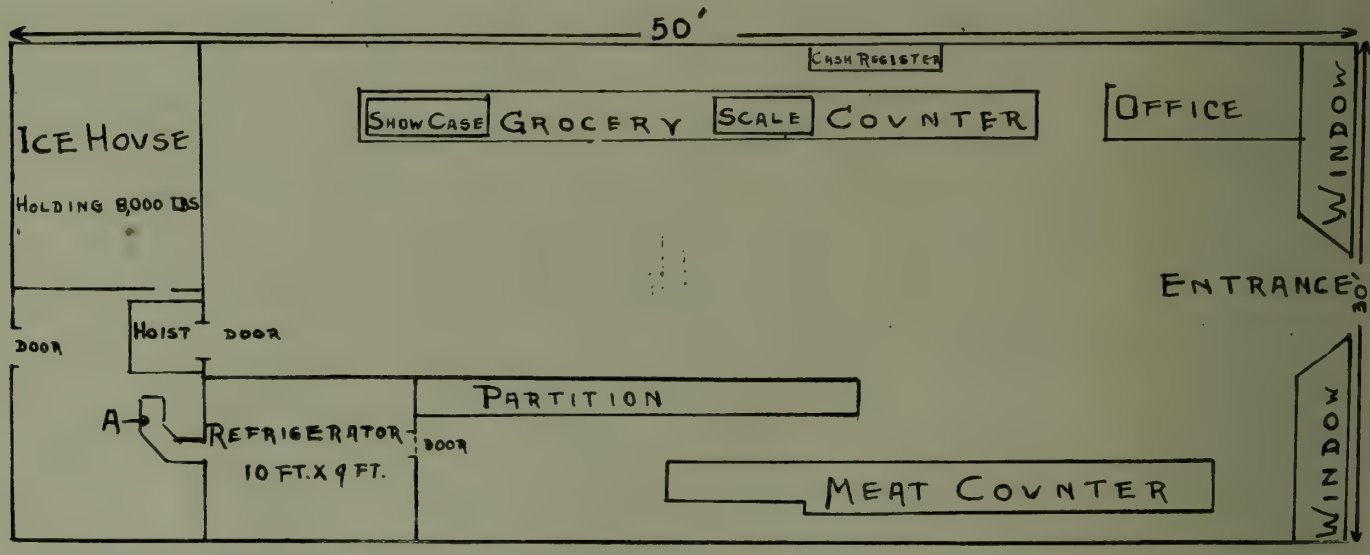
By closing early he does not believe he is any the worse off. His customers know the rules and make no objections whatever to abide by them, and he finds that the extra hour, or in some cases several hours, gives both himself and family plenty of time for recreation. His automobile comes in handy for this and long trips are often taken after tea and on holidays and Sundays which contribute a great deal to the health and pleasure of those who take in the jaunts. The extra advertising he gets from his auto has also been profitable, for many people, you know, like to have their household necessities delivered in a motor car.

Lampman & Son do a good trade both in groceries and meats; they employ 4 in the store and two drivers. Their store is modernly equipped with automatic computing scales, cash register, etc., and their meat department is almost altogether separated by a partition, as shown in the illustration. The grocery side of this partition is built up with shelving and bins.

Speaking tubes extend from the store to the kitchen and warehouse, and there is also an extension telephone in the dwelling room.

Sometimes an occasional "shop-lifter" which may or may not be a boy, drifts into the store, particularly in the fruit season. A device which can often be used with good results to detect such a one is a mirror. Lampman & Son have one placed just above the cash register. At the same time it comes in handy for the ladies, who always appreciate any little attention of that character.

The Lampman advice is: Keep out of the rut and don't be the last one to make the change.



The Lampman & Son Store Interior Arrangement for Combined Grocery and Meat Market. Drawing Marked A is Slide for Ice From Hoist to Refrigerator.

A FEW GOLDEN RULES.

Do as you would be done by.—Golden Rule of the Persians.

Do not that to a neighbor which you would take ill from him.—Golden Rule of the Greeks.

What you would not wish done to yourself, do not do unto others.—Golden Rule of the Chinese.

One should seek for others the happiness one desires for one's self.—Golden Rule of the Buddhists.

He sought for others the good he desired for himself. Let him pass on.—Golden Rule of the Egyptians.

Whatsoever you do not wish your neighbor to do to you do not unto him. This is the whole law. The rest is a mere exposition of it.—Jewish Golden Rule.

All things whatsoever ye would that men should do to you, do ye even so to them.—Christian Golden Rule.

Let none of you treat his brother in a way he himself would dislike to be treated.—Golden Rule of the Mohammedan.

The true rule in business is to guard and do by the things of others as they do by their own.—Hindoo Golden Rule.—The trestle Board.

STUDY PUBLIC TASTES.

"What shall I advertise and what goods shall I know show in my window just now?" is a question often heard. The advice of a large London, England, storekeeper who has built up an immense business through advertising, and especially window-dressing advertisement, is to study the public fancy; that, he affirms, will lay the basis of a successful business, and prove a sure foundation to work upon. It is obvious he claims, that to display goods for which there is no demand, to exhibit articles which are either unseasonable or at the moment out of fashion, is waste of time and space. To study the public fancy is to take thought of what is going on around; to ascertain what other traders are selling, what the fashionable world is doing, and especially how circumstances and conditions influence fashions, is time well spent. Fashions go in cycles, and tradesmen follow one another in succession. Those who study such things, he believes, and dip deep into the source of commercial knowledge know right well that what is fashionable and salable in a certain locality to-day will not be in demand to-morrow. For that reason the trader cannot do better than look ahead and prepare for the public fancy. To catch business at the right moment shows that the trader is alive to the possibilities which opportunity opens out.

There's no argument equal to a happy smile.

Selling By Weight---The Only Honest Method

Such is the Opinion of a successful Retail Grocer—Finds Profit in Substituting the Scale for the Measure—Where the Telephone Number is Unnecessary—How Best to Buy Cereals—Value of Shorter Terms of Credit—A Well-Equipped Store.

"When I get a hamper of beans or peas I find exactly what I have and what they cost. I then weigh them into small boxes and put a price on each so that I am sure of my profits.

"I never sell ciscoe herring by the dozen—they all go by the pound."

There is something significant in these two statements of David W. Clark, Avenue Road, Toronto, a grocer who has been in business for years, and who keeps well apace with the advance of the times. For to look at Mr. Clark's store, both interior and exterior, one could not think otherwise.

Mr. Clark is a firm believer in the weigh scale as an honest means of selling goods and uses it wherever it is practicable. In the first place, he is very careful always to know what he secures from the jobber or manufacturer. If he gets in a hamper of beans, he weighs them carefully and determines the cost per pound. He is then in a position to fix his retail price in order that he has not his trouble for nothing. The beans are carefully weighed out into small boxes, upon which is placed his retail price. He therefore knows exactly what the beans cost him and better still he knows he is selling them at a profit.

One of the great troubles that still hangs onto the trade is selling goods at prices that do not make those goods profitable to handle. In many cases, Mr. Clark maintains, a grocer will get in, say a hamper of beans. He knows what the whole thing cost and he sells at a price which he imagines will "let him out." Frequently, however, he is practically selling at cost or losing money—all because he doesn't exercise the proper care in weighing what he buys and sells.

Habit of Choosing the Biggest.

The reason why he sells his ciscoe herring by the pound is to eliminate the practice of purchasers picking out the biggest dozen from the rest in the box, placing them on top and then coming into the store wanting a "dozen herring."

The grocer has no other course to follow than to hand out the first dozen he comes to, with the result that he has the smallest left on his hands. When the bottom of the keg or box is almost reached his big herring are gone and it is almost imposible to offer the rest at the same price as the others. He often gets himself into trouble when he does, and he loses money when he doesn't.

Mr. Clark finds that the only simple way out of the difficulty is to weigh the herring and sell them by the pound. No woman registers a "kick" about size or measure when she sees the goods go on the scale. The grocer is not "beating" her, and her suspicions are never aroused so that she has no reason to purchase her goods elsewhere.

Potatoes are similarly treated. They are never sold by measure or by the bag—except the weight is known in every case.

Mr. Clark makes a practice of weighing everything that comes into the store in measure. He believes implicitely in the scale, as a prevention against unfair discrimination among customers, and as the means of producing an honest deal.

An Unnecessary Outlay.

In addition to his ideas concerning weights and measures given above, Mr. Clark has many other interesting opinions in retail methods.

"One thing that has always struck me as being silly and unnecessary," he said the other day, "is painting the telephone number on the grocery waggon, on billboards, or on the window.

"No person is going to stop on the street, if he sees your waggon going by, take out a memorandum book and dot down your telephone number. When he desires to call you up he looks for your number in the directory; he never gets it off a billboard, window or wagon.

"I believe it is a good idea to have the telephone number printed on your counter-check book or bill-head. In that case the housekeeper who has the duplicate of any order may save time."

Mr. Clark likes to see a check-book headed as simply as possible. His own contains nothing but his address, phone and name.

He never goes out of his store for orders, but deems it more advisable to carefully attend to customers coming into the store.

Purchasing Cereal Goods.

"There is one company," said Mr. Clark, "which takes a wise plan in selling its cereal product to the trade. Its representatives do not advise grocers to take large quantities in consideration for which they will throw in a few extra cases. This company wants to sell you what you think you can reasonably sell in a certain length of time, and it never loads you up.

"Often grocers are induced to purchase more breakfast foods than they can reasonably sell before they get stale. In that case they become discouraged, because they do not care to give a customer a food that should have been consumed weeks before. It spoils the sale of those goods."

The company to which Mr. Clark has



Diagram Showing How Equipment in Store of D. W. Clark, Toronto, is Arranged, Including Elevated Office at the Rear.

reference, allows the grocer a certain number of cases at the end of the year, that number to depend on the amount he had sold during the year.

Shorter Terms of Credit.

Commenting on the recent plan of the Toronto Fruit and Produce Association whereby the members collect their accounts weekly, Mr. Clark thought the idea a good one. It tended to keep down the number of inexperienced men entering the grocery trade and upsetting existing conditions, simply because they didn't understand cost of goods, expense of doing business and figuring profits.

He had once read that with the introduction of machinery into the factories in a certain place, the greatest percentage of unemployed entered the grocery business. The insurance business came second.

This went to show how men will drift into the grocery trade without the first knowledge of it, and without the faintest idea of having any difficulties to contend with. The ultimatum, therefore, of the wholesale fruit men, Mr. Clark maintans, was a splendid idea. It tends, he says, to elevate the trade and keep it running on a higher moral plane.

A glance at the accompanying plan of the interior of the Clark grocery shows up-to-date equipment, and some new arrangements. He has the latest type of bin-fixtures, a handsome cash register, modern computing scales, an electrically operated coffee mill, a refrigerator and meat slicer.

Confectionery is carried and to display this attractively, show cases are used.

The office is an elevated one, at the end of the store and entered by a stairway leading from the warehouse at the rear. This is both convenient and saves a good deal of room.

The above methods and sugestions are valuable to any grocer in-as-much as they have been used with success by Mr. Clark, who is certainly making good in the retail grocery business arena.

Means of Increasing the Sales of Canned Goods

The Power Lies in The Store Methods of the Retail Grocer—Education Among the Consumers Necessary to Offset Wrong Impressions—Canned Goods May be Easily Displayed—Advertising Systems That are Valuable.

If he goes about it in the proper manner every retail grocer can easily increase his sales in canned goods. The whole secret lies in education, advertising and proper display.

A valuable education can be conducted by advertisement and conversation personally or through your clerks. The most effective way to combat the untruthful articles in sensational newspapers and misleading advertisements, especially about canned goods, is for every retailer and every clerk in his employ, and every member of their families, to constantly state the truth, which is that food hermetically sealed in tin cans is preserved by heat, and as long as it is kept from the air (that is, neither swelled or leaking), it is a sound, pure, wholesome, palatable food.

A writer on this subject states that no chemicals are used to preserve or color "canned goods." He quotes what a prominent professor says: "The only coloring matter usually found in canned vegetables is copper *** the preservative most commonly used in canned vagetables are borax, sodium benzoate, and salicylic acid; sodium sulphite is sometimes added to bleach the product and to act as a preservative; saccharine, vegetables is copper *** the preservatives most commonly used in canned vegetas sweet corn as a sweetening agent," and then tells how to detect the presence of these chemicals.

This professor claims the writer, either has not analyzed canned vegetables in the past few years, or has found only "traces" of the chemicals mentioned, as they are not used by canned goods packers. The natural product, peas, beans, corn, etc., contain traces of several of these chemicals, as analyses by Dr. Wiley and others of the fresh vegetable have shown, but nowhere in America can now be found, as far as he is aware, a packer who adds them to the vegetable when canned.

Nature, the great chemist, in her laboratory of soil and air produces nearly every chemical known, and in her choicest food products from land and water she leaves traces of these things, giving color and flavor, varying the appearance and taste of these foods to please the eye and palate of the consumer. The canned goods packer adds salt and sugar for seasoning; he cooks his canned goods to preserve them, in the cheapest and best container known—a tin can—and to the extent of hundreds of millions of cans furnishes the best fed people in the world, with a variety of pure, wholesome and economical food prepared in the most cleanly manner, unobtainable otherwise.

Every retail grocer and every employe should know these facts and should never cease to preach them in season and out whenever the occasion arises.

Admit of Splendid Displays.

Canned goods are probably used more than any other article sold in the grocery store for display purposes. The reason for this is that they can be arranged easily in many different fashion. The labels on can goods are usually attractive and they can be so placed as to add much to the shelf or window appearance.

When window displays are made of canned goods, those displays should not be allowed to remain too long. Change them often and give the eye of the prospective purchaser something new to look at, for a window display—no matter how neat—becomes stale if allowed to remain too long.

Very often retailers make mistakes by selling an inferior quality of goods when the price of canned goods advance. This may at the time be a profitable scheme, but the ultimate injury it causes, more than counterbalances any good it may do in the matter of making profits. As soon as the customer discovers she is obtaining an inferior article in place of the one that she has always purchased, she will not give her custom long to that store—particularly if she is a particular customer and most people, who can at all afford it, are particular about what they eat.

Purity in Different Grades.

But it must not always be supposed that purity and healthfulness are regulated by quality always; in the majority of cases the same care and skill is taken in canning the standard grade as the fancy extra, the can of corn or peas and almost all other canned foods, is as healthful and clean as the high-priced can of the same article. It, of course, may not be as palatable or as attractive in appearance but the food value is the same.

To advertise canned goods at the proper time is a big factor in the sales of the retailers' stocks. Ads. that convey information and convince the intending purchaser—those that tell, for instance, of the excellent quality and why that quality is excellent—are the kind that are necessary to sell the goods.

To sum up—the increase in the sale of canned goods from the store practically depends upon the grocer himself. Your customers to a large extent need your judgment, your knowledge and advice; never mislead them by personal conversation or by untruthful advertising. Simply speak the truth as you know it, and despite sensational stories with little or no foundations, you will increase your sales of canned goods.

The Common-Sense Method of Handling Tea.

How Sales Can be Increased if Proper Course is Taken — Over-Stocking a Bad Fault—Tea Should be Kept Away From Many Articles Because of its Absorbing Characteristic—Teach Customers How to Make Good Tea—Keep an Eye on the Peddler.

By B. H. Thomas.

For a grocer to increase and even hold his tea trade he must make a study of the methods of taking care of his tea in the store. The value of tea to the consumer is derived from its flavor and one of the great difficulties is being able to present to a customer the same flavored tea which you know he or she likes, week in and week out.

To begin with, care should be exercised in the buying of tea for the store. Whether package or bulk goods it is not necessary in these days of travelers to overload on tea. If a package of tea is opened and left in contact with the air for any length of time it loses flavor and grades of deterioration occur.

A dealer with many years' experience in handling of all kinds of teas advises that the tea stocks in the store be turned over every month where it is at all possible. This is possible in the thickly populated districts where the grocer knows there will be a traveler around at regular intervals. Of course, a different condition of affairs prevails in isolated districts. Once a month may seem rather often, but he claimed that if the best satisfaction from customers was striven for, it was not any too frequent.

All kinds of tea lose quality with age and in this respect they are rather unlike whisky. Not only that, but the success of a business depends on its turn over—goods converted into ready money. Money begets money in interest but a shelf or a chest of tea does not produce more tea or money. On the other hand its value decreases the longer it remains on the shelf or in the chest.

Do not therefore let any salesman load you up with more tea than you want, simply because he offers you lurid bargains, long datings and large discounts. Let the wholesaler carry it and take the chances and if you want to spend some extra money increase your assortment of goods. A grocer seldom finds that he can sell more tea just because he has a heavy stock.

A prominent Canadian tea manufacturer recently said: "It must be borne in mind that all tea deteriorates with age, and after it is eighteen months or two years old it should not be drunk. Many grocers are ignorant of this fact and carry over teas from year to year until they have entirely lost their flavor and beneficial qualities."

The location of tea in the store is another important feature. It is imbued with that contrary quality of absorbing flavors from many other articles common to the grocery. On the other hand it does not impart its flavor to anything else very readily.

In this connection soap deserves special mention. See that no tea is in proximity to a bar of soap. Care should also be taken to see that tea is not close to spices, coffee, matches, coal oil, acid fruits, such as lemons and oranges, and cheese. These articles readily impart their flavor and tea just as readily absorbs it.

Many occasions arise when a grocer or his salesmen selling tea can educate customers how to use it. Every customer appreciates a word of advice now and then, if it is given in the proper spirit. Tell your customer how necessary it is to use fresh boiled water in making tea and if you care to give advice about her tea-pot point out to her that the old fashioned earthenware pot has as yet been unsurpassed. Also impress upon her the need of taking the tea off the leaves after it has been on from 5 to 8 minutes. This is because the tannin in the leaf escapes if it is left in the water too long and tannin is what gives it that undesirable bitter taste.

Very often a customer stops buying tea from her regular grocer because she, unconsciously, of course, neglects to follow out the above ideas and therefore thinks the tea is bad. Educate her judiciously and strengthen her trade with you.

Grocers and Tea Peddlers.

Because there is usually profit in selling tea we find peddlers handling it all over the country and it is the merchant's affair to curtail these sales as much as possible. Wherever a grocer finds that a customer is buying tea from a peddler he should devise some means to regain that trade. Point out if you can how much superior your tea is and it might be good policy to occasionally give some samples suggesting that she compare the two. Few peddlers have any particular knowledge about teas, so that it is difficult for a purchaser to buy from them with any degree of accuracy; on the other hand specialists prepare with much care the teas that are sold to grocers and a grocer usually knows whether he can conscientiously recommend them or not. The peddler is seldom in a position to do this. If a grocer really knows the goods he is selling he can easily increase his sales.

Use of Displays.

An occasional tea display aids in increasing the business and draws attention to the fact that you carry reliable goods—that is if you do. When these displays are made, make use of one or two attractive display cards and some price tickets and you will be surprised to find the good they do.

When a package of tea is opened and placed in the window or when bulk tea is shown, it should not be sold afterwards particularly if the rays of the sun touch it. The heat draws out the flavor and when that is gone it is not much use.

Some teas are more easily sold than others because they are more systematically advertised. Grocers should consider this point carefully when stocking up—and they should also be careful to have the goods on the shelves when anybody calls for them and remember always that quality more than price indicates the value of tea to them.

THE RICE GOD.

In the Malay peninsula(after a general propitiatory service has been held as an "apology" to the rice for cutting it, the "rice soul" is diligently sought. First the spot where the best rice grows is selected; then seven stems are chosen, each having seven joints. Within this sacred bundle resides the soul of the whole precious field, and, dressed in swaddling clothes like a live infant, it is borne home in a basket and tenderly, reverently, placed on a new sleeping mat.

After the rice harvest in Ceylon the priests take a little old god called Mareii down to the river. A hole is dug where the water is shallow, and into this is crammed a bag of dry rice, with the god placed on top. The saturated rice expands, forcing the image upward, so that in about fifteen days it comes to the surface and is welcomed as a new god with acclamations of great joy.

Both in China and Japan are held special festivals of thanksgiving and offering up of first fruits.—Los Angeles Times.

"Most Complete Grocery Store in the Province"

That is How Travelers Designate the Establishment of Nahrgang & Co., of Palmerston—Attractive Exterior and Interior, and Fitted up With Practically all Modern Conveniences — Caters to High-class Trade and Keeps the Best Possible Goods —The Reward of Service.

You often hear merchants in small towns or villages remark, "Oh, this store is good enough for me in this place but if I were in a big city like Montreal or Toronto I would have things looking better."

But nowadays the tendency all over the country is up-to-date stores with a view to giving the best possible service to customers. Equipment and cleanliness count for much in the matter of service, for no store can be serviceable to the best class of trade without these requirements.

This has been recognized by many merchants and even in the smaller places, among them being Palmerston, Ont., where Nahrgang & Co. have one of the handsomest and finest equipped stores in the country, whether it be city, town or village. There is practically nothing known in the store equipment line that Nahrgang & Co. havn't installed. Commercial travelers whose good fortunes have taken them to Palmerston, claim that it is the most complete in the province. Mr. Nahrgang, jr., is the proprietor and he is only 25 years of age.

The success of this business is based on the service made possible by such an up-to-date establishment and the quality of the goods on the shelves.

The present proprietor succeeded his father six years ago and since that time he remodeled the store. He claims that both the front and interior appearance have had a great deal to do with attracting the high class of trade in Palmerston.

Attention to Customers.

"We carry the best classes of goods and we treat our customers courteously," says Mr. Nahrgang, "and this was why our business grew so that we had to enlarge.

"We saw an opening on Main Street and so decided to branch out. We bought the building and remodeled the entire ground flour.

"In laying our plans we determined to instal nothing but modern fixtures and equipment, and we are now certain that we have taken the proper course."

A glance at the store certainly convinces one that Nahrgang & Co. are after the high-class trade. They have one of the most improved bin-fixture arrangements, including bins for spices teas, biscuits, fruits, etc. The shelving is also of modern type and all is finished in dark oak.

In addition to these, there is a combination bin and silent salesman, an order counter, and large work counter all fitted with bins. They have one of the largest cash registers sold, a refrigerator as well as a cool meat counter, meat slicer, cheese cutter, computing scales and, in fact, practically everything that belongs to modern store equipment.

Nahrgang & Co. are still running the other store.

Being as yet only a young man, Mr. Nahrgang is to be complimented on his aggressive business character. He has done remarkably well as a grocer so far, or in other words groceries have done well for him.



Cut Showing the Left Hand Side of the Handsome Grocery Store of Nahrgang & Co., Palmerston, Ont. The Confectionery Show Case Display and Modern Bin and Shelf Fixtures are the Features.

Grocery Store Proprietor Without Any Experience

Entered Against His Inclination But Became One of Most Prominent Members of the Trade in the United States—Business Career Begun in Canada — How Trade was Built Up—Changes in Methods During Forty Years.

By Thomas Martindale.

For forty years the children of Israel were kept wandering in the desert looking for and hoping to reach the Promised Land. During this period a new generation had arisen. It was strong and lusty of frame; used to hardships, privation, hunger and thirst. "The Promised Land" was pictured to them as being a land flowing with "milk and honey." Their imaginations, no doubt, reveled in the idea that when this delectable country would be finally reached their work would be over—then they could rest—each man under his own "vine and fig tree," and their lot would be one of continued happiness and bliss.

It so happens that I too have been in the wilderness of the grocery business for forty years. My entrance into it was without previous preparation, experience or knowledge. At one bound I vaulted into the saddle as a proprietor without having any apprenticeship or any idea as to how I should manage the business. That I have succeeded was more perhaps from industry and perseverance, and in always keeping a hopeful and cheerful front than from anything else.

One day an Irishman met me returning from a chase after three wild ducks, which had led me down the Alleghany River below Oil City, Pa., a distance of over three miles and a half, before I got a shot at them. That made a total walk of over seven miles. I had my gun in one hand and two of the ducks in the other. Pat accosted me and asked we where I had got the "burds." After telling him whereabouts they were shot: "But did ye shoot thim yerself?" "I did." "Air ye shure?" "I am." "Well, then, I think it was more by good luck than good aimin'," and as my friend's term of good luck was but another name for Providence, I am inclined to believe that in the matter of my forty years' experience in the grocery business and its ultimate of success, whatever degree that may be, that Providence surely was a leading factor in it, for "There's a Divinity that shapes our ends, rough hew them as we will."



The Right Hand Side of Nahrgang & Co.'s Store in Palmerston, Ont., Effectively Illustrating the Fine Appearance Made by Up-to-Date Fixtures.

Began With Dry Goods.

If the reader will tarry with me awhile, I will briefly narrate the various providential happenings that finally led me to my entrance into the trade that it has been my lot to labor in for the forty years. I was brought up to the dry goods business; left school at 13, after a year and a half's schooling, which was broken frequently by the necessity of my staying at home to help mother out with tending to the children. I was the eldest of twelve. I sawed the cordwood, shovelled the snow, spaded the garden, milked the cow, fed the pigs, went to the brewery for grain-wash for the cow, washed the dishes at times, and did everything that a healthy, energetic and willing boy could be expected to do.

Then at 13 I was hired as errand boy in a dry goods store at a dollar and a

half a week. For 7 years I worked for the same firm and left them because, in giving me an advance in wages from four hundred a year to five hundred, I was told that no matter how long I might stay, I would never get any higher salary, as that was the highest salary then paid in London.

A Manager in Toronto.

I went to Toronto, and got a position at $450 per year and in 2 years climbed to the position of manager. At the age of 23 I left there and turned up in Boston, taking a position as salesman in the dress goods department of Churchill, Watson & Co., which had been vacated by Jim Fisk, later of the world-famed firm of Gould & Fisk. I went from there to Pittsburg to go into the velocipede business. The man who had induced me to go into it, however, backed out, and the business didn't start. I was very anxious to get out of the dry goods business, because I had taken a supreme dislike to it. Chance took me to Oil City, where I secured a job as engineer on an oil well, and running the engine. The boiler was heated by natural gas from the well, and this made the work very light. The well was two miles from Oil City, over a spur of the Alleghany Mountains. I did my own cooking and washing and carried my groceries on my back twice a week over the mountains.

Carried on a Loose Business.

The man I traded with had formerly been a raftsman; he knew nothing about business—didn't know whether he was making money or not. He asked me to help him take stock, which I did, and found his busines a losing venture. But he had a good stand; the frame store building costing him $300, was his chief asset. The ground it stood on was leased at $20 per month. His statements showed that he was about $1,500 to the bad, if his debts had all been correctly recorded. I bought a half interest in the store conditionally, in June, 1869, paying him but a small amount for it; and if his debts had been incorrectly given and were more than his statement showed, he was to refund me my money and the deal would be off.

A period of 10 days only was sufficient to show that he had over-looked at least $500 worth of more debts, and I asked for the return of the money, but, alas he had spent it. And so the business with its debts was transferred to me.

I had saved some money and sent to my father for a loan of four hundred more. When this arrived the debts were paid off gradually, but I changed all of the buying accounts as I soon learned that the old man had been badly imposed upon by the people of whom he bought. The store had one counter, 15 feet long, a good show window—no basement but a room overhead. The size of the store was 20 x 35 feet. For several months I slept on the counter with my head on a low cheese box. This was not a good thing to do, as I was in full view of the window and people soon found this out, and awakened me for all sorts of small purchases during the night. Besides this, the rats were a terror. Big, savage fellows they were, who ran along the shelves and occasionally jumped down to the counter and played tag over my body. The climax came when one old fellow ran right across my face. So I fitted up the room overhead into two parts—a sleeping room and a kitchen.

Free Ad. From Lame Horse.

In those days there were no free deliveries, but I bought an ancient horse with one leg crippled, an old box wagon and a harness made from rope and leather, all for $25. The horse went by the name of "Limpy Sam." He brought trade by the free advertising that I got out of him, as his appearance on the street was the cause of many jibes and criticisms at the expense of his owner. I painted the store in red and white checkered squares, and called it the "Checkered Store." Afterwards I opened another store across Oil Creek and painted it blue. I bought an interest in still another, which we painted red, so I came to have the "Checkered Front," the "Blue Store" and the "Red Store." Then I sold out my interest in all of these stores, built a brick store on the north bank of the Alleghany river and launched into the wholesale business. This was in 1873, a year of failures in business in many parts of the United States, and on account of low-priced oil in the valleys of Oil Creek and the Alleghany, it was a year of very general business disaster. However, while a number of jobbers in that district failed, I managed to pay dollar for dollar. I then went out of the wholesale trade, and re-entered the retail end of the business, starting it as a strictly cash store.

In the latter part of 1874 I came down to Philadelphia, and on January 23, 1875, we opened the "California Store" at Tenth and Market Streets. Here we have been ever since, but, oh how the store and the business have grown. It will be recalled that I started for myself in June 1869, so in the briefest possible space, I have glanced over the intervening time between 1869 and 1909.

The Darkey and the Rat.

For many years I personally opened the store at 7 a.m., and one morning when the snow was deep and the horse cars were tied up with the snow blockade, and the snow was yet falling, I reached the store a few minutes late. There were two colored men waiting at the door, and when they were let into the store, they asked for two pounds of coffee, and they wanted it ground. A short time previous to this, a man had sold us a lot of rat traps made like a big spider or centipede. They were made with five hooks, which were set with a spring, and the traps were hung by a cord some inches from the floor. These traps caught a lot of rats, but they weren't strong enough to hold them, for the animals would tear themselves loose with the loss of a foot, or perhaps an eye. This morning when walking in the yet uncertain light, on entering the store, I saw ahead of me a big rat, which didn't try very much to get out of the way, and I planted my foot firmly upon him, and found that one of his eyes was pulled out by one of the hooks of a trap. I tied a piece of strong string to his tail, and then tied the string, without thinking of what I was doing to the handle of the coffee mill. Then I went to the front of the store, lighted a few gas jets and weighed out two pounds of coffee for the colored men. A woman came in just then, and I asked the men if they would grind the coffee themselves so that I could wait on the woman; this they agreed to do. I walked to the back part of the store and put the coffee into the hopper. Now, where the mill was standing, there was no light whatever, excepting from the jets at the front. One of the men stood on one side of the mill to pull at the handle and the other opposite to him. When they started the big wheel around there was a loud yell from "darky No. 1," who ran out of the store, showing every sign of a terrible fright, and at the next revolution of the handle the other darky followed the first, also scraming at the top of his voice, and I never saw them afterwards, and this is what had happened.

The big rat was tied to the handle of the mill; the first revolution brought it up with a dull thud against the chin of "darkey No. 1"; the next whirled the rat down on "No. 2's" head, face and chest, and drawing much blood from his face with its claws in its rapid descent. The men evidently thought the rat had jumped out of the mill. The old coffee mills are now superseded by modern mills run by electricity, and this incident serves very well to illustrate in a way the difference between the past and the present in our business.

Difference in Methods.

We used to pry out currants from a 300-pound barrel with a big three-pronged fork. Now we sell them already

cleaned, in pound cartons, and fifty-pound boxes.

The fixtures in the business are now so different, and the methods of doing business so entirely out of place with old-time methods that it is very hard to realize how very primitive our business was forty years ago.

Hints From Experience.

One thing remains the same—and that is that honesty won out then, and will do so now; perservance, pluck, and intelligent mastery of the trade then brought success, and you cannot attain success even now without these qualities, even coupled with all the accessories to the trade which we enjoy at present. In other words, there's no royal road to prosperity in the business of to-day, excepting the dealer keeps to the homely, necessary and well-worn principles of truth and honesty, cheerfulness and courtesy, eternal vigilance and untiring industry, cleanliness of person and of store, caution in buying and likewise in selling, together with the ability to make a fair profit, and that "oft-times repeated."

A Strong Business Founded on a Quality Basis

Milestones Marking Sixty-nine Years of Progress of Jas. Osborne & Son, Hamilton—Extensive Importer of High-class Wines and Liquors—Percentage of Losses From Bad Debts Very Small — Book-keeping and Credit Customers Carefully Watched.

Any business that withstands the test of time for practically "three score years and ten" must be a rugged one. It is the same whether it be retailer, wholesaler or manufacturer. Such a business must have been founded on good strong principles and these must have been applied at every stage of the game.

Back in 1840—sixty-nine years ago—the grocery business now known as that of Jas. Osborne & Son, Hamilton, was established. To-day Jas. Osborne & Son is recognized as the "Michie" of Hamilton. The trade is a select one in groceries and liquor. Last year the business amounted to about $75,000.

To get back to the reason why this business should not only have held together but expanded—it is answered by the one word "Quality." Quality in goods, quality in service and the extensive advertising of quality in both are the attributes to the success of the Osborne business according to the present proprietor, John Young Osborne.

The late James Osborne was the founder. He was born in Ayrshire, Scotland and came to Canada in 1832, locating in Beamsville in the grocery business where he remained until 1840. When he first opened in Hamilton he kept a general store including drygoods, boots and shoes and crockery. His system in the store was the Old Country variety and this has been followed by his son with marked success. He was one of the original directors of the Canada Life Association and remained on the board while he lived. He took a deep interest in educational matters and was chairman of the School Board in Hamilton at different times. His death occurred in 1886 when his son took charge.

Jas. Osborne & Son look carefully after their stock. They necessarily have to carry a large quantity of goods to do a $75,000 trade but quality is more particular. Mr. Osborne only purchases what he considers the best goods. He is an extensive importer in all lines including his wines and liquors which are among the finest produced in the old world and which constitute a big share of his business.

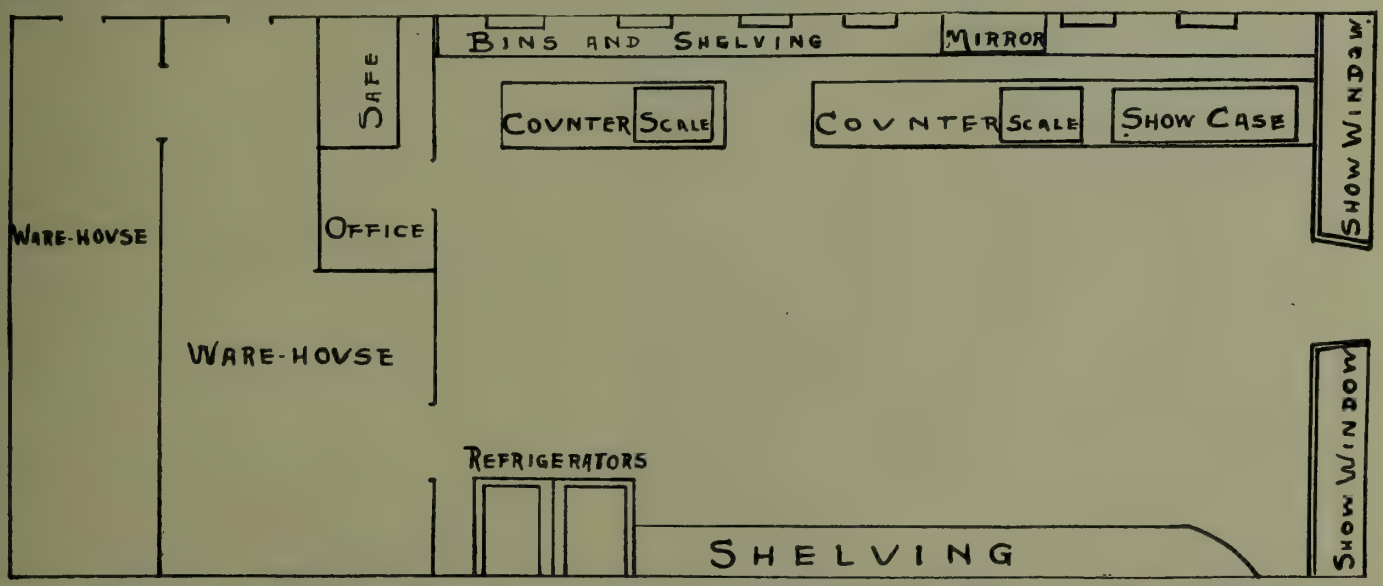
The wines and liquors are stored in the wine cellar—a spacious apartment with a clean cement floor. An elevator in the warehouse at the rear of the store extends to the wine-cellar to eliminate heavy lifting. He has the exclusive agency for various liquors and even hotels have to come to him for supplies.

Little Lost in Bad Debts.

Since Mr. Osborne does a high class trade, he suffers little from poor pays. He gives credit of course but looks carefully after his books and customers.

Book-keeping in the store is the stumbling block of many merchants. Neglect to charge up goods, failure to present accounts at the proper time and a general loose system of watching the business eventually means failure.

Mr. Osborne is particularly careful in this regard and estimates that his losses last year through bad debts did not amount to more than a half of one per cent.



Lay-out of the Store of Jas. Osborne & Son, Hamilton, Ont.—The Business Was Established About Seventy Years Ago.

Advertise Consistently.

Linked with quality in goods, advertising forms the other chief selling method in the Osborne business.

Mr. Osborne buys space regularly in three daily Hamilton newspapers. He also has space in a paper in Dundas—six mile distant, and in one in Grimsby—thirteen miles away. He writes his own ads and puts his own personality into them.

He is one of those who believe in plenty of recreation and is a reputable sportsman, with lawn bowling his hobby.

Salesmanship and Advertising Inseparable Friends

That Educational Campaigns are Necessities in Selling is Universally Recognized—What Salesmanship Clearly is—Copy-Writers Take too Much for Granted—Sincerity Goes a Long Way to Holding Friends—Enthusiasm a Necessary Qualification.

By Hugh Chalmers.

THE relation of salesmanship to advertising is the closest relationship known — closer than friends; closer than a team under single yoke; closer than brothers; closer than a man and wife, as there can never be separation and divorce; all salesmanship is part advertising, and all advertising is part salesmanship; they are the twin screw engines that drive the ship of business; they are like a chemical compound, each contains the other and is itself the thing contained.

Nitrogen and glycerine each is a power alone, but when combined in the proper parts they make the most powerful explosive known. It takes knowledge to mix them and a spark to set off the mixture, but the results are tremendous.

So with salesmanship and advertising. Each is a power alone, but combine them and you have the greatest business-producing force known. It takes brains to create and combine them, and it takes nerve to touch them off, but the results are worth while.

Every ad. is a salesman; every salesman is an ad. Advertising is salesmanship plus publicity. Salesmanship is advertising plus getting the order signed.

Advertising and salesmanship are alike in that in both you are trying to influence the human mind—trying to teach people to believe in you and your goods. Advertising is teaching; so is salesmanship..

The close relationship of salesmanship to advertising is most apparent, perhaps when we get clear down to bedrock and discover the real foundation of salesmanship—of doing business successfully. The whole business world rests upon a foundation of confidence. When confidence is gone, business is gone. Individual salesmanship depends upon confidence as much as any other transaction in business. If a man has confidence in you and in your goods you can sell him. You can not make many sales where confidence is lacking. If your prospect lacks confidence in you then your entire efforts must go to building up in his mind a feeling of confidence. Now the greatest builder of confidence is publicity—advertising. Lack of confidence is usually due to ignorance. Unless you know a man well you haven't confidence in him. Unless you know a business house well you haven't confiedence in that house. The greatest foe of ignorance is publicity. The saying that "publicity corrects all abuses" is a true one. Advertising makes you acquainted with the public. It gives people knowledge about you and your goods, and konwledge is absolutely essential to confidence. Big advertising looks like big sales; it makes people familiar with you; it unconsciously creates confidence. Without a doubt, the greatest force to-day in the interest of confidence—in the interest of credit if you will—is advertising.

Advertising and salesmanship are identical in their object.

What is their object? The distribution of goods at a profit.

How can this be done? It is done by teaching. That is what advertising is—teaching. Teaching great numbers of people to believe in your goods. And that is what salesmanship is, too. But advertising conducts a public school, while salesmanship gives individual lessons.

Education Necessary.

One of the oldest chestnuts in the talk of advertising men is: "We must carry on a campaign of education." Nearly every advertising magazine you pick up you read about some one carrying on a "campaign of education." When an advertising agent is up against it for something to say to his client, he assures him, with great solemnity, that he must carry on a "campaign of education." Let us get through with this old chestnut. All advertising campaigns are campaigns of education. If they are not education, they are not advertising at all.

The object of advertising is to teach people to believe in you and your goods; to teach them to think that they have a need for your goods and to teach them to buy your goods.

And the object of a salesman when he goes into his territory is exactly the same. Judging from some of the advertising I see, and from what I know of a great many salesmen, I am convinced that neither the advertising man, nor the salesman has plainly before him the object he is trying to accomplish. Of course, a man who does accomplish an object without knowing himself the object which he is trying to accomplish is only a fortunate victim of an accident. We all know that this kind of an accident very seldom takes place.

I once learned a valuable lesson from a School of Expression in Boston. I went there because they said they could teach any one to talk in public. I do not know that I learned much about speaking in public, but I learned this one thing, which has been worth a whole lot to me ever since. The first thing that this teacher told me was that I had to have an object in mind when I was addressing an audience. He said, "Now, what is your object? What do you want to tell these people? Why are you going to talk to them? Get the object first fixed in your mind, and then talk about it, but if you get up to talk and haven't any particular object in mind, you won't make much of an impression." Now this "object" business is not only good for public speaking, but in everything we do every day. If you are going to write an advertisement, what is the object of it? If you are going to hold a meeting of 6 or 7 of your people, what is the object? If you are going to print a paper for salesmen, what is the object of it? You can see from these applications what a great point that is.

I have been in the manufacturing business nearly all my life and I have found that it is much easier to make things than it is to sell them. It took me some time to figure this out. It finally dawned on me that the difference is caused through the fact that in one case you deal mostly with machinery and metals, while in the other you deal entirely with the human mind.

Machinery is a fixed quantity. You know exactly what a machine can do and exactly what it will do under given conditions. It is very often automatic and requires little attention from anyone. It is nearly always the same. It never changes its mind. It is very seldom influenced by outside conditions. Nearly every one who has some money can start a factory and manufacture things, but it doesn't fol-

low that any one can sell things after manufacturing.

When you get on the other side of it and try to deal with humanity, you face very different problems. Humanity thinks. It has feelings. It has sensations, decisions, prejudices. It changes its mind. It is influenced by environment and the conditions surrounding it.

Here is a peculiar thing about humanity. It has always wanted and it wants now, teachers, leaders. People are willing to be taught. The man who makes a great success, I don't care whether he is a business man, a lawyer, a politician, or an advertiser, is the one who goes into the teaching business.

Advertising and salesmanship form the connecting link between invention and the use of any article. All the best inventions of the world would have fallen flat had it not been for advertising and salesmanship—had it not been for teaching people the use of new things. Therefore, I think I will not be stating the case too strongly to say that advertising and salesmanship have done more to push the world ahead than anything else. Through advertising and salesmanship, men have been brought to see and appreciate the blessings which the world affords.

A Change of Mind.

What is salesmanship? Salesmanship is nothing more nor less than making the other fellow feel as you do about what you have to sell. A sale does not take place in a man's pocket, or in his pocket-book, or his check book, but it first takes place in his mind. In order to make a sale you must convince a man's mind. When you go in to see him he feels that he does not want to buy your goods. You feel that he should have them and would buy them if he knew as much about the goods as you do. Now, in order to sell him you must change his mind and bring it around to agree with your mind. So that when we once put salesmanship on this broad plane of convincing the other man's mind, it doesn't make any difference whether we are trying to sell a house and lot or a paper of pins.

Advertising is a process of salesmanship. It is a means toward making the other fellow feel as you do. Most frequently we hear that "advertising is salesmanship on paper." This is not untrue, and yet it is not wholly true. Advertising is more than salesmanship. It is an insurance on the continuance of trade. It is salesmanship plus publicity.

To show the value of teaching salesmen what to say to prospective purchasers—suppose you were a manufacturer and could call all of your prospective purchasers together in one large tent, and you would have them there for the purpose of telling them about your goods. What would you do? First of all you would be mighty careful about the man or men you picked out to talk to these people. You would pick out the man who could make the best talk, the man who, in the time he had to speak, could teach these people the most about your goods. You would want to know beforehand just what he was going to say before you would let him go on the platform. Now, what is the difference between talking to them one at a time? Then why not train your salesmen how to talk to each individual, since you would consider it so important to know what would be said to all of them at one time?

I believe if advertisers could get all of their readers together in one large tent, and would be able to say to these readers what they are saying to them in print, that nine-tenths of them would change their copy. If we were going to say things to people that we print, we would certainly be more careful. Yet, there are more "bad breaks" being made to-day in advertising than in most anything else. Some advertisers seem to say everything but the right thing to their prospective customers. They would not think of talking about these same things if they were talking to these people.

It is, after all, all teaching, whether it is selling goods orally or selling them through printed matter. I am not foolish enough not to know that there are exceptions to this rule. I realize that there are certain well-es-



The Above Cut Illustrates the Fact That There are Progressive Merchants in Northern Ontario—Marshall & Bolton are Sudbury Grocers.

tablished concerns who print very little about their goods and merely keep their names before the public, but any one else who wishes to go into the same line of business will fail absolutely by following these same methods. The only way that any concern can hope to take away a share of the patronage of another well-established concern in the same line is to adopt different advertising and selling methods. It is necessary for the new concern to give a reason why people should change their place of trading. If a man wants to start in the hardware business, the shoe business, or any other business, it is not enough merely to put an advertisement in the paper saying that you are in the shoe business or hardware business and expect people who are buying elsewhere, and are fairly well satisfied, to change their place of trading, but in addition to stating that you are in the shoe business or the hardware business, you must give reasons why people should buy shoes or hardware from you.

Too Much for Granted.

I think more copy writers and advertisers take it for granted that the buying public knows a great deal about their goods; at least, some of the copy would make you think so. They use all kinds of technical expressions and big words. I once heard it said that a man with big ideas uses little words to express himself, while the man with little ideas is always using big words to try to impress the people with the greatness of the little idea. Small words are more important in advertising than in anything else. No one ever buys until they are convinced. You can't convince them until they understand. They won't understand unless you express yourself clearly, and the only way to express yourself clearly is to use small words that any one can understand. Most advertisers shoot over the heads of nine-tenths of the people they want to reach. They don't understand the art of merely talking common-sense to these people —the same kind of talk they would use if they were trying to sell them orally.

Next to the importance of what you say, is the way in which you say it. It is so in talking—it is so in advertising. The set-up of an advertisement is like the dress of a salesman. Suppose a salesman would go into a store to sell goods and would have on a hat of one color, a coat of another color, a vest of another, and green trousers. He might attract atention, but he would not make much of an impression. The set-ups of some advertisements remind me very much of such wearing apparel on a salesman. Of course, this is exaggerated, but nevertheless you see the point. In my opinion an advertisement must be just as simple in form as the dress of a salesman. Some people write an advertisement and then put a lot of red lines or heavy black lines around it, or all kinds of curly-cues, so that the most important thing about the "ad" is the big red lines, or the fancy type or the fancy border, when, as a matter of fact, that is the very thing they want to subdue. Everything must be so arranged and the type so set that the attention is called to the most important thing and that is the statements you are making in the copy about the goods you want to sell. Everything must be subordinated to that.

Another thing in connection with copy: I think that all self-evident things should be omitted, such as "Are you in business to make money?" "Are you satisfied with what you made last year?"—and a number of similar clauses, all of which are foolish, and it is foolish to waste time talking about things that are self-evident. Of course the man is in business to make money and of course he is not satisfied with what he made last year if he can make more this year. Don't waste time on non-essential things.

I have always claimed that all you can hope to do is to get a man to read the first five or six lines of your copy, and if the first five or six lines are not interesting enough to cause him to read the balance, the fault is yours. He gave you the chance but you did not take advantage of it. To prove this—one time we sent out one thousand circular letters, and they were all mailed under a one-cent stamp, and to show you that nearly all of these people opened the letter and read the first few lines, would say that this circular was asking for prices on the goods which the man handled, and out of the 1,000 letters mailed out, nearly 900 people replied by giving prices, which showed that nearly nine-tenths of these people received the letter under the one-cent stamp, opened it and read the first few lines of it, because nearly 900 of them quoted prices. This convinced me that much depends on the opening lines of any copy. It is the same thing in a personal interview. You are impressed by what the man tells you at the start. Let's eliminate all the "by-the-ways" in advertising. Talk straight business.

I once went in to see an old business man and wanted to borrow $500. I went in and said: "I want to borrow $500, and will give you my note for 60 days and I will pay you at the end of 60 days." He turned to the cashier and said: "Write Mr. Chalmers a cheque for $500." He then said to me: "Young man, let me tell you something—you could not have gotten that money had it not been for the straightforward way you asked for it. Most men come in here and waste a lot of time by saying, 'Good morning, how are you this morning? Nice weather we have been having the last few days. How is the family? And, by the way, I am a little short of money and would like to borrow $500 for a couple of months.' "But," he said, "I was impressed by the way you asked for it. You came in and asked me for the money right off, so I am going to let you have it." So, gentlemen, in this time and generation, let's eliminate all the "by-the-ways" and get down to straight business. It pays.

Science in Writing Copy.

Now there is a lesson in that for advertisers, too. This is a busy world and getting busier all the time. Even those who have lots of time to read like to read direct statements. So get down to talking your business in the opening paragraphs of your copy.

I have had a great deal to do with salesmen. I was a salesman myself for a great many years, and I have employed and supervised the work if hundreds of others. There is an old adage which says "Salesmen are born and not made." I don't believe that. I believe that salesmen are made as well as born, and teaching will do a great deal to make a salesman. However, there are ten qualities which a man must possess to be a successful salesman, and as far as my experience goes, I should say that these principal qualities are Health, Honesty, Ability, Initiative, Knowledge of the Business, Tact, Sincerity, Industry, Open-mindedness, and Enthusiasm. I think these same qualities may be applied to advertising men, or, as a matter of fact, to any man, because, when you get right down to the facts, we are all salesmen. Every man is trying to sell his personality to some other man. He is trying to impress the people he meets. He wants people to think well of him; consequently he is a salesman, because he is trying to sell his good qualities to other people. A man may not have all ten of these qualities, but in proportion as he has them will he succeed.

Now, when I say that he should have health, I do not mean that you want to go to the extreme of interfering with a man's private life and tell him what he should eat or drink, or anything of that kind, but I believe that in the selection of men the question of health should enter largely, because, in my own experience, a

healthy mind is better nourished in a healthy body that otherwise. The man who has health of body is surer to have a healthy mind than the one who hasn't bodily health. On the question of the health of a salesman enter those things he shouldn't do. There is hardly a salesman in the country today but isn't doing one or two things that are injuring him. The greatest thing that bothers us all is our habits. I refer particularly to the subject of eating, drinking and smoking too much.

A salesman's mind should be on the qui vive all the time. Just like a race horse, he should be ready to go when the bell sounds. Now, every man knows that he is better off if he doesn't drink at all. I don't think that drinking ever benefited any man, and the same thing applies to smoking, but there are some of us that can do these things temperately and who are not much harmed by it. But if a man wants to take a drink or two, he should not do it in the day-time. A business man particularly should not take a drink until after six o'clock in the evening. We see very much less drinking in the day-time now than ten years ago, and I am very glad to see it, because, as business men, we have no right to do that thing in the middle of the business day which will in any way interfere with our efficiency for our afternoon's work. I know of nothing that will so unfit a man for business as a drink or two in the middle of the day, because at two or three o'clock in the afternoon he is lazy and heavy and unfit for work, and a salesman, above all others, if he feels he must drink, should not take a drink until after six o'clock at night. The man who will stick to this rule will have more dollars in the bank at the end of the year than the man who does not. I speak from experience, like the man who says, "It pays to be honest, because I have tried both ways."

Honesty Must Rule.

In speaking of honesty, I don't refer to it in its basest sense, because a man is nothing short of a fool nowadays who is not absolutely honest. But honesty goes further than just what a man does. Honesty means what a man thinks as well as what he does. After all, gentlemen, there is only one man in the world who knows whether a man is honest, and that is himself. Our wives think that we are honest, and whether we are or not it is a good thing to keep them thinking that way, but they could not prove it to save their souls, but I give it to you as good sense and business logic that honesty in all things must be the rule of all men if they are going to succeed. I will tell you that it is a good thing that some men are dishonest, because if they were honest, coupled with their natural ability, you and I wouldn't have much of a chance.

In regard to ability; I have found in my limited experience that most men have two arms, two eyes, two ears, a nose and a mouth, and considering their height, they weigh about the same. Now what makes the difference between one man and another? Nothing but brain power. That's all. One man has developed his brains further than another. If all men were created equal in brain power they would not remain that way. You remember the parable of the talents? Some of us are so afraid that what we have will get away from us that we wrap it up in a napkin and keep it, and we have that talent always, but we never add to it.

It has been my experience that there are but three kinds of men in the world—the kind you have to tell once to do a thing, and you can bet your life it will be done; the second is the kind that you have to tell three or four times, and the third is that great business-producing, creative lot of men who don't have to be told. They know what to do and they go ahead and do it. Dewey had initiative when he cut the cable at Manila, because he was on the ground and knew better what to do than the men at Washington did. What we call skill in a surgeon is initiative in a business man. If a surgeon had you on a table and had operated on you for appendicitis, and found he had made a mistake, and some other condition existed, he hasn't time to go and take a book from a shelf and say, "I will read up on this subject." No, he has to go ahead and finish the job, whether it is your finish or his finish. They call that skill in a surgeon, but it is initiative in a business man, because he must face critical situations, he must face untried problems and must solve them for himself. He must do something. I am more thankful every day that I live in a country where men have an equal chance, where poverty is no barrier to progress, but, in many, many cases, is a positive help, because it is only by learning to overcome the obstacles of our youth that we are taught to do things and know things, and are taught the value of a dollar, that we learn to overcome our troubles in business and are able to solve the knotty problems that confront every business man.

Salesmanship a Profession.

On the question of knowledge of the business, I have always noticed that the lawyer who reads the most law books and keeps up to date on law, is, as a rule, the best lawyer. I know the statement that "salesmanship is a profession" is worn threadbare, but it is true, nevertheless. A man ought to have all the knowledge of his business that he can possess, keeping in mind the old saying that "knowledge is power."

I remember once of being in Germany, at a salesmen's convention, and there was one man there who had been banner agent for three years in succession. In awarding him the prize at this convention I asked him to tell the other agents why he had led all the rest for three years. He could not have answered better if he had talked a day, and yet, he answered in practically one sentence, when he said: "I defy anybody in all Germany to ask me a question about my business that I cannot answer." That was the great secret of his success.

Tact is that rare quality which enables a man to know how to deal with his fellow men. Tact is something it is pretty hard to give a man. He must cultivate it himself. Some people mistake tact for "jolly." A man who can "jolly" you into something isn't always tactful; he is merely expedient. He has done the most expedient thing at the time, perhaps, but he probably hasn't been honest with you. So don't mistake the thing. Tact would not jump out of a window unless he saw a soft pillow at the bottom. It is pretty hard to describe it, but we all know that tact is a great quality to possess.

Sincerity is that rare quality which not only makes friends, but holds them. You can tell from the way men talk whether they are sincere or not. Men are affected by everything you say and do. You know that throwing thoughts at a man is nothing more or less than throwing something tangible at him. Now, gentlemen, I claim it is impossible to throw insincere thoughts at a man and have him catch sincere thoughts. I say it is just as impossible to do this as it is impossible for me to throw a cup at a man and have him catch a saucer. If he catches anything he will catch the cup, and I say that men are unconsciously affected by the sincerity or insincerity of the man they are dealing with; so I believe in being sincere in all things. Insincerity has taken a few orders, but insincerity never held a job long. I admire a sincere man, and so do you. I hate the jollier. It is your friend who criticizes you and your enemy who flatters you. Your friend is sincere, wants you to improve and tells you where you are wrong, and the man who tells you that you are the best fellow on earth

when you are doing wrong, isn't your friend, because he is encouraging you to do things that are not right. Therefore, accept criticism that way, because it is your friend.

As regards industry, I think the man who coined that sentence "always on the job" did a good day's work, because industry is a great thing. Keep busy! Keep doing your work right!

Open-mindedness is the willingness to take suggestions. The man who knows it all is standing on a banana peel placed there by the fool-killer, who is waiting just around the corner. The man who is not open-minded will get into a rut, and, after all, gentlemen, the only difference between a rut and a grave is the width and the depth. We should be all willing to receive suggesions. The day is not long past when salesmen used to resent suggestion. Most salesmen accept them nowadays. I have heard of cases where men have made suggestions to a superintendent and he has told hem that that was his business and has gone so far as to "fire" them for interference. The man who is doing the work every day is the man who is best able to tell you how to improve it. I would just as soon be stopped by a janitor as by a general manager, because the chances are ten to one that the janitor knows more about the things he wants to tell me than the general manager does. So I say that if we are to progress we should solicit and gladly receive suggestions.

Lack of Enthusiasm.

As to enthusiasm, a man might have honesty, health, ability, knowledge of the business, tact, sincerity, industry, and open-mindedness, and without enthusiasm he would only be a statue. Enthusiasm is the white heat that fuses all of these qualities into one effective mass. To illustrate enthusiasm. I can take a sapphire and a piece of plain blue glass, and I can rub the plain glass until it has a surface as hard as the sapphire, but when I put the two together and I look down into them, I find that the sapphire has a thousand little lights glittering out of it that you can't get out of the blue glass if you rub a thousand years. What those little lights are to the sapphire, enthusiasm is to a man. I love to see enthusiasm. A man should be enthusiastic about that in which he is interested. I like to go to a ball game and hear a man "root" for the home team, and it never bothers me a bit, because I know that that man has enthusiasm. He has interest. I would not give two cents for a man who works for money alone. The man who doesn't get some comfort and some enthusiasm out of his daily work is in a bad way. Some men are almost irresistible—you know that; it is because enthusiasm radiates from their expressions, beams from their eyes and is evident in their actions. Enthusiasm is that thing which makes a man boil over for his business, for his family, or for anything he has any interest in, for anything his heart is in. So I say, enthusiasm is one of the greatest things a man can have.

The man who handles other men will succeed just in proportion as he keeps his mind on the important things he has to do. In conclusion I want to give you a suggestion as to what I have done for many years to keep my mind on the most important things. I keep before me at all times the ten most important things, and I have these in a folder on my desk, and as the things are attended to they are marked off and my secretary keeps making a clean sheet of the ten most important things, because I only want to keep my mind on important things. Transfer to some one else the details, because we men who handle other men succeed just in proportion as we can intelligently direct their efforts. The actual work we do ourselves doesn't amount to anything; it is what we can succeed in getting others to do that counts.

I might illustrate this by a homely story: Suppose a farmer had a 40-acre corn field, and he had a helper named John, and he would say: "John, go chase the pigs out of the corn field." John might chase pigs for a week and never know when he had got them all out, because he doesn't know how many are in there. But suppose this farmer should say: "John, there are ten pigs in that corn field, go get them out." After John had got out ten, he would no longer be chasing pigs that didn't exist. This same thing applies to us as business men. If we keep before us the ten most important things we have to do, we are sure that we are not chasing things that do not exist. Train your mind to do this. If I should ask almost any business man "What are the ten most important things you have to do?" he will have to scratch his head and think. Now, if he doesn't know what the ten most important things in his business are how can he be sure that he is working on these important things?

Best Business in the World.

I consider that advertising is the greatest business in the world, viewed from many standpoints. In the first place, there is perhaps more money spent on advertising to-day than on nearly anything else you can think of, and yet it requires more skill and more care in the spending of it than almost anything else connected with business. It seems to me that an advertising man has a right to feel very proud of his profession, which calls for talent and ingenuity on the part of those who practise it, but more especially because it is the profession which is doing more than any other, I believe, to solve the world's biggest problems. The world's biggest problem is the problem of distribution—the getting of things from where they are to where they ought to be. It is the business of the advertising man to find markets; to create demand, and to cut down cost to the consumer or increase the profits of the manufacturer as the case may be, through lessening selling expense. It is really wonderful when you stop to think of the influence which an advertising man con wield and the opportunity for service to his employer and to the public which is his; a good salesman is permitted to talk to one person at a time, or at best a half dozen persons perhaps, but a good advertising man has the privilege of talking to millions at one time.

THE HOPELESS DRUMMER.

By Strickland W. Gillilan.

He lay upon his dying bed,
The valiant knight of grip and trip,
He knew that ere the day was fled,
He'd sign his final mileage strip.

A light shone in his blazing eye—
A flame of bliss without alloy;
He'd bid this weary world goodbye
With unadulterated joy.

A clergyman whose office gave
The right to mix in such affairs,
Came softly in, with features grave,
To offer benison and prayers.

"Where," thus the minister began,
"Do you expect to go from hence?"
The drummer eyed that preacher man
As though he'd given grave offense.

"Where do I go?" he cried in grief,
"Where shall I go from here?" you ask
"I thought that death would bring relied
From this eternal hiking task.

"But if 'tis just another case
Of going somewhere, you can bet
The ills I'm toughened to I'll bear
For several busy seasons yet!"

So saying, he arose and dressed;
He rearranged his sample case.
He'd hoped to gain a good long rest,
Not just a chance to "go some place."

One Time Collar Maker Makes Good in Groceries

Peterboro Merchant Used to Follow Former Trade, While Partner Managed the Business—Left the Collar for the Count er and by Diligent Work and Progressive Methods is Building up a Good Business—Cash Discounts Help Considerably —Speaks to Every Customer Who Enters the Store.

Working at his trade as a collar maker for four years while joint proprietor of a grocery store ; taking charge of the helm himself in 1905 and last year doing a business of $23,000—that in brief is the laconic history of the business career of Geo. A. Goheen, one of the leading merchants of Peterboro, Ont., up to the present time.

The attributes to his success might



Present Grocery Establishment of G. A. Goheen, Peterboro, Ont., Built Up on Clear Cut Business Methods.

be summed up in the following paragraphs :

Service—seeing and speaking to every customer who enters the store.

Buying for cash and getting the benefit of all discounts.

Buying as closely as possible whenever possible.

Watching credit customers carefully.

Purchasing only No. 1 goods.

Using a cash register—operated by electricity.

Taking clerks into his confidence.

In 1901 Mr. Goheen began business in Peterboro and in partnership with C. S. Curran. The latter managed the business while Mr. Goheen worked at his trade—that of a collar maker, and a first-class one at that.

Four years later, in 1905, Mr. Curran retired from the business and Mr. Goheen forsook the needle and the collar and confined his energies to the business of which he had been an "associate" but not an "active member" for the four years previous.

He assumed the reins and by his industry and natural business abilities soon elevated his business to a higher plane. In one year's time, the large increase in trade made it necessary for the proprietor to secure larger premises. So plans were prepared and the contract let for the erection of the present establishment, 40 feet by 40 feet in dimensions. Mr. Goheen moved into the new store in October, 1906.

His place of business is some distance from the main centre although not by any means on the outskirts of the city. It is between the two in a splendid residential section. Not only does he handle groceries but many other lines, including flour and feed, tinware, boots and shoes, fruit, chinaware and confectionery.

Has Faith in His Clerks.

He began business with only one clerk and now he has a staff of five and sometimes one or two extra are necessary on Saturdays and other busy days. Mr. Goheen is a student of the clerk question. He treats his employes courteously and teaches them all about the stock he handles, and in fact takes them into his confidence in regard to invoices and business dealings. He believes that in order to give the best results, they should become acquainted as much as possible with the details of the business.

By his own example, he teaches his clerks the value of service. He makes it a point to see and speak to every customer who enters the store, while he is there. He wants to become personally acquainted with all who deal with him. Customers appreciate this consideration. When they see that a merchant takes an interest in them and tries to give them the best possible service, they take a greater interest in him and in his store. A lady very often has a favorite clerk with whom she always likes to deal, but nevertheless if the proprietor of the business acts as if she were not there she would likely resent the inattention and possibly decline to trade further with him.

Mr. Goheen's method is proof against this. He sees to it that no customer receives inattention and in this way provides a good sound means of "holding what he has" in addition to his methods of reaching out for more.

The Discount Counts Up.

Buying is said to be one of the paramount features in the operation of a retail business. An unsuccessful buyer —one who pays more than he should or buys without taking advantage of the cash discounts—cannot very well make rapid headway.

Mr. Goheen makes it a point to save all he can from discounts. No account is allowed to run beyond the alloted time, so that with this practically "found" money, he has a sure and easy means of increasing his profits. When he began in 1901, the turn over was about $75 per week, an average of $3,800 per year ; last year it was over $23,000, and the discounts helped considerably.

Mr. Goheen only deals in reliable goods—those with quality. He finds that by so doing his customers have little grounds for complaint and he has much greater satisfaction. He does a mixed cash and credit business, but in the latter case he looks carefully after the doubtful ones. This is where too many merchants lose. In their mad rush for trade practically every individual is given credit—but this principle is wrong.

In one day the Goheen staff has waited on as many as 400 customers. The cash register shows it and, by the way, Mr. Goheen claims to be the possessor of the only electrically operated cash



G. A. GOHEEN,
A Peterboro Merchant Who is Making Good in Business Life.

register in Peterboro. His store equipment is up to date.

Taking these facts into consideration, is it any wonder the business has gone and is yet going forward ? Mr. Goheen is contemplating adding still more room to his establishment in order to take in other lines and to extend his business still further.

The Benefits of a Retail Grocers' Association

Cause of Many Failures is From Ignorance of Merchants Regarding Expense of Doing Business—Organizations Necessary for Educational Purposes—Different Kinds of Price-cutters and Their Follies—Equitable Division of Profits.

By J. J. Higgins—Address to B. C. Retail Grocers' Association.

We have been taught after 6,000 years the dearly bought lesson of experience that there is strength in association. The spirit of the old times was to raise barriers to keep people apart ; the spirit of this, the twentieth century is to break down divisions and bring the people together. All that tends to divide and separate us is destructive. Therefore the work of the association is constructive. We try to join together. The great railroad and steamship lines have mastered this lesson. The railroads fight over terminals and rights-of-way just as bitterly as ever. But when it comes to freight and passenger rates, we find them sitting around the same table discussing means and methods to avoid establishing figures that will spell ruin. What is true of these interests is true of the great steel corporations, large banking interests, and practically all manufacturing, professional and labor interests. Selfishness can be truly credited with creating all present afflictions of the grocery business, and the admitted necessity of curing them has forced upon us, the association, to study out and apply the remedies. Just as a counsel of able physicians, lawyers or statesmen is called in critical physical, legal or national difficulties. In order to pass intelligently upon our difficulties and apply our remedies with a fair regard not only to our interests, but those we patronize and that more important body, the great mass of the consumers.

The consumers are our patrons, hence our very best friends. No honorable grocer would try to take advantage of his friends ; nor would it be profitable to do so. In our deliberations we must constantly keep before us the interests they are fairly and honestly entitled to have protected. They are sensible enough to realize that as grocers we are spending our time and money to serve their convenience and necessity and that we are as such entitled to a fair remuneration for the service rendered as is the carpenter who builds their house or the doctor who ministers to their illness, and those of them who are just and honest don't resent any fair and legal means taken to get that remuneration.

Expense of Doing Business.

The fair, and wise customer has no quarrel with the association. If he be observing he learns that grocers who make a habit of cutting prices are divided into classes : The first class is made up of the fools who don't know what it costs to do business, who think that every time they sell for $1 an article which costs them ninety cents, they are making ten cents (forgetting the fact that it costs an average of ten per cent. to do business in a retail way), and who, therefore, fix a scale of prices which must inevitably result in a failure or a heavy loss on their business venture. The customer who is controlled by his sense of justice, and not his greed, does not want to prosper by his folly of others and he will not resent a change which will prevent his profiting at the expense of a continual loss to a large and necessary class of business men.

The second class of price cutters is made up of those who know what their goods cost them, but who cut prices and accept an ostensible loss with the deliberate intention of making a real profit by selling inferior goods and giving short weight and measure.

To the consumer then the above order of things sums itself up as follows: With unrestrained and cut-throat competition he must either be deceived, be cheated or profit at the expense of a loss to a very necessary class pf public servants.

The association attempts to do more, and can do more than to partially protect the honest and careful business man against the knavery of his associates. In protecting him it helps to protect the consumers, who, therefore should welcome it as a healthful and not a vicious manifestation of the modern economic tendency toward otherwise unprotected classes in society, as in fact a trades union in business.

Association's Objects.

The object of the association is not to fix or raise prices to the consumer, but to secure an equitable division of the proper and just price and to have each article carry its fair proportion of margin ; to concentrate and consolidate the efforts of our members in the betterment of trade conditions ; to act intelligently in promoting good legislation and combating that which is bad, to wage a retailers' war against dishonesty and faulty methods and to propagate association ideas. This is the only safe, sane and honest course we can pursue.

So this hydra-headed monster of a combine which undertakes to help you and make an honest and decent living from our business and secure for us reforms and laws which can be obtained only by co-operation is not such a terrible thing after all. We do not belong to a secret organization whose workings we need conceal from any one. We ask any fair-minded customer, member of the press, or impartial committee to examine the wholesale quotations upon all articles sold by the retail grocer and then add 15 per cent. for operating expenses and 3 per cent. for interest and risks and then figure out, if they can, any semblance to a trust or combine among grocers. This is true and I defy any honest person or committee to disprove. Why then should our objects and motives be impugned ? Do not understand me to say that we should espouse a policy which would prevent competition. The old saw that competition is the life of trade still remains true in all its essentials. So far as competition means keen rivalry to sell clean goods of good quality at honest weights and reasonable prices, to display them in an effective manner and to deliver them promptly, to treat customers with courtesy and serve their convenience with diligence and skill, let us have more of it and yet more. But reckless and indiscriminate price cutting is not competition. It is plain business suicide. It results in inevitable ruin to the merchant and in no permanent benefit to the consumer, and it should be stopped.

Experience has demonstrated that under modern conditions the retail grocery business is peculiarly and increasingly exposed to unreasonable and wasteful price-cutting. That evil is almost wholly responsible for the appalling percentage of failures in the grocery business, a rate of business mortality higher than that in any other line of trade. A commercial system which results in the failure of seventy-seven out of every one-hundred grocers engaged in business, as shown by the report of Bradstreet and Dun, is fundamentally wrong, and cannot long endure. The public has no right to profit at the expense of a continual and ruinous loss to a large and necessary class of business men.

The Place of The Grocer.

The grocer spends his time, his labor, and his money to serve the convenience and necessities of his customers. He is an essential part of the business world, and is as much a producer as the farmer or mechanic. He is,

therefore, as much entitled to a fair remuneration for the services he renders as any other class of business, professional, or laboring men. It is the business of the association, and its most important business, to decide upon an honorable and fair means to help him to secure that remuneration.

In discussing this matter, some six years ago at San Francisco, I said that no one was in a better or more logical position to see that we got a square deal than was the manufacturer, and upon him should the greater burden rest. The manufacturer nearly always has in view the price at which he wants his product to reach the consumer, and in marketing it he seeks, or should seek, to see that the difference between the actual manufacturing cost and the retail price he has set against it is equitably divided according to the services rendered, and that the price is strictly maintained. Such a policy, honestly carried out, would work no hardship upon anyone, but would fairly reimburse everyone connected with the distribution of his product, and would, therefore, guarantee a square deal to the consumer and benefit the manufacturer through the resultant enthusiasm of the distributors.

Sample Room Idea Where Orders Are Taken

New Plan for Giving Better Service in the Grocery Department of a Quebec City Store—Total Order Given to One Special Clerk in Order to Save Time—Same Company Has a Moving Picture Show—Free Tickets Given With Dollar Purchases.

A sample room in which samples of every article is exhibited is the feature in the grocery department of The Paquet Company, Quebec city.

It is situated in the centre of the grocery department, and is equipped with two small tables and chairs. A special clerk is detailed to look after this "samples room", and to take orders from any customers who may wish to save time by giving their whole order to one clerk.

The company find the plan very satisfactory and economical, as it enables them to keep special clerks at their proper duties, that is, one to sell biscuits, one to sell tea and coffee, one bacon, one candies, one canned goods, etc., and this avoids the confusion which they claim often results from the practice of certain clerks having their lists of favorite customers, and taking these customers all around the grocery floor to show them goods and take their orders.

The enclosure is fifteen feet square, surrounded by mirrors 3 feet 6 inches in height. With samples of all kinds of grocery articles arranged on the graded shelving which is covered with white oilcloth, the lady-shopper may sit down by the table and order from these samples any goods she may desire. It therefore also becomes a rest room for the accommodation and convenience of customers and is valuable because it indicates that the Paquet Company desires to give efficient service.

A card bearing the notice: "Your entire order for groceries will be taken here if you do not wish to use a transfer card," is prominently displayed on the outside of the mirrored enclosure.

Give Away Free Tickets.

Another important feature to the Paquet store is what is called the "Paquetorium." This is a theatorium or five cent moving picture show where one can spend a half hour or so while shopping. The Paquetorium has proven a success. Every picture shown is examined and passed upon by a strict board of censors before the public is admitted. The programme is changed three times a week, Tuesday, Thursday and Saturday. Music is provided with the aid of an autopiano.

The general admission to the "Paquetorium" is 5 cents, the hours being from 9.30 to 11.30 a.m., from 2.30 to 5.30 in the afternoons and from 7.30 to 10 o'clock on Saturday evenings.

Every purchaser, however, of groceries to the value of $1 is entitled to a free ticket and for each extra dollar purchase an extra free ticket is given. This is practically the same as five per cent. discount to those who appreciate a good moving picture show.

Do you realize the value of enthusiasm?

Lack of it may be the one thing that holds you back from the fullest success in your life.

Enthusiasm is the power that drives our mental machinery. It is the force that brings things to pass. The derivation of the word is interesting. The original idea is the presence of God in a man. So when you are enthusiastic you may consider yourself inspired.

Enthusiasm is something that can be developed. Fall in love with your work and you cannot help becoming enthusiastic.

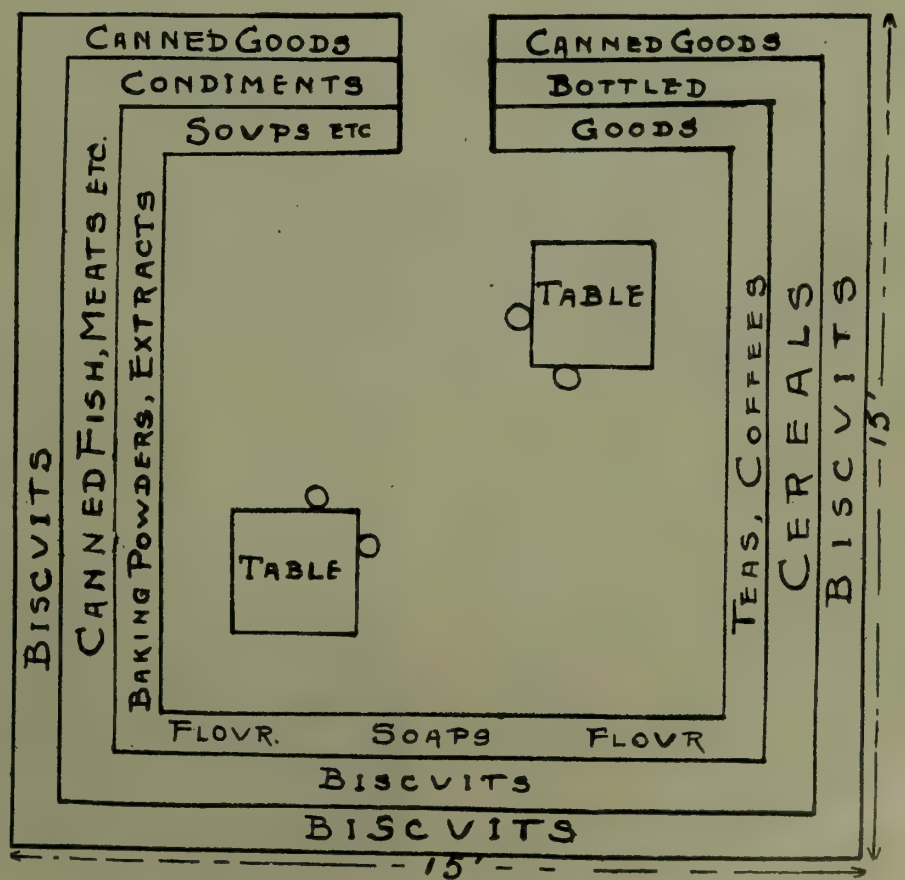


Diagram Showing Sample Room in the Paquet Co.'s Store, Quebec.

When Necessity is Boss Much Can Be Accomplished

Story of How a General Merchant in a Country District Built His Own Store —Dug the Foundation, Was Brick-layer, Stone-mason, Carpenter and Clerk—He Even Painted His Own Signs and Built His Own Delivery Sleigh—Began Without Capital—A Remarkable Career.

"I was the workman but necessity was the boss."

This brief statement is a very significant one in referring to the business career of P. G. Towns, a general merchant at Douro, Peterboro County, Ont.

Douro cannot be called a village. It consists of Mr. Town's general store, a church, a blacksmith shop and several other structures, particularly residential.

But the peculiar part about the business of P. G. Towns is that the establishment as shown by the accompanying reproduction is all the proprietor's handiwork. There are certainly few stores of such a size and character in the country that can possess such a claim. From the cellar to garret—



P. G. TOWNS,
A Country Merchant Who Has Had a Remarkable Career.

everything was constructed by Mr. Towns.

Moreover he is a man who began his business career without capital, and in the face of such a condition of affairs his progress has been remarkable.

In recalling to mind the difficulties which stood in his way in earlier days, Mr. Towns provides an interesting narrative.

Six Months to Get Out.

"I started business," he said, "without capital, 15 years ago at the age of 21; it was a very small building, which I rented by the month. At the end of a year and a half, when I had worked up a fair business, considering the amount of stock I was able to carry, the building in which I was doing business was sold, and I got six months to get out.

"I bought a lot next to my old stand and not having money, I decided to make work take the place of capital. I started work as soon as the spring opened, in spite of the advice of my friends, who believed I would never be able to do it as I had no experience at any trade.

Was His Own Clerk, Too.

"I undertook to build the principal part of the store, 24 x 30 ft., which I completed before fall. Through the summer I was very busy as I was also my own clerk in the store.

"I planned my own work, was my own carpenter, stone-mason, bricklayer, painter, etc.

"Each day during the summer my hours were from 19 to 20 long; but they seemed very short to me because my mind was taken up wholly with the work and I was determined to complete it in spite of all difficulties.

Prints His Own Signs.

"Each year since, I have made an addition to my store and increased my stock, the work being all done by myself. The size of the present store and dwelling is 48x70 ft. The stable and sheds on the premises, which cover an area of about 24x60, have been also built by my own hands, and I have also done the printing on the front of the store. The set of sleighs which I built fifteen years ago, when I started in business, serve me faithfully each winter yet."

Mr. Towns planned his own business methods and he is proud of the fact that he "never tasted any intoxicating liquor of any description" in his life.

Buys From Customer's Stand-point.

Fifteen years experience among the same people has provided him with good sense in buying. He studies what this customers want and buys the goods that will be satisfactory to them.

He handles all lines of goods that are kept in a general store, but he never recommends any to a customer which he believes will not altogether suit that customer.

"If he is a new customer," Mr. Towns maintains, "I wish him to call again; and if he is an old one I want to hold him."

False representations as to the value of goods is therefore steered clear of.

His trade is purely a country one and he buys a large quantity of eggs, poultry and other farm produce.



A Country Store, Every Portion of Whi ch was Built by the Proprietor, P. G. To wns.

Good Tea Salesman.

He has the record of taking orders and delivering $700 worth of tea inside of thirty days, one time when he canvassed the neighboring. He is a firm believer that work and perseverence are good business capital—and he certainly has every reason to have faith in them when he looks back on his own business life. He is the post-master at Douro and treasurer of Douro township.

From the above it will be seen that Mr. Towns has had a unique career. A lack of capital did not daunt him. He had the use of his physical energies and by applying his intellectual faculties in his younger days he is now in a position to settle down and enjoy a smooth business.

When "necessity is the boss" much can be done.

OPEN BOXES CAREFULLY.

What do you do with empty boxes, packing cases and barrels in which your goods come to you from the jobber?

A large number of retail grocers, appreciating the amount of money invested in these receptacles, make it a point to save them and find that they have no difficulty in selling them back to their jobber at 5c apiece or more, according to the size and character of the box or barrel.

Others, says a retail grocer, apparently feel that it is too much trouble to pay any attention to this small item and after permitting the clerks to practically spoil them in opening the cases, relegate them to a junk pile in the rear of the store, where they are either permitted to be carried away for firewood or remain an unsightly monument to the merchant's indifference to small leaks.

If you have never given this subject any attention, begin now to have each box and barrel opened up without being damaged, see that the lids are replaced and if the jobber from whom you buy is not located in your city, you will probably find little difficulty in locating some concern in your home town that is paying considerable money for boxes in which to ship its goods and who will welcome the opportunity of taking all you have available off your hands at regular periods.

SEND ALONG THE PHOTOGRAPH.

If you have a good display window have it photographed; you will find the suggestions of advantage to you later. If the photograph is a good one, send it to The Canadian Grocer for reproduction; we will bear the expense of having a cut made. Let others know of your enterprise and be of mutual assistance to one another.

Custom Goes to Store With the Attractive Front

Appearance Counts a Lot in Purchasing—Good Example in the Dion Store, Valleyfield, Quebec—Success of the Proprietor, Who Began With Capital of $40 — Some of His Business Methods.

No better example of an attractive and commanding store-front can be had than the store of E. Dion, Valleyfield, Que. Standing three storeys in height, with a large dome and several other ornaments in the top, it at once draws attention and indicates prosperity.

More attention should be given to store fronts by merchants than is done at the present time. Most people like beauty, and, if they can at all afford it, they will go to the attractive place every time. A neat front, when once erected, stands as a good advertisement without any extra expense. It draws custom and assists in booming the business.

The business of E. Dion in Valleyfield has been attended with splendid results. He opened a grocery store there forty-seven years ago with $40 capital, and is to-day said to be worth $140,000, and the proportions to which his enterprise has expanded are best represented by a large, modern department store. Mr. Dion is now eighty years of age and still devotes himself closely to his business.

The advertising of the Dion store is conducted along up-to-date lines. It is not confined to the regular half-page space in the weekly paper, but has systematic application to the entire county. During January and July special discount sales are held, and bargain sales in June and December. Ten per cent. extra is charged on all credit purchases and interest after 30 days. Price tickets are used throughout the store and in the windows. One of the most interesting sales held by the store was that in which $100 was given to the party bringing in the largest amount of cash slips at the end of the sale, and to those in the running, clothing, etc., to the value of $150 were given.

The store is finished throughout in golden oak and is particularly well equipped. Thirty clerks are employed.



The Department Store of E. Dion, Valleyfield, Quebec.

THERE WAS NO CHANCE.

Farmer Wiseacre (in crossroads store):—"Are yew sure there ain't no chimerical preser'tives in this here bottle o' pickles, Si?"

Storekeeper: — "I'll make affidavit, b'gosh! Why, I bought that there lot uv pickles long before the pure food law wuz ever heerd tell uv."—Trade.

The Bookkeeping Machines, Limited, is a new Ontario company formed to manufacture and deal in bookkeeping machines, books, office supplies, etc., the head office to be in Toronto.

The Establishment of Food Standards for Canada

A New Departure Intended to Insure Honest Goods to the Distributor and Consumer—List of Standards Drawn up but Manufacturers Want to Study Them Before They Become Law—Different Phases to the Food Question—Standards are Badly Needed.

Food Standards for Canada are at last apparently a reality. Chief Analyst A. McGill, of the Dominion Government, has had printed a few copies of the proposed new law governing the standard of the foods that are sold over the counter of the grocery store. These copies have been sent to only a limited number of manufacturers and as yet the average retailer knows little or nothing of what is in store for him when the measure becomes law.

The Canadian Grocer was the first medium through which any imtimation of the establishing of Food Standards was communicated to the trade. In its issue of June 18th, 1909, it contained a brief resume of the objects of the Food Standards and pointed out at the time that the Chief Analyst was working on them.

Undoubtedly something is necessary to be done along these lines. Hitherto the retail trade and the general public have been imposed upon by some manufacturers of articles of food, claiming—in some cases in a negative sense—that their goods were pure when they were not. It is plain to anyone that in such cases the dishonest manufacturer had a decided advantage over his honest competitor. He would be in a position to sell his goods cheaper because of adulterations and at the same time have extra advantage by talking pure goods through his salesmen.

With such conditions existing the consuming public is certainly taken an advantage of and in many cases the retailer as well. There are, of course, dishonest retailers among the trade and they themselves have been to blame very often. But if the new Food Standards are put into force manufacturers will be placed to a large extent on an even plane with one another. The idea of the Inland Revenue Department in making this move was undoubtedly for the purpose of protecting the honest manufacturer and dealer and the consumer.

Caution is Needed.

While the manufacturers who turn out honest goods are in favor of some sort of Food Standards being established, they agree that the authorities should proceed with them slowly. This was the substance of many interviews given by manufacturers to The Canadian Grocer.

"It's time we had them long ago" was a common opinion, but at the same time all recognized the seriousness of the step and advised that a good deal of thought be expended before the new laws were placed on the statutes. Practical advice they maintained was needed by men who were experts in the manufacture of various foods. No radical change should be made without sufficient notice being given to the men affected. "What is needed is fair treatment to all," as one manufacturer expressed it.

Unsatisfactory Conditions.

The present law with respect to foods is that which is defined by the Adulteration Act. This makes it unlawful for the manufacturer of any food-stuffs to make a compound article without so designating it on the label a mixture or compound. Adulterated foods are therefore permitted at the present time—with the "mixture" stipulation which has too often been neglected. The great trouble has been that even if manufacturers were found by food inspectors to be unlawfully adulterating foods, practically the only punishment was that the analysis of the product was published in the pamphlet sent out by the Inland Revenue department. This has no circulation among the retail trade or consuming public, so that only a very few knew anything about the quality of the goods. The samples are collected from the retailers and often they were fined. The jobber or manufacturer from whom they purchase the goods is usually anxious to pay any fine that may have been imposed upon the retailer in order to retain his trade. Only in cases where someone refuses to pay the fine, does the case come before the courts, in which event it may find its way to the public newspaper. Therefore, up to the present time the honest manufacturer has not had much of a chance to meet the unfair competition of his competitor.

The new Food Standards are for the purpose of alleviating this condition of affairs, but devising them to meet with the approval of all is an impossibility. Chief Analyst McGill, however, is consulting with the Canadian Manufacturers' Association, Food Products Section, and it may be that some changes will be made from the present reading of the Food Standards.

It was the intention of the analyst that they should come into force with the beginning of next year but the Manufacturers' Association disapprove of this, claiming that its members have had practically no opportunity of studying the conditions which certainly need more than an hour's perusal. The Food Products Section intends holding a meeting in the near future to talk over the situation and they will ask Mr. McGill to delay the enforcement of the measure till at least the beginning of 1911.

Brief Resume of the Act.

A first glance at the measure as it looks on paper impresses one with the idea that it is one of great length. It could scarcely be otherwise as it must necessarily take in every article which we call a food and defines in what condition that food must be or what it must contain in order that it come up to the set standard.

It is first divided into four large sections, viz.: Animal products, vegetable products, salt, Preservatives and coloring matters.

Each of these are subdivided, the first into: A.—Meats and the principal meat products and B.—Milk and its products.

"Meats and the principal meat products" is again divided into: A.—meats; B.—manufacturer meats; C.—meat extracts, meat peptones, gelatin, etc., and D.—lard, and so on with the others.

The standard set for meat for instance is as follows: "Meat, flesh, is any clean, sound, dressed and properly prepared edible part of animals in good health at the time of slaughter, and if it bear a name descriptive of its kind, composition or origin, it corresponds thereto. The term 'animals,' as herein used, includes not only mammals, but fish, fowls, crustaceans, mollusks, and all other animals used as food."

It is not our intention just now to go into details of every one of the articles mentioned. Space would not permit that and the above in reference to meat is merely an idea of what the new measure will mean.

Similarly it goes on to tell to what standards fresh-meat, cold-storage, salted, pickled and smoked meats must measure. Oysters are mentioned here with the note that the "definition is under consideration."

Among the manufactured meats are

included, sausage, blood sausage, canned, corned and potted meat, meat loaf and mince meat. Standards are also set for meat extract, fluid meat, bone extract, fluid bone, meat juice, peptones, and gelation with certain percentages given.

Under the heading "Milk and its Products" the two things of the most importance to retailers are butter and cheese. The standard for butter is as follows: "Butter is the clean, non-rancid product made by gathering in any manner the fat of fresh or ripened milk or cream into a mass which also contains a small portion of the other milk constituents, with or without salt, and contains not less than 82.5 per cent. of milk fat, and not more than 16 per cent. of water. Butter may also contain added coloring matter."

Vegetable Products.

Most of the remainder of the articles come under the heading of "Vegetable Products" and treats first with grain products. The measure defines grain, meal, flour, corn meal, rice, oatmeal, rye flour, and buckwheat flour.

The next sub-section deals with fruit in which grocers are more directly interested than in grains. Fruits are defined as "the clean, sound, edible, fleshy fructifications of plants, distinguished by their sweet, acid and ethereal flavors."

Dried fruit, evaporated apples, canned fruit preserve, honey preserve, glucose preserve, jam marmalade, glucose jam, fruit butter, glucose fruit butter, jelly and glucose jelly come under this heading and a standard for each is set.

The "Vegetables and Vegetable Products" are next subdivided, vegetables being defined as "the succulent, clean, sound edible parts of herbaceous plants used for culinary purposes." Under this department come dried and canned vegetables, pickles, salt and sweet pickles, sauerkraut and catsup. The standard for canned vegetables is: "Sound, properly matured and prepared fresh vegetables, with or without salt, sterilized by heat, with or without previous cooking in vessels from which they take up no metallic substance, kept in suitable, clean, hermetically sealed containers, sound and conform in name to the vegetables used in the preparation."

Sugar and Related Substances.

Standards for all kinds of sugars—granulated, loaf, cut, milled and powdered—are given with special mention to maple sugar. Molasses and syrups, klucose products, candy and honey are also given. Maple syrup, by the way, will not be up to the standard—should the measure become law—if it contains more than 35 per cent. of water. Honey must entirely be the product of the work of the bees "operating on the nectar of flowers, etc." Twenty-five per cent. of water is the limit.

Spices and Extracts.

What does not conform with some of the manufacturers' ideas is the strictly chemical definition of the various spices. They claim that the manufacture of some of them, taking into consideration the standards set, is not practical.

"I could go into the factory there" said one manufacturer, "and make a pure pepper and know it to be pure but to analyze to find out whether it is or not would be beyond my power. To conform to the set standard I would have to keep a chemist on the premises and I, as well as many others, might not be able to afford that.

"A chemist anyway is not practical enough," he said and cited an instance where a firm once lost a large shipment of goods because it had taken the advice of a chemist who was all right in theory, but wrong when trade exigencies had to be taken into consideration.

This is one point which some manufacturers at least, would like to have fully discussed. They claim that chemists would be absolutely necessary if the measure passes as it is now drawn up.

The condiments comprise allspice, etc., red pepper, cayenne pepper, cassia, cinnamon, cloves, ginger, mustard, nutmeg, black and white pepper and all the other less common ones.

Standards are named also for each of flavoring extracts, and in some of these differences of opinion exist. In the case of lemon extract, for instance, according to the Food Standards, there must be 5 per cent. by volume of oil of lemon. Manufacturers claim this is excessive, as it will at least double the price of lemon extract to the consumer. In fact, one stated that it would cost more to manufacture a 2-oz. bottle under the new regulation than the consumer now pays for that amount.

Tea is one of the articles upon which it is difficult to set a standard. It is probable, though, that dust will be prohibited, but whether broken stems will be permitted to come within the standard or not is a question. Coffee, cocoa and chocolate in different forms have standards also.

The Beverage Class.

This includes fruit juices, sterilized and concentrated fruit juices, as well as wines, cider, malt, spirituous liquors and vinegar.

Table and dairy salt is defined as "fine-grained crystalline salt containing on a water-free basis not more than 1.4 per cent. of calcium sulphate, not more than five-tenths per cent. calcium, and magnesium chlorides, nor more than one-tenth per cent. of matters insoluble in water, the remainder being at least 98 per cent. of the dry salt, consisting of sodium chloride, with traces of other alkaline haloids."

Standard Preservatives.

The lengthy measure concludes with a list of standard preservatives, which are salt, sugar, vinegar, spices and their essential oils, wood smoke, edible oils and fats and alcohol. The use in food products of any other preservatives or antiseptics or of any substance which preserves or enhances the natural color of a food product or of a coloring matter is forbidden if it is injurious to health or poisonous under the conditions of its use in foods; or if it has not been proven beyond reasonable doubt by scientific investigation to be harmless to health or if it conceals in any way inferiority of the product or counterfeits or enhances a natural color.

Manufacturers claim that when this law comes into force—and it does not have to be passed by Parliament—that no manufactured foods can at all be adulterated, even if they are labeled compounds or mixtures.

The question is undoubtedly a big one and needs much thought. For instance, can it be said that cream of tartar and baking powder are really foods? They are not in the same sense that beefsteak is, because one can live on beefsteak.

The measure is modeled after a United States law, but before it is passed every precaution should be taken to see that it is exactly what is required.

The necessity of Food Standards is clear, in view of the continual adulterations that have come to light through the food inspectors. They are needed to protect the distributor and consumer. It is plain that the higher the standards set the more healthy should the Canadian people become, but the trouble lies in drawing the line. Some consumers want to buy cheap goods always. They want the half-rotten fruit and spoiled meats if they can get them cheaper; but the Government should see that no foods injurious to the health should be sold, and also that when a customer asks for pepper in the store that he gets pepper and not shells.

Too drastic measures, however, may spoil the good that is intended and it is now up to those interested to tender the advice which they have gained by experience and help to make Canada's Food Standards fit models for any country on the globe.

The Seaforth Milling Co., Limited, Seaforth, Ont., has been formed with an Ontario charter to carry on the general milling business of the Seaforth Milling Company.

Soap Buying, Selling and Display Suggestions

From Nature of Its Manufacture, Writer Advises no Stock Overloading—Better Satisfaction Will be Given With Fresh Goods—Difference Between Chip and Bar Soap—The Kinds That Sell the Easiest.

By H. D. McMullen.

Soaps, particularly laundry varieties, are frequently the most carelessly handled articles in the average grocery. They are not very perishable merchandise, and a great deal, in the way of window display, can be accomplished by their aid. Also many satisfied, or dissatisfied, customers may be the result of soap sales by the retailer, so one will readily recognize the importance of the soap section of the store, and the necessity of giving it some attention.

Soap manufacturers, of whom there are many, are among the readiest to assist a retailer in disposing soaps. They sometimes dress windows, send various signs, posters, and samples on request, and usually they will do it voluntarily, if business seems to warrant it.

The proper display of soaps has a great bearing on their scale. Making use of one's own ideas, and what help the manufacturers will give. There is no reason why a grocer cannot achieve good results.

Do Not Overstock.

One rather peculiar fact about soap is, that if sold while fresh from the factory, it will be used up by consumers in half the time that it would take if stored for six months, but they will, of course, get better results. The longer it stays in the store, the harder and dryer it becomes, and the longer it takes to use it up. One advantage of a fresh soap to the user, is that it lathers much more freely than old. This, taken in conjunction with the above fact, again points out the poor judgment displayed in overstocking. It will make soap trade much more vigorous to keep smaller stocks and turn them over often, and customers will be better satisfied.

The soap trade is a good one for the average grocer. Everyone has to have it in some form or other, and you might as well, or rather, might better have it than your competitor. As now put up, soaps are different from a few years ago. The oiled inside wrapper, combined with a second cover outside, gives a protection, which never before was given. This, with the better condition of the material inside (which used to be very soft), enables soaps to be left outside, even in winter, whereas formerly they had to be carefully stored, in order to prevent freezing.

Right here some short account of the general methods of manufacture might be given. Every retailer should have a general idea of the manufacture of the goods he sells in order to talk them intelligently. Laundry soaps form a considerable portion of his trade in this line, so the remarks here will be made to apply only to them.

Laundry Soap Facts.

Laundry soaps are divided, in the main, into two general classes, bar and chip. Making bar soap is a three-week process. Rosin, alkali, and grease, the main ingredients, are mixed thoroughly and boiled four days, then allowed to settle two days. The resulting compound is run into frames, and allowed to stay therein three days more, after which it is cut into bars and given three or four days drying. Finally, it is pressed and re-dried for another three or four days, wrapped and sent out, or stored, as the case may be. The process is very tedious and complicated, but, in the hands of one who is thoroughly conversant with it, the methods appear almost simple.

Chip soap differs in manufacture from bar. It is a neutral soap (composed largely of tallow, lye, and soda. Bar soap contains little or no soda. The ingredient, having been properly mixed, the soap is boiled all morning, allowed to settle for a time, and boiled in the afternoon. It is then allowed to settle until the following morning, when it is run into the frames. Two days afterward it is cut into long bars. These are allowed to dry about three weeks. The longer they dry, the better they chip. They are then chipped by a special machine for that purpose.

One rather notable feature about these processes is that they occupy much more time in summer than in winter. This is due, mostly, to the time consumed in cooling the hot liquid during warm weather.

Very often in selling soaps a grocer will give his customer a brand which he knows will not satisfy that customer. Next time she wants soap she goes elsewhere for it, and usually not only her soap trade, but her general grocery trade as well is lost. It even goes beyond that. She tells her neighbors. It is plain what an endless chain of "knocks" can be started in this way with any line of goods, and more particularly in this particular line of business, all for the sake of, perhaps, a few cents. Do not lay yourself open to any such criticisms. A little extra care will make you friends and what is even better, free and walking advertisements.

Private Brands Tabooed.

Private brands are very little used at the present time. One case has come to light, of a large jobbing house, which ordered a car of soap, their own brand. Since they gave that order they have sold five cars of the same soap under its widely known, regular label, while the original car is even yet only half sold. Private brands are much less salable than are advertised brands, which can be turned over in half the time.

Turn-over in the soap business as well as in any other is what keeps life in trade, so that merchants should make it a point to not get overloaded, but buy often and turn the stock into money as rapidly as possible.

TO KEEP RATS FROM STORES.

Mr. Holt describes the ravages made by rodents and explains the work done by the U. S. Department of Agriculture in issuing publications advising how they may be exterminated, in a recent pamphlet, entitled "The Brown Rat in the United States."

Several methods are suggested of driving them off the premises. Among them are the following:—

1. Freshly slaked lime placed dry in all burrows and runs of rats.

2. Freshly made thin whitewash poured into the rat burrows.

3. A strong solution of copperas (ferous sulphate) sprinkled in runs and burrow entrances.

4. Chloride of lime, loose or wrapped in old rags, placed in burrows and runs.

5. Gas tar daubed about the burrow entrances.

6. Caustic potash placed in the burrows and runs.

7. Powdered red pepper scattered in rat runs and burrows.

Owing to their cunning it is not easy to clear premises of rats by trapping.

Kyle & Son, grocers, Vancouver, have sold their business to G. D. Barlow.

The Display Window as an Index to the Store Interior

Many Ways by Which it Can Become of Direct Selling Value—Should be Used in Conjunction With Newspaper Advertising—Suggestions as to How a Window Should Be Trimmed.

By A. F. McRae.

There is more to advertising than newspaper and poster advertising. There are a few people who don't read ads., even in this enlightened age. Others never think of noticing or reading them. Yet all these people are buyers.

The window affords the best, and in fact the only means of reaching this class. Not only does it influence those who do not see ads. but it frequently favorably inclines those who have seen and read them. If they come to buy, a good window display will make them more anxious, often being the means of "clinching" a sale.

Window display, when rightly executed, is one of the most effective methods of obtaining trade. There is no advertisement that costs so little in comparison with the good results obtained. Show-window advertising is a necessity in these days of close, active competition—the progressive merchant recognizes this fact and trims his windows in an attractive manner—to the best advantage always.

Every community contains, in proportion to its size, a greater or lesser number of retail establishments in the same line of business. A storekeeper in a small town where competitors are few and the character of his stock is universally known, can, to some extent, neglect his windows, and possibly no perceptible loss of trade will result. But where the town is large enough to support half a dozen or more stores, the value of a good window display cannot be estimated.

In the smaller towns the displays are practically alike, differing only in a few minor details. Obviously then, any particular window display must be original and distinctive in conception and cleverly executed, if it is to excel the displays of competitors to any noticeable extent.

There are different ways of achieving this distinctive effect. One way is to change the display regularly and often, making it an exhibition place for the new, seasonable or erstwhile particularly attractive things 6in your store. Special bargains, too, have their value in making a "fetching" window display. Another way is to use novelties to attract attention. And still another way is to permit the plate glass to go unwashed, to let the dust accumulate on the goods shown, and in brief, to neglect the windows generally, This last might be termed "negative" distinctiveness.

Confusion in Numbers.

The most effective window is usually the one which contains a small assortment of goods arranged in such a manner that the entire showing can be taken in at one glance. Too many articles, unless they be smallwares, only serve to distract the attention, confuse the eye, and destroy the attention-compelling effect which is made possible by an attractive arrangement of one or two lines of especially interesting goods.

People pass and repass a store which they have never yet entered. They glance at the windows and something therein attracts their attention. They stop and look and gradually the conviction comes over them that the article they see is precisely what they need for a certain purpose and they go in and buy it. If the purchase gives satisfaction the chances are they will come back again and a regular customer is secured simply because the windows had received proper attention.

When you walk up a residential street you often look in at the windows of the houses as you pass, and you form an opinion, perhaps unconsciously, of what kind of a home is back of the window you see. If you see a pair of dainty curtains inside of the shiny window you will naturally conclude that the rest of the house must be as dainty and neat. The window is an index to the house.

It is the same thing over and over again when those people pass your store, They look in your window and from its appearance judge the inside of your store. The window creates either a good or a bad impression. Of course you wish the former, and this can only be gained by making your window neat and attractive. The best way, and really the only way, is to have everything clean and the show window as bright and shiny as a piece of newly washed plate glass can be made ; to have your window well lighted and in it displayed attractive merchandise.

Your windows are reflectors of your store. To attract customers keep your windows attractive.

When a Window Does its Duty.

Nine out of ten men or women, when they sally forth to buy anything, will invariably look in the show windows before going in the store. If they are passing your store to go to a competitor's, a good attractive display can at least , entice them to examine your goods. Or if as they pass your store on sundry business, as hundreds probably do every day, they are attracted by the display and in glancing toward the window their attention is drawn to some article that appeals either directly or indirectly to them, and the chances are they will "just step in" to enquire the particulars. Or better still, if the price be displayed the sale is oftentimes clinched on the spot, and few will turn away with "well I won't bother to-day," as many are likely to do if they are required to step inside the door to inquire particulars. However, once they are in the salesman's hands the window has done its duty.

How many times will a man saunter home with a parcel under his arm, and when accosted by his wife as to what he has brought home, say : "Oh, I saw this in so-and-so's window and thought you'd like it." Isn't there a moral in this for you ?

Then again, the value of newspaper advertising is greatly augmented by an appropriate window display. People who have seen your advertisement in the daily paper will have it brought forcibly to mind by seeing a display of the goods advertised in your window. If interested it will prove a direct invitation—and often a very pressing one, to come in.

Do not underestimate the value of your windows. The pith of the argument is found in the fact that many people find it hard to make a selection of hats, shoes and many other things in any other manner than by walking from store to store, until they see what they want in the window. It runs against the grain of most folks to have to look through a merchant's stock without making a purchase—they feel obliged to "do the best they can" after having put the salesman to the trouble of showing them the stock. For this very reason a goodly proportion of the public will not go into a store unless they see what they want in the window.

Assistance From Price Cards.

Not only do people look for things they want in the window, but they buy lots of things they don't need, and had

no idea of buying, simply because they were attractively arranged in the window—a very strong inducement.

It is kerfectly natural that retailers should wish their windows to convey an adequate idea of the quantity and variety of their offerings, but a display loses much of its value if so many goods are shown as to give the window a congested appearance. If your windows are too small to display a variety to advantage, put in a few articles and change often so as to show the extent of your stock. On any event don't crowd.

Neat price cards should always be attached to each article, except in the case of a display of new goods when a neat announcement card should be used. Price cards are silent salesmen.

The value of the show window to the retailer, then, lies in keeping it bright, attractive and expressive of the nature and value of the offerings to be found inside, in displaying new goods, or in calling direct attention to some special values at the time they are being offered, when the windows may be the means of closing many sales.

Where Window Displays are Changed Every Day

Ideas of a Montreal Trimmer, Who Attracts Constant Crowds —Unsanitary, He Says, to Place Fruit and Vegetables Outside —Uses a Slanting Bottom—Novel Animated Baking Powder Display.

It is astonishing what artistic and varied window display will do toward increasing trade.

Armand Larue, with the Stanford Market, Montreal, who is one of the cleverest originators in window display in the city, gave the writer a few of his ideas on the subject.

He does not believe in outside displays. They are not sanitary, he says, and a certain percentage of the goods becomes damaged. A constant change, both of goods and their display, is one of his maxims. His own windows are changed almost daily, and keep the passersby wondering what the next will be.

As an example of his work, the accompanying cut will show his ideas on the subject more clearly than a pen picture. It is only one of his every-day displays, and is made up entirely of fresh fruits and vegetables. It gives an idea of what can be accomplished with the average grocery stock. The best comment on its success is the almost continuous crowd surrounding all of the displays at the Stanford Market.

The two stands at the back of the window are very cheaply constructed of sheet metal trays on a central rod, and are one of the varied sizes and shapes Mr. Larue has had made for this purpose. The general background is composed of cauliflowers and pineapples, the foreground of basket and box goods. The centre design has a very pretty color effect, which, of course, is not shown so well by the cut, as it appears to passers-by. However, the general effect is well shown and is worth study.



Front of McDowell & Kinnis' Grocery, Vancouver, B.C. With Ideas for a Thanksgiving or Christmas Window.

According to Mr. Larue, there is no need of any great expense in window dressing, provided a man has ingenuity and imagination. Just try to figure out something which would appeal to yourself as a prospective customer, and you have his general idea of producing windows that show results.

Perishables, such as fruits and vegetables, are the best articles to use, as they are more liable to be spoiled by too long acquaintance with the store. By having them always attractively prominent, quicker sales are made, and naturally this is what is wanted. An occasional window of staples makes sufficient variety to prevent customers be-

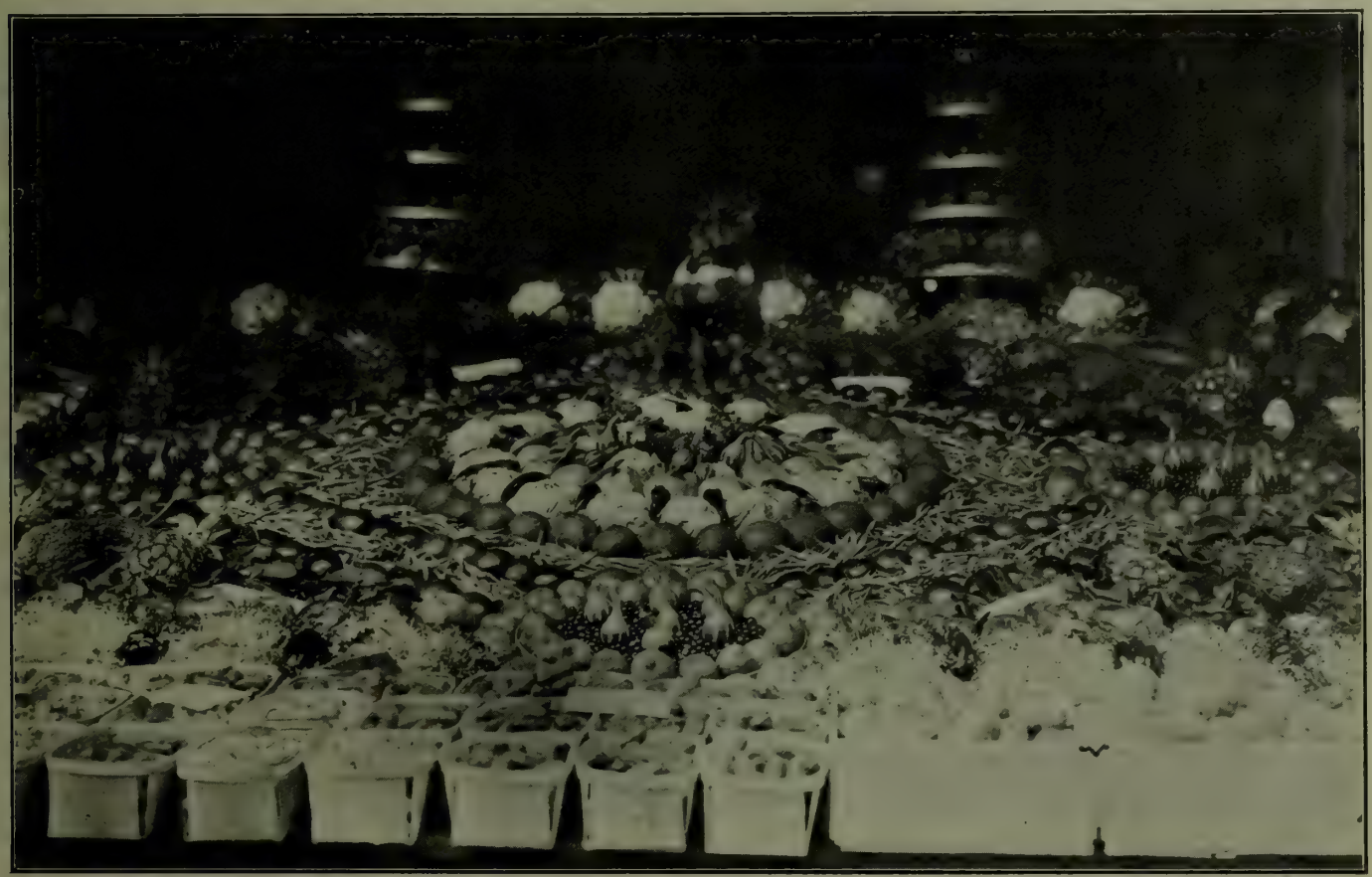
Lamy, 481 Notre Dame Street West, Montreal, there was a splendid display of baking powder recently.

The central figure was an automatic dummy, representing a Hindoo magician. In front of him was a table, covered with the usual black cloth. A cover was in his left hand, which was raised at intervals. First, is shown a can of the baking powder. The cover was then lowered and next time was shown a model of a biscuit, supposedly made by the charm of the powder in the few seconds intervening.

At the dummy's left hand was a column formed of the various sizes of cans. Cardboard cans and arms holding cans

it is, and if one does, others follow. The whole principle of window display advertising is primarily to attract attention, which attention should lead to people entering your store. After that it is "up to" the clerks and the quality of your stock to make the customers and keep them.

C. D. Allen, grandson of the late Fred Allen, founder of the firm of that name in England, from a candy manufacturing standpoint, has just been appointed to the position of manager of the confectionery department of A. E. Rea, Ltd., of Montreal.



An Attractive Vegetable Window, Dressed by Armand Larue, Montreal.

coming tired of sameness. An infinite variety of windows can be produced from any well-regulated grocery, and, by a little study, will be found to sell their fair share and more, of goods.

As various lines of fruits and vegetables come on the market, they can be used to great advantage, the color variety being usually good and the size easy to handle in such displays.

A slanting bottom in the window makes arrangement much simpler, as, on it, nearly all the goods are clearly shown to passersby. Small stands in a window will very often enable one to obtain effects otherwise impossible.

In the department store of A. & E.

filled most of the intervening space. In front were small eight-inch peddlers, carrying advertising signs. The background was formed by posters and signs in both French and English. Judging from the crowds in front of the window, it accomplished thoroughly the purpose for which it was created—good advertising.

Often a display which gains instant attention from the observer is a single specimen of some vegetable, say, for instance, a pumpkin, which is exceptional in its size. With a few sheets of colored tissue to cover the bare boards and the pumpkin used as a centre, people will almost invariably stop to see what

A grocer cannot be too careful to have his store smelling "clean." A Montreal merchant of long experience says it is one of the most attractive things about a grocery store to him, to have it free from any objectionable odor. Just ask yourself, which state of affairs would appeal to you most. Spoiled fruit is among the worst offenders.

Neglect your show windows and you neglect a splendid opportunity which lies right at your door, to increase your business; for no part of publicity is more helpful in increasing sales than the window, which, in a sense, introduces your store to the public.

Importance of Window Displays in Holiday Trade

From Thanksgiving to Christmas a Busy Season for the General Merchant—Trade Developed by Making AttractiveWindow Displays—One Window Can Well be Given up to a Special Display While Using the Other for Seasonable Goods—Harvest and Hallowe'en Displays Also Suggested.

With Thanksgiving Day only a short time away, merchants are reminded of the necessity to prepare for the holiday season, and every effort should be made from now and until Christmas to make the volume of fall and holiday business show a substantial increase over previous years. Crops have been good, factories have been running with full staffs, and in some cases overtime, and as a result money is freer and conditions are right for an energetic campaign for an increased holiday trade.

Merchants will do well to order holiday stocks early and see that the members of the staff, who look after the advertising and window dressing prepare their work ahead, so that when the real busy season arrives no time will be lost and every possible minute can be given to the important work of selling. And with work of this kind done in advance an early selling campaign can be instituted, and a large hole made in the holiday wares during the early part of December, good customers being advised to buy early, when the stocks are at their best, and the opportunity for making a selection the greatest.

As a beginner for the fall and holiday campaign, nothing could be better than an attractive Thanksgiving window display, as a good beginning will go a long way towards impressing the enterprise of the store upon those whost custom you most desire. And just as "calamity howling" and talking "hard times" has a bad effect upon business by encouraging those who have money to spend to put it away into safe keeping, so will an air of prosperity, and a few words regarding the "return of prosperity" have a desirable effect upon business.

In the accompanying engraving we show a Thanksgiving window trim, which is within the reach of any retailer who has a clerk on his staff capable of making a rough design on canvas. Or if such a clerk is not at hand the local sign painter can be called into service. In the design the background only is painted, the log cabin, sky and tree in the distance being sketched on canvas, the door being left ajar and two wax figures dressed in Puritan costume placed there. This could be varied by having the figures dressed in pioneer or backwoods costume.



Suggestion for Something New in Window Dressing For Thanksgiving Time.

The display shown in the photograph was made by the Jones Hardware Co., Richmond, Indiana, they aiming to reproduce a scene showing an attack by Indians, just as the two puritans were leaving their log cabin to attend Thanksgiving service. Two arrows will be seen sticking into the cabin wall near the turkey, which is tied to a block and ready for execution. In a display of this kind a live turkey would add realism to the shocks of corn and pumpkins on the turf in front of the cabin.

As stated before a timely display of this kind, even though it means some expense and trouble to prepare, will repay the retailer, who wants to begin his holiday campaign by attracting attention to his store. The local newspapers will be only too glad to publish paragraphs describing the window, and farmers who come to town will be sure to visit the store to see the display.

SOME PRACTICAL POINTERS.

Suggestions Gathered From Actual Occurrences in Canadian Grocery Stores.

Here are some things that should not be observed in a good grocery store:

A box of dried apricots standing all summer in a conspicuous place at the mercy of flies and dust.

A clerk wiping the butter knife on his dirty apron.

Mixing tea in the hopper of his scales with dirty hands.

Fruit outside of the store, within reach of dogs.

Sampling butter by taking it off the tryer with the teeth and putting it back again.

Handling fish and then biscuits without washing the hands.

Tea and soap piled together on the same shelf.

Meat and butter in the same compartment in the refrigerator.

Silent salesmen in neglected condition.

Everything standing round in confusion; nothing in order, and everything in the way.

A lady asking for 40c tea, persuaded to try a 25c tea.

A grocer dodging a traveler by slipping out the back door.

A grocer selling a line of biscuits for over a year below cost and not knowing it.

The whole window used by other people for bill boards, and not a sign of the name of the proprietor.

A clerk making out a bill with ten grammatical errors in it.

A grocer who says he has no time to read a trade paper.

Importance of Knowing How to Figure Profits

Should They be Figured on the Sale or Cost?—Percentage of Profit in Relation to Cost Expenses and Selling Price—Proper Methods Earn Dividends Just as Well as the Selling Department.

By Howard R. Wellington.

Is not the customary method of figuring profit based to-day on the net cost? And yet, is not every other percentage, such as commission, discount, allowance, etc., figured on the selling price? If we are to make a financial success in any business, it is absolutely necessary that the correct basis of figuring percentages of profit, expenses, discount, etc., must be adopted from the first. We sometimes look upon our offices as a necessary but burdensome expense, but the office, if equipped with the proper methods and records, earns dividends for the business as well as the manufactory or selling departments.

Nine times out of every ten, the business which does not succeed can trace the cause to the fact that somewhere in the organization or in the application of principles, there has been either a lack of system or an erroneous interpretation of certain standards in regard to percentages of profit and expense. Every merchant should aim to get his business on a basis where he can tell at once, first—whether he is making or losing money; second—how much is made or lost during a period; third—if a loss, where the leakage has occurred; fourth—what percentage his expenses, etc., bear to his total sales.

Another View of Gain.

Do the profits of one department in your store conceal the losses of another? Is there a difference between the gain as applied to, say, increased population, and the percentage of profit as applied to money transactions?

We believe there is. For instance, the population of a city increases from 40,000 to 60,000—what is the percentage of gain—50 per cent.

We say that we make 25 per cent. by adding 25 cents to every dollar of cost, whereas the percentage of profit is only 20 per cent. by figuring percentage of profit on the sales.

Now, which is right? Should not the percentage of profit and the percentage of cost of doing business be figured on the same basis?

The cost (net cost) usually means invoice price, plus cost of laying goods down in store, and between this cost and the selling price, items such as rent, insurance, salaries, salesmen, etc., must be provided for. Sales totals are always recorded by the merchant, and used for comparison from year to year. Cost totals for the goods sold are not as a rule recorded, so that it is very difficult to figure percentages on other than sales totals.

Salesman's Commissions.

We sent a representative out on the road on a commission of ten per cent.; his commissions are figured always on his net sales.

Is it not reasonable then, to figure percentages of profit on the net sales?

We are not laying down any rule to be followed in this connection, but are simply presenting this matter from different view-points so that the reader may adapt himself to the correct method of figuring his percentage of profits.

A man sells an article for $12.50 which cost him $10, and basing his percentage of profit on the cost, figured that he was making a profit of 25 per cent. At the end of the year the sales totalled $20,000, yielding a gross profit of $5,000, but his books only show that $4,000 has been made, or a percentage of 20 per cent. on the sales of $20,000.

Another Example.

A business is transferred to a joint stock corporation. Four per cent. is added to the cost of all goods to cover freight, insurance, etc., or to obtain "cost laid down." The goods are inventoried at the advance of four per cent., but the new company arranges to purchase the stock at invoice cost. Now, what is necessary under such circumstances? The goods must be reduced to cost, for if we add four per cent. to the invoice cost and deduct the four per cent. to obtain invoice cost, the result will naturally be less than original invoice cost.

Table for guidance of merchants in figuring percentages of profit:

16 2-3 p.c. added to cost is 14¼ p.c. profit on selling price.

20 p.c. added to cost is 16 2-3 p.c. profit on selling price.

25 p.c. added to cost is 20 p.c. profit on selling price.

33 1-3 p.c. added to cost is 25 p.c. profit on selling price.

40 p.c. added to cost is 28½ p.c. profit on selling price.

50 p.c. added to cost is 33 1-3 p.c. profit on selling price.

100 p.c. added to cost is 50 p.c. profit on selling price.

We shall be glad to hear from readers in regard to the principles outlined, and will devote another page to the discussion if necessary.

A TRAVELER HONORED.

Rupert Prat Retires From the Staff of Red Rose Tea—Presentation From Associates.

After thirteen years as salesman for T. H. Estabrooks, nine of which were spent in Ontario, Rupert Prat has retired from the road and will hereafter devote his attention to fire and accident insurance. He has associated himself with Reed, Shaw & McNaught, one of the oldest established agencies in Toronto, representing the Liverpool, London & Globe and a number of other old tariff companies.

Mr. Prat was one of the first travelers for Red Rose Tea and during his years on the road has followed the growth of the business carefully.

Mr. Prat was one of the ablest salesmen on the road and is held in the highest regard by a great many merchants throughout Ontario and in the maritime provinces where he represented Red Rose Tea before coming to Ontario.

The traveling and office staff of the Toronto branch of Red Rose Tea united with the firm to express their appreciation of his services and regret at his retirement and presented him with a handsome horned alligator traveling bag with stirling silver fittings and accompanied it with the following address:

Rupert Prat,
595 Markham St.,
Toronto.

Dear Mr. Prat,—Upon the occasion of your quitting the traveling staff of Red Rose Tea and your retirement from the road for easier and more lucrative labors, the firm, traveling and office staffs unite heartily in the statement that they very much regret your going, and that you carry with you the respect and the warm regard coupled with the heartiest well wishes of the workers who have been associated with you.

For thirteen years you have been in the van of Red Rose Tea salesmen. You have played the game hard but fair and through all those years have done your full share in lifting higher the standards of salesmanship, of business probity and of conduct among travelers.

In token of our very sincere regard and hearty well wishes, we ask you to accept this traveling bag, so that whenever again, for a little while, you take the road you may have pleasure in recalling those other days when you strove with the rest of us to convince the great world of grocers and the greater world of housewives that Red Rose Tea "is good tea."

Yours very truly,
Signed on behalf of Mr. Estabrooks and the staff.

You can't run a store on a "just out" basis. People soon find out what stores are always "just out" and what ones have the goods.

Simple System Devised to Keep Track of Finances

Retail Grocer Institutes What He Calls a "Comparative Statement" Showing Approximately Where He stands at End of Each Month—A Book-keeping Scheme Which Has Brought Good Results—Can Easily Figure out His Profits.

By D. W. Fry, Vineland, Ont.

I have been very much interested in some of the articles contained in your publication. This is the second year we have been receiving it, and while of course, we haven't time to read all the articles and contributions, some of the ideas set forth are certainly worth more than what the paper costs. It is the privilege of each reader to select such as are of use to him or her. Any merchant should be able to pick out from the mass of experience presented, something which will be of benefit in his particular locality.

In order to get the most out of The Grocer, each subscriber should be willing to lend a hand and contribute the benefit of his own personal experience. This is strictly speaking OUR PAPER, and the more practical experiences its columns contain, the greater the value to us.

Know Where You are at.

When the writer was a boy, a grocer in our vicinity was forced to make an assignment, and it was remarked at the time that he did not make a practice of taking inventories, that he borrowed from one party to pay another when necessary, and that he never knew where he stood financially. That idea has followed me through life, and when I began business at Vineland, Ont., six years ago, without experience in storekeeping, it was with the determination to know where I was at as I went along.

With this end in view I made use of a system which came under my notice some years ago. This I call a Comparative Statement, made monthly, which I find satisfactory for the general store business. I use a cheap book for the purpose, ruled as in the illustration shown herewith, which will give a clearer idea than any explanation which might be given otherwise.

It will be seen that July, 1909, can be readily compared with July, 1908. In the fixed expense column I have included interest, insurance and taxes. Salary could also be included if desired. For net results, to be safe and conservative, I estimate 15 per cent. profit. Take for instance July, 1909; sales were $1,574.90. At 15 per cent. the profit would amount to $235.63, which with a total expenditure of $180.69 would leave a profit of about $55.

The Special column will show that a new rig was purchased in July, 1909, which would affect the net results. Of course the figures shown are not all as they actually occurred.

By being careful about one's records, the report can be made out in a few minutes. I have a daily cash book, and a little addition gives me the results for the month. The purchases and unpaid bills also are easy to arrive at.

While this result is not exactly correct it is sufficiently close for all practical purposes and is an excellent gauge as to the condition of business. I have this information in one book for every month for six years, and it is very gratifying to notice that in only two months in that period of time have the sales been less than for the same month in the previous year.

This system is respectfully submitted for the benefit of anyone who cares to make use of it.

Month	Table Expense	Clothing	House Furnishings	Fuel	Charity	Church and	Salaries	Lighting	Fixed Expenses	Horse and Rig	Miscell.	Special	Travel, Books etc	Luxuries	Total Expenses	Cash Sales During Month	Purchases During Month	Bills Unpaid	Remarks
1908 July	12.15	4 00	5 00	- -	3.00		27 40	14·17	10 00	- -	9·51	Teeth 24.00	7.58		116 81	1360.25	1141.35	565.71	
1909 Feb.	9' 41	8 75	- -	24.00	4·25		21·30	8·50	10 00	4 70	7·40	- -	3·21		101·52	941·74	714.95	387·49	
July	13·94	11 50	11·50	- -	5·75		28·75	12·40	10.00	7 50	10.40	New Rig 60.00	8·95		180.69	1574.90	1324·73	741·87	

This Illustration Shows How D. W. Fry Keeps Close Track of His Receipts and Expenditures in Concise Form.

"A BUNDLE OF GOODS AND A PACK OF LIES."

A merchant there was and he wanted to rise
(Even as you and I),
And perch on a cloud in commercial skies,
So he thought up a scheme—Oh, he was dead wise—
With a bundle of goods went a pack of lies.
(He wanted the people to buy).
Into the papers went this dealer bold,
(Even as you and I),
He used big ads. and the tales he told,
No doubt, would have knocked Munchausen cold;
And merrily on went he and sold.
(His neighbors were you and I).
He wanted the business, but, alas, alack,
(Even as you and I),
The goods he sold, as a matter of fact,
Were shoddy, and, of course, they all came back.
And the buyers were angry, for they held the sack.
(As predicted by you and I).
This merchant knows that good ads. pay
But he didn't know, sad to convey.
(Even as you and I).
That advertisers must back what they say,
And not treat customers any old way,
(As whispered by you and me).

—Oscar Kaiser in "Fame."

The merchant who allows his goods to be misrepresented to his customers is stealing away his own trade, for misrepresentation is the thief of trade.

Mercantile Methods an old Grocer Would Adopt

Providing He Were to Begin Afresh in the Grocery Trade—Ideas Gained From Experience of 35 Years—How Customers, Salesmen and Commercial Travelers Would be Handled—Strict Buying Methods Would Prevail.

By H. C. Armstrong.

In talking with a young grocer not long ago, who is anxious to make the very best of the business, he asked me, as an old grocer, and also as one who has had opportunities of seeing and studying the mehods employed by grocers in conducting their businesses, what changes and improvements I would make if I were to start a grocery business to-day. This is a question which means rather more than I can easily answer. I have been out of the business now for three years. Prior to that time I spent 32 years in the trade.

Changes in a store must largely be the outcome of existing circumstances and conditions. Certain methods work well in some cities, or even in one section of a city, and not in another. Among these are the cash and credit systems. In certain localities in certain towns and cities I would most certainly do a credit business, but in others I would not attempt anything but a strictly cash trade.

But there are certain things I would follow and recommend which apply to all conditions and all localities, and to these I will confine my answer.

Conveniences Essential.

In the first place, I would select my location, where I could reach a class of people who would appreciate the services I would intend to give them. I would want my store fitted up, not necessarily very expensive, but convenient, so that my goods, rather than the fixtures, would attract attention. I would want to impress every customer with the idea that the goods are handled more carefully and with greater regard to cleanliness, than in any other store. I would like a good-sized warehouse, where all my goods were taken in, and unpacked, and nothing would be allowed in the store but clean goods ready to sell. I would not carry more goods in the store than I could keep perfectly clean and properly and attractively displayed.

I would have nothing whatever exposed to dust and flies, in the line of foodstuffs. Instead of exposing figs, dates, candies, raisins, prunes, etc., I would have neat samples placed under glass, but I would never open whole boxes and have them standing around for people to finger and handle. I would keep the floor clean and entirely free from all kinds of boxes and bags; instead, I would have nice, light chairs for the accommodation of ladies, either when they were giving their orders or waiting for their turn to be served.

I would have my windows dressed with a few things tastefully arranged, but I would never fill them up as if I had no other room in which to keep anything.

The effect of a window is often lost by trying to show too many things. People in passing can only be attracted by one or two articles. It is worth far more to a grocer if a lady passes his window and she goes home and talks about certain nice raisins she saw at so much a pound, than if he had a nice window display, but that she couldn't remember what was in it. Windows should be rearranged almost every day, and this can easily be done, and the glass cleaned, if there are not too many goods to be removed.

Make Impressions on Customers.

I would have a water-tap and washbasin not in a dirty corner behind some boxes, with a dirty rag for a towel, but I would have them in open view, and as clean as a pin, with a spotless white towel where the hands are washed in sight of the customer when anything of a greasy nature has been handled. Grease is not dirt in its right place, but when it gets mixed up from the hands in fancy biscuits, tea, etc., it becomes dirt and is disgusting.

Whether I could wait on the people myself or not, I would make it a rule to notice every customer who came into the store and make them feel that I appreciated their trade, and if possible pass a friendly word with them, to make them feel perfectly at home. In doing this the same attention must be shown to all, whether they are rich or poor, old or young. This, I am convinced, is the cheapest and most effectual advertising a grocer can do.

Standards for Salesmen.

My clerks would have to measure up to the standard, which would compare favorably in every respect with my system of storekeeping. The aim of each must be to do his best, and learn to do better each day. By this I do not mean to work harder and be a greater slave, but to learn from day to day how better to please and serve the customers, and at the same time improve and increase the business.

I would want them to feel that I appreciate their efforts, and I would want them to know that I take as much interest in them as I would expect them to take in my affairs. If a clerk works for me I owe him more than his salary. I owe him the benefit of my superior knowledge of the business, and the guidance of my riper experience in life. I must take them into my confidence and at least once a week meet them in conference, to give advice and take advice from each as to our mutual benefit. I would want each one during the week to put down on a slip of paper anything that may occur to him, where he thought improvement could be made. I would even want to know where and in what company they were spending their evenings, and assist them in getting them to spend their evenings to their own best advantages. In short, I would want the best clerks in the city, and I would want them to feel that they reached that point through the assistance I gave them, and to know that real success can only be reached through the practice of honesty, sincerity, perseverance and courage.

Attention to Travelers.

I would treat every traveler the same as I would treat my customers. They are necessary to my business, and they deserve the same courteous treatment that they would get if they came to buy, whether I want anything or not. I would, however, have to be firm and only buy when, in my own judgment, I think it is to my interest to do so. I would, however, positively not allow any one to load me up with more goods of any kind than I would be able to handle in a reasonable time. I would emphatically put my foot down on all chances of getting stale goods on my hands. I would confine myself strictly to retailing, and not have anything to do with speculating.

Stale goods has ruined many a grocer, and in order to have them right they must be bought and sold when they are at their best. I would allow no goods to lie idle on my shelves. They would either have to sell or I would give them away. I would buy carefully, but promptly, when needed. I would deal with good houses, and pay my bills so promptly that I would stand a chance of getting the very best they have to offer.

I would try to be good to myself and close my store at reasonable hours, and devote at least one evening each week to the reading of the best grocery trade paper I know of to keep myself posted in the best methods of storekeeping.

Vigilance Over Small Matters Tends to Success

How Merchants Often Neglect the Little Things and the Results That Follow—Methods of Vancouver Grocers, Illustrating Their Care in Attending to Details in Store Arrangements—Business Bringers That Necessitate But Little Thought.

By R. B. Bennett.

After one talks to a man who has made a success of whatever line of business he is in, he realizes that after all it is not any single particular thing that brings results, but simply the eternal vigilance concerning the little things. Even if it were never impressed upon the mind in the earlier years that "he who is faithful in little things shall be made ruler over great things," it would certainly be learned afterward. Conditions do not change, and the same thing applies to-day, as at any other stage of the world's history. The man who worries himself trying to think out some scheme whereby success will be brought with one big swoop will likely worry himself out of business altogether. The man who does what is to his hand, doing it well, letting the morrow take care of itself as it were, will have success come to him.



The London Grocery, Vancouver, B.C., Showing Unique Display Methods. Mirrors on Either Side Reproduce Signs and Lights Indefinitely.

In conversation with grocers who have gone ahead, this truth is brought home all the stronger. A man is apt to think the grocery business is such an every-day affair that if one is courteous over taking orders and quick in passing them out, the rest will take care of itself. True, is requires a few ideas to be worked out, but none of these should be beyond the reach of an ordinary man's intellect, if he but sets out to make his store just as much the best as possible.

These points may be illustrated by reference to individual cases. In Vancouver, for instance, is the London grocery. When F. W. Welsh took this over with a monthly turnover of $1,200, what did he do to bring the receipts up to $10,000 or more? He had the idea of a new front, in which to display his goods; wide space between counters; no rigs at the front door for drivers to interrupt or jostle customers; all the handling of orders at the rear by a separate staff, thus leaving the counter clerks free to attend to those who came in. Some of these ideas may not have been new, but the combination was effective. The permanent front was moved back several feet, giving good space on either side of the street entrance, the display tables being covered with tile. On these are always to be found the nicest and newest goods in the store, with prices attached. Being on one of the principal streets of the city, passersby are caught by a look, and one will say, "There's just what I want." If he had not seen it, ten to one he would never have thought of it. Instead of second-crop strawberries being left until too late to sell, they are snapped up, and the same with other seasonable perishables. The mirrors on either side of the displays are something new. They act doubly, and looking into either one can see a never-ending vista of the principal sign, which is always out, and innumerable lights reflected from the one main arc, stretching away into the distance. It is a fine idea, and might well be worked out along some other line inside the store.

The man with a small establishment might say, "Well, if I had a big store, I could do something." The London Grocery is not a large place. It is only 25 feet in width, with a fair length, but everything is just so that people soon find out that things are about as well as they could be under the circumstances.

Three Parts to Store Front.

Another successful firm is McDowell & Kinnis, also on Granville Street. Six years ago they started in a very small way, smaller than most merchants do. To-day, they sell thirty tons of poultry alone a year, making a specialty of this, and do a very large grocery business. Mr. McDowell originated his own open front also. This has three parts, two permanent on either side and a large, movable one in the centre, thus giving two entrances. When closed, the windows simply pull down. With tile base, these display tables can be washed down easily, and kept fresh and clean. For a Sunday display, there is no better means, and as there is no double handling morning and night, much time is saved. Mr. McDowell has a new idea in mind for a larger store, for larger quarters are becoming necessary. This firm, too, handles its goods at the rear, a method now being adopted by all the grocers that look well after the customers.

While these two are noted as illustrations, the same features may be noticed in other establishments, with, perhaps, variations. Specialties are made of some particular thing, and if the dealer is particular and patient he will find that people soon discover where a certain thing is always to be found the best.

A grocer would do well to study the wants of his customers, just as much as the careful housewife does the notions of her husband, for, after all, she has to come to the store to get what she wants to keep her husband in good humor. If she gets it without trouble, then both are pleased; but it means more than a dealer ever knows if he has to say that he is "just out." Even if a small ledger had to be kept so: Mrs. A., always a certain kind of catsup, or pickles, etc.; Mrs. B., a particular soap; Mrs. C., her favorite articles, for hers means generally those of the man behind the purse. —it would be worth while. Then, a look at the list in spare time or at the end of the day, will show what additions should be made to stock before it is too late.

Be Prompt in Serving.

Another observation leads one to suggest never to keep children waiting. If they are kept longer than their parent expects, they are questioned so that it

may be made sure that they have not lingered on the road, and it should not be put to a dealer's debit that he talked with a man while the child, apparently unimportant, waited at the counter. This is a literal case, where close attention should be paid to the little things.

Prompt rendering of accounts is a feature that might not be ordinarily thought of from the point of view of retaining custom. Yet, I am told by a dealer, that he counts this among the other things not to neglect. This would apply especially to the man who supplies people who are good payers. A good payer is generally a particular man, and keeps track of his accounts. He looks for his bill, and to have it drop along any time before the middle of the month is apt to lead to the belief on the part of the customer that the dealer is not very particular. Punctuality and regularity is an old-time motto, and here is a case where it would work out well.

Ways of Improvement.

It is such as these that are business bringers. The man in the store with his eyes open can always see little ways for improvement. One must be ever alert, not afraid of being obliging, and ready always. Not long ago, a case was brought personally to my notice that is worth reproducing. A man had moved into a new locality, and the first meal in the new house was a pick-up, served somewhat late. Something was wanted, and from the window could be seen the lights of a grocery store. Upon telephoning, no answer could be secured. Just to make sure, the man went across, and was just in time to find the dealer closing up, though not out of the store. He managed to get in, and said he had telephoned, and the dealer remarked that he had heard it, but he had closed. He never knew that he lost a good customer or rather, he never gained it, and not another purchase was made at the store, the disappointed man going down-town, since there was no other grocery within a convenient distance.

The biggest merchant princes started in small ways, with one eye always on the main chance and the other on the means to the end. If the eyes are kept fixed, the brain will work, and if a man has brains enough to get into business, he will find that when it works, ideas follow, and the steady development of them brings, incidentally, the success that is always desired.

Are the cash receipts of your store all in the money drawer at night? Are you certain about it or do you only guess so? If there is a little that you don't get, there may be much.

A Traveler's Story of the Downfall of a Grocer

Once Had the Finest Trade in Large Ontario City, But Because He Speculated on Things of Which He Knew Nothing, He Failed—Owed About $70,000—Ten Cents on the Dollar Wound up the Business—Advice on Speculating.

"Some years ago," remarked a traveler in a reminiscent mood the other day, "I remember how a most progressive grocer in one of the large Ontario cities came to his downfall by dabbling in stocks—something that he knew nothing about.

"His case always brings to my mind that old adage—old as the hills, yet young as the morning dew—that 'the cobbler should stick to his last.'

"It was some 20 or 25 years ago," he went on, "when this grocer was at the height of his mercantile career. He was by long odds the most successful merchant in the city. He bought on an extensive plan, and his note was considered as good as gold; but all of a sudden he 'went up' and owed his creditors about $70,000. They only got 10 cents on the dollar.

"This man used to cater to the best trade in that city; he sold to all the leading hotels and restaurants and best families. Wholesalers used to wonder at the grasp he had on the trade, and all used to cultivate his business acquaintance as much as possible.

"Why he bought sugar—50 barrels at a time, and 50 chests of tea was a usual order.

A Shrewd Buyer.

"He was a fine buyer—one of the shrewdest with which we had to contend. He made money simply by his business ability in buying where others lost it.

"In those days credits were of long standing, and wholesalers were owed thousands of dollars where now hundreds are due them. People seemed to get their money at longer intervals than they do now, and the wholesaler simply had to wait until the retailer was paid.

"But it didn't matter how much this fellow owed the jobbers. They were all confident that he was doing the business, and that he would be good for anything they carried on their books.

"The firm with whom I was employed sold him thousands of dollars worth of goods. He was their best customer, and we all were supposed to do our utmost to please him. He never outstayed his welcome at our house, and he came often to buy.

Wanted Extension of Time.

"One day, however, a peculiar thing happened. For the first time so far as we knew he neglected to meet the whole of his note. Half of it was renewed, but was paid when it fell due again.

"Gradually he began to renew over and over again. He didn't seem to be able to meet any note, and that was certainly quite a surprise to us. One of our travelers, who called regularly on him, was told by our employer not to take any more orders from him. This was, as might be expected, startling news to the salesman.

"'Why,' he said, 'that's awful; if I don't sell him goods I may as well quit the job.'

"He was nevertheless finally persuaded not to call on this grocer again, with no reason given him. But a few days later that same traveler came into the office with an order from him for 50 half chests of tea.

"'I thought I told you not to call on that man again,' said the boss.

"'Why, I didn't either,' he answered; 'I was going along the opposite side; of the street and he beckoned me to come across. I did so and he gave me the order—I couldn't refuse it.'

"He was warned not to even cross the street again, although that particular order was filled.

"It was pretty hard to get the money out of him. He would renew his notes time after time, and when he gave cheques, very frequently when they were presented for payment the 'no funds' answer was handed out. Eventually we got the account down to about $19, and we got a cheque for that. But it was a week or more before it could be cashed, because of 'no funds.' At last the house got him off the books entirely, and it kept off.

"Finally all of a sudden this fellow 'went up.' It leaked out that he had been speculating in wheat in Chicago—something that he knew nothing about—and he began to lose. He went deeper and deeper into the hole in the hope of getting out, with the result that he collapsed entirely with liabilities about $70,000. His creditors only received 10 cents on the dollar.

Stay in Your Own Field.

"I'm telling you this," the traveler went on, "just to show how important it is for a grocer to remain in his own

trade. Speculate if you want to, but speculate on something you know something about, not on wheat or mining stocks—unless you are thoroughly acquainted with the situation. Take salmon in the Fraser river, rather than something you cannot see.

"I never made a dollar in mining stocks in my life," he said. "I have had mining shares a yard long, but they weren't worth the paper they were written on. I have made a little money out of real estate, because I had made a study of it, and knew exactly where I was at—but it's different with things you cannot see.

"The above little story simply illustrates what can happen to a man who neglects a business over which he is master, for one that he knows practically nothing about. Therefore, I would advise business men to be careful and to forget this 'get rich quick' idea unless the way is perfectly clear."

Weak Points Discovered by a Traveling Salesman

One Who Has Been Observant on the Road Suggests Where Improvements Could be Made—To Cut Prices on Same Article as Competitor is Bad Policy—How Careless Delivery Affects Custom—

In a recent conversation, a traveler, with many years of selling to grocers to look back on, gave some ideas and pointers well worth the serious consideration of any grocer wishing to find the weak points in his business organization.

"One of the most noticeable, yet most common, mistakes made by the average retailer is that of cutting his price on the same articles as his competitor," he said. "Don't draw attention to him in that way. It only advertises the fact that he made the reduction first, and you had to meet his price. Don't be afraid he will keep that 'too low' price. Prices must be kept up to a fairly even level the year round. Temporary changes may be made, but, eventually, back they come to normal. However, if you do want to meet that cut, lower your price on some other article, and, if advisable, have a special sale of two or three lines. That will show far better results than simply cutting on the same article, and after your competitor.

"So many grocers make a specialty of lines which yield a very small margin, such as sugar. A much better method would be to have each clerk in charge of one or two lines. Make it to his interest to push those lines by offering him a small percentage of the increased sales in that article over a certain amount, or in any other way it is thought best. But, at any rate, have each clerk interested in seeing that his line of stock is being turned over more quickly than any other in the store.

Winning Over a Customer.

"Just as an instance of what may be done by a clerk alive to the value of disposing of his own line: Mrs. A— tells him she doesn't need tea, as she buys from So-and-So. Immediately, if he does the wise thing, she is given a sample of a tea, of the grade usually bought by her, to take home. Now, it all comes back to the question so often asked: What grade of goods do you carry? Good enough, if submitted to the above test, to hold their own? It pays to have that kind, though they cost more money. If you can deliver the goods, you are not going to have such a hard fight to hold trade. To finish the foregoing example: At every opportune time the tea question is brought up by the clerk. Mrs. A— finally gives a trial order, is satisfied, and a tea customer is made.

"Now, whatever the line, with a good clerk pushing it, more of that particular line is bound to be sold.

"This brings up the question, What class of salesmen are most desirable? It pays to have the best, even if it necessitates your putting more in their pay-envelopes. People like to be waited on by a gentlemanly salesman—ladies do, especially. The best clerks need better treatment in the matter of salary, but it will be money in your pocket to have such men in your store.

Care in Delivering.

"Carelessness in delivery is responsible for many lost accounts. As an example, coal oil is among the articles ordered by one customer. The can is put in the wagon, along with bread, tea, and other things, and carried a mile to the customer's home. Theoretically, coal oil cans don't leak, but practically they nearly all do, at least, the odor leaks. As a result, the family decides the grocer has spilt kerosene on the tea or bread, as the case may be, and change their grocer. This is, of course, an extreme example, but it has happened many times.

"Another point regarding delivery is promptness. If a customer orders some cheese at five o'clock, to be delivered before six, it doesn't work up much to her enthusiasm for the grocer, or raise her opinion of his methods, if he neglects to deliver it until the next morning. It is, perhaps, an unusual happening, but at the same time a precedent has been established more than once.

"Potatoes or carrots may be all right as corks for kerosene cans, but when it comes to using them for molasses, or some other edible commodity, don't do it; you wouldn't like it yourself." remarked the traveler.

"I would advise a grocer to have a place for everything. Don't do as one firm I know in Montreal did, lose a whole case of chocolate Menier in their cellar—a case about three feet high, by the way. It seems incredible, but it is a fact, nevertheless. The case became so covered with excelsior, boxes and rubbish, that no one discovered it for over a year. Have system in your cellar, as well as upstairs. There is too much lost stock, anyway. Let some other fellow lose it.

"The neatness and general air of respectability which are necessary to the successful grocery, can only be obtained by constant care. Just a point here. Don't allow loafers around your store. They may be so happy you hate to disturb them, but let them land on someone e'se. Grocers don't want them. Usually they smoke the dirtiest pipes obtainable, expectorate wherever they may happen to be, and, generally, do things which grate on the feelings of ladies, particularly, and, in any retail grocery store, ladies form the larger proportion of customers. Sawdust on the floor is a point along this line. Don't have it. It is only put there to hide the dirt. Keep the floor swept, and your stock dusted, and there will be no necessity for it. Ladies do not like that, either. They pick their way over it, holding up their dresses, and before very long decide to go where it is cleaner, to do their buying.

Fixtures on Instalment Plan.

"There is no easier way for a grocer to put himself in a fair way towards bankruptcy than to start buying his show cases, scales, etc., on the weekly instalment plan. To begin with, they cost fully a third more when bought in that way, and, secondly, you can't begin to make that amount of interest on your money in the time it takes to pay for the articles. It amounts up fast if you are paying $5 a week on this, and $5 more on the other thing. Don't get into it. Three failures during the past year, to my personal knowledge, have been from buying everything on the instalment plan.

"Many grocers have a fair knowledge of their business to start with, but look

at our English cousins. A boy is apprenticed in England for years, without pay, just learning the business. When he gets a store of his own, he knows the business. Here, nearly any one thinks, 'Oh, it is easy to run a grocery store, even if I can't run anything else.' There was never a bigger mistake. It takes business education, and plenty of it, to make a successful grocer. A grocer cannot know too much about his goods, his prices and his accounts. They all need continuous study. Take the buying of goods, for instance. How many grocers can actually tell various coffees apart, from looking at the beans, or judge accurately the values of dozens of other lines in the store? A traveler comes in, makes a sale of goods with a smooth line of talk, and, eventually, the grocer has dissatisfied customers. It is much better to deal with some reputable jobbing or manufacturing houses who cannot afford to lose a good customer by selling him inferior goods. When you feel certain of yourself, you will undoubtedly be able to save a little by getting the prices of other than your regular houses. Be sure you know how and what to buy though, before getting competitive prices, which may cause you to buy.

Figure Out Cost.

"Be sure you are selling your goods at a profit. Many a grocer takes no account of the 10 per cent. per year or more depreciation on all his store ,fixtures and on the store itself. Figure up all your expenses before you put prices on your goods.

"One very insidious, and in cities, frequent, evil, is the deadbeat account. It applies to a more limited extent in small towns, but this advice is more to city grocers. Women who follow the profession of 'dead-beating,' start in with a grocer. The first month they, perhaps, pay up entirely, but after that they run behind more and more every month, always promising to pay in full 'in the near future.' Eventually, the grocer either fails, for these people all go to the point of least resistance, that is, to the grocer who doesn't put a stop to the practice immediately, or the people move away, leaving the poor grocer to 'whistle for his money.' In Montreal, for example, nearly all the grocers who fail, can show an almost identical list of names of the dead-beat accounts."

W. J. Wilson, with S. H. Ewing & Sons, is in the Maritime Provinces on his regular fall trip.

Hutchings & Co. (E. Seville Webb proprietor), Bristol, England, have transferred their business as vinegar brewers to Grimble & Co., of London.

Women who are Making Good in Grocery Business

Two Peterboro Ladies Who Began in a Small Store Have Each Had to Seek Larger Premises — For Store Cleanliness and Courteous Treatment They Surpass the Merchants of the Other Sex—Do Their Own Buying, and Bookkeeping.

By Harry Theobald.

By a seemingly strange turn of affairs two women who are meeting with success in the grocery business in Peterboro, commenced in the same store. A struggle, to solve the situation, to become acquainted with the first principles and then a departure to larger and brighter stores to build up staunch businesses for themselves in different parts of the city, has been their records.

Mrs. Ed. Harris and Mrs. S. Mitchell are these two women who, although limited in experience when compared with other grocers, they may, nevertheless, look upon their venture into the world of trade with considerable satisfaction.

Mrs. Harris entered the grocery business in a small shop at the corner of Sherbrooke and George Street, about eight years ago. To-day she has a fine store of her own in the south end of the city in a location where competition is not too keen, and where she is assured of a good business. Mrs. Mitchell succeeded Mrs. Harris in the George St. store several years ago and now occupies a larger and better place at the corner of Reid and Sherbrooke Sts. Mrs. Harris entered the business to secure a livelihood after her husband's death. When she decided to move, her friend Mrs. Mitchell heard of her intentions and determined to try her hand in the corner grocery. Her husband may have objected at first, but Mrs. Mitchell displayed a keen insight into business methods from the beginning and together with good judgment and a winning disposition her clientele rapidly increased.

Studied Work of Others.

To get the ideas of others, Mrs. Mitchell became a reader of The Canadian Grocer, which gave her access to many of the "tricks" of the trade. In her new store she carries a complete line of groceries and also handles confections and, in the summer, ice cream, acting as the agent of an up-town confectioner. Neatness and cleanliness predominate.

Mrs. Mitchell aims at keeping her shelves piled orderly, believing this to be a detail that immediately catches the eye of the person entering and it creates a favorable impression. She is also a believer in window decorating and in frequent changes in the articles shown. Mrs. Mitchell strives to please her customers by courteous treatment and by offering prices equal to those of the uptown grocers. She is "full of business" as the saying is, and personally attends to the buying of her stock, the book-keeping, and all the other details. Since moving to her new store she has found it necessary to have an assistant and in Miss Ethel Hunter she was fortunate in securing a young lady who has had some experience in the grocery business. These two ladies maintain the store in a thoroughly capable manner, and in the neatness that is discernible on every hand one would be safe in saying that they are doing better than a man would in those premises.

THE R. M. A. OFFICERS.

The annual meeting of the Dominion Board of the Retail Merchants' Association was held in their offices, 270 St. Catherine St. East, Montreal, on the 28th and 29th of September. Among those present were B. W. Ziemann, Preston, Ont.; A. M. Patterson, Brockville, Ont.; E. M. Trowern, Toronto; T. Belland, Quebec; P. J. Cote, Quebec; L. F. Hebert, Lachine, and the following gentlemen from Montreal: J. G. Watson, (ex-pres.), J. G. A. Filion, W. U. Boivin, J. A. Beaudry, J. A. Labonte, T. Daoust, J. A. Dore, J. D. Boileau, A. Sarrazin, J. O. Gareau, and others.

The first important matter to come before the meeting was the question of raising the fees. It was decided to raise them from $2 to $5.

The meeting also decided to continue their attempts to have a Board of Commerce established in Ottawa by the Dominion Government.

The election of officers resulted in the following:

President—B. W. Ziemann.
1st Vice-Pres.—P. J. Cote.
2nd Vice-Pres.—A. M. Patterson.
Treasurer—J. A. Beaudry, (re-elc.)
Secretary—E. M. Trowern, (re-elc.)
Auditor—J. G. Watson.

After the close of the second day's proceedings an enjoyable banquet was held at the St. Denis Club, Sherbrooke St. Among the guests was the attorney for the association, H. Gervais, M.P.



Prairie Farm Store. In the Background are the Stables in which Customers' Teams are kept Free of Charge.

The Idealistic General Store of a Practical Dreamer

Establishment Reared by George E. Scott at Prairie Farm, Wisconsin, is a Gem of Architectural Beauty—Exceptional Accommodation for Customers and Clerks —Grounds Very Beautifully Laid out—How He Overcame Mail-order Competition.

A department store in a country town of but 350 people, conducted along the same lines as those of the larger cities and, in addition, a gem of architectural beauty, not only confers a distinction upon that town, but evinces wonderful enterprise on the part of the man who conducts it.

Such, however, is the store of George E. Scott, in Prairie Farm, Wisconsin. This store is the fulfillment of a long-cherished dream on the part of Mr. Scott, and the realization of the dream in such substantial and beautiful form is destined to make him one of the famous merchants of the country.

The building was erected five years ago, at a cost of $30,000. The general design was copied after one of those old Spanish missions still found in southern California. It is two storey and basement, 80 x 110, with a balcony in the rear on first floor, and is beautifully situated in the centre of a three-acre block of land, which is laid out in driveways, walks, and decorated with shrubbery and flowers. It is built of solid brick, trimmed with Dunville stone, heated by steam, brilliantly illuminated by a gasoline plant, and is supplied with hot and cold water.

Modern Equipment.

The interior is a model in design, being finished in red birch throughout, and has a handsome steel ceiling. It is provided with all modern fixtures for displaying goods, elegantly lighted from large windows, and is conveniently arranged in every way. It is equipped with a large fireproof vault, freight elevator, cash carrier system and adequate fire protection, and the private offices are beautifully finished and furnished, being ideal, attractive and very convenient.

A reading and rest room for the accommodation and comfort of women customers has also been fitted up. It is equipped with couches, easy chairs, reading matter, etc., and there is a toilet room in connection. What this rest room means to women who have traveled many miles need not be told. Even the babies have not been neglected, as high chairs can also be found in this room.

The men have been provided for, too, but in a less lavish manner. Instead of having hitching posts in front of the store, a large shed has been built in the rear, where farmers who have traveled long distances may place their teams, secure from the wind. Near the shed is a grist mill, and a large warehouse, in which are displayed and stored vehicles and all kinds of farm implements and machinery. Mr. Scott also operates a planing mill, and carries a stock of lumber and building material.

The stock carried comprises complete lines of dry goods, groceries, clothing, men's furnishings, crockery and glassware, drugs, furniture, hardware and tinware, stoves, paints and oils, harness and saddlery, toys, etc., and an undertaking business is conducted in connection with the store The goods are displayed and sold on the main floor and balcony, the basement and second floor being used for storage purposes.

Arrangement of Departments.

All the departments are arranged in tasty style and present a neat and handsome apeparance. That the dust cloth and scrub brush are liberally used is very apparent.

Seven clerks are employed and two teams are used for the purpose of hauling supplies from Ridgeland, the nearest railroad station. The store is kept open from 7.00 a.m. until 6.30 p.m., except on Wednesdays and Saturdays, when it is open until eight o'clock, no business being transacted on Sundays.

Does it not seem a rather out-of-the-way place for such a luxurious country store, seven miles from the railroad, in the very heart of a farming district, and nary a big town within many, many miles? That's what the croakers thought as the store took shape. They said that Scott was a fool for wasting his money on a building like that. Why, they said, he will have it so nice that the farmers will think it above them and will not trade there.

But Mr. Scott had confidence and was determined to succeed, in fact, he is a man who radiates success. His very action says, "I've made good." He has a taking way with him. Men like him, and women do, too. He is a man who gets liked by taking an interest in the welfare of others.

When you meet a man who has a firm handclasp, a ready smile, a face that is frank and open, and invites confidence, brightened by eyes that look squarely into yours, you have met good fortune. There are mighty few of those kind of fellows scattered around where they can be reached every day. But in Mr. Scott all these characteristics can be found, and they have no doubt figured very prominently in making for him the success which he has now achieved. When a merchant can turn his stock of $20,000 two and one-half times a year in a small village like Prairie Farm, Wisconsin, he certainly must have some wonderful trade-pulling powers.

With but the experience of an ordinary clerk Mr. Scott happened into Prairie Farm in 1883, and secured a position as clerk with Knapp, Stout & Co., who conducted a small general store there at that time. He worked for this concern a number of years, he became acquainted with everybody, was liked, and decided to stay. In the course of time he bought the business, as many other clerks have done, who worked hard and played the game right. By his ingenious methods and striking personality, he not only kept the old trade, but secured new. He then settled down as a family man and built what is to-day considered one of the finest residences in that town. As time went on and business flourished he conceived the idea that a larger and better equipped store would be necessary in order to handle the continually increasing business, and after planning and dreaming, and consulting with his clerks, plans were finally completed for the erection of the beautiful store building which now stands in the centre of the little village of Prairie Farm, as a monument of unusual progress and success.

Mr. Scott now caters to a population of 5,000 people within a radius of from seven to ten miles of his store. His sales amount to about $50,000 a year, 70 per cent. of which are for cash, and the balance on short time credit. The community is very prosperous, dairying being the chief industry, and Mr. Scott says he has little difficulty in making collections .

In a recent interview, Mr. Scott said: "I am doing more business now than ever before, and it is therefore a financial success. But that success cannot be compared with the knowledge that I have realized my dream, redeemed my belief in my friends, the farmers, that they would appreciate the best, and taught to the merchants of the country a lesson. I have letters from every part of the United States in regard to my store. Many congratulate me; many seek information.

"But the one thing that we have demonstrated up here is that the competition of the mail-order house and the stores in the big cities can be overcome only by providing in the country the balancing conveniences. The people want the very best, and they are going to get it one way or another.

"And they know how to act in good surroundings, too. I was told that the farmers would be kept away by the spotless appearance of the store. You know, I have the floors kept just as clean and spotless as ever a woman's kitchen was. And in the five years the store has been up only one man ever spat on the floor, and he was intoxicated. This incident happened at one of our annual gatherings, when the employes are gathered for some good talks and good things to eat. One of the clerks told me that this man, after spitting on the floor, without anyone saying a word to him, took his handkerchief and wiped it up.

"Not a word have any clerks or myself ever said to keep people from doing what they please. It is their store. Their money built it. I want them to know that it is theirs."

And perhaps it is just that air about the place that makes it so delightful to all.

UNITED CANNERS ASSOCIATION.

New Company Formed in Manitoba to Take Over Canadian Factories.

The United Canners' Association has recently been incorporated in Manitoba for the purpose of taking over the interests of several canning factories and distributing their products in Western Canada.

The company proposes to ship direct from the factories, options on three of which they have already secured, to a warehouse in Winnipeg. The O'Grady, Anderson Company, private bankers, are behind the scheme and they are holding a considerable portion of the stock. A prospectus has already been issued. For twenty years Mr. O'Grady was general-manager of the Northern Crown Bank, resigning from that position last fall on account of ill-health, and later he entered with Mr. Anderson into the private banking business.



The above is a reproduction of a photograph of Heinz Salesmen in Convention at the King Edward Hotel, Toronto, from Sept. 6th to 9th. This was the first Canadian Convention in the interests of the "57 Varieties" and is the beginning of the development of a large selling force in Canada, as this Company are now manufacturing practically their complete line at Leamington, Ontario.

Reading from left to right: Thos. Macdonald, Western Ontario; W. J. Sutton, Canadian representative; H. J. Snell Western Canada; F. W. Nash, General Sales, head office Pittsburg ; L. G. Beauchamp, Quebec; R. Muat, Toronto; W. A. Thackeray, Maritime Provinces.

Good Advertising and its Great Possibilities

Sugestions on How to Write Copy That Directly Tends Towards Results—The Effect a Successful Advertisement Should Have on the Mind of the Purchaser—Criticisms of Ads. Written by Canadian Grocers with Improvements Suggested.

By W. F. Ralph.

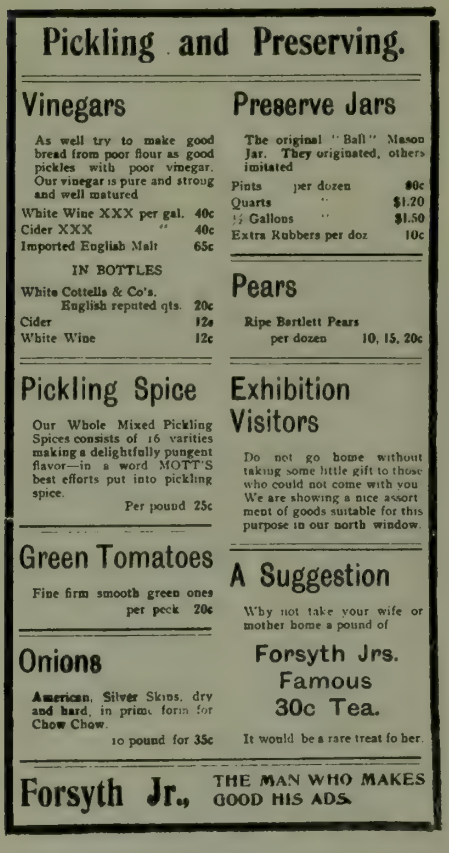
"Advertising does not jerk—it pulls. It begins very gently, but the pull is steady, it increases day by day and year by year until it exerts an irresistible power."—John Wanamaker.

Everybody knows of John Wanamaker, and that his great success in the mercantile world was accomplished largely by the use of advertising. No wonder he lauds advertising!

Anything that John Wanamaker has to say on the subject of advertising, you can take for granted as being well worth attention. And in the above quotation he advocates persistence in advertising. He says that the "pull" of advertising increases infallibly if one keeps at it. And he knows.

There are some merchants in this broad Dominion (they are decreasing in number every day) who hold that advertising doesn't pay. And they base their opinion upon the fact of having tried it. A man might try to learn to swim by removing his clothes and waddling around for a few minutes in some shallow water. But he never could learn that way—he must go right in earnestly. So with advertising. A man must go in for it earnestly. Occasional insertions of a few badly prepared advertisements in the newspaper are no tests of advertising. That isn't giving advertising a fair show.

This fact is pretty generally understood now-a-days. The average grocer of to-day realizes that advertising has proven itself to be the stepping stone by which hundreds of his fellow merchants are climbing to success. And he generally realizes also that persistence is the very essence of advertising. On that account it is unnecessary to dwell further upon this phase of the subject.



Pickling and Preserving.

Vinegars

As well try to make good bread from poor flour as good pickles with poor vinegar. Our vinegar is pure and strong and well matured

White Wine XXX per gal. 40c
Cider XXX " 40c
Imported English Malt 65c

IN BOTTLES

White Cottells & Co's. English reputed qts. 20c
Cider 12c
White Wine 12c

Preserve Jars

The original "Ball" Mason Jar. They originated, others imitated

Pints per dozen 90c
Quarts " $1.20
½ Gallons " $1.50
Extra Rubbers per doz 10c

Pears

Ripe Bartlett Pears per dozen 10, 15, 20c

Pickling Spice

Our Whole Mixed Pickling Spices consists of 16 varities making a delightfully pungent flavor—in a word MOTT'S best efforts put into pickling spice.

Per pound 25c

Exhibition Visitors

Do not go home without taking some little gift to those who could not come with you We are showing a nice assortment of goods suitable for this purpose in our north window.

Green Tomatoes

Fine firm smooth green ones per peck 20c

A Suggestion

Why not take your wife or mother home a pound of

Forsyth Jrs. Famous 30c Tea.

It would be a rare treat fo her.

Onions

American, Silver Skins, dry and hard, in prime form for Chow Chow.

10 pound for 35c

Forsyth Jr., THE MAN WHO MAKES GOOD HIS ADS.

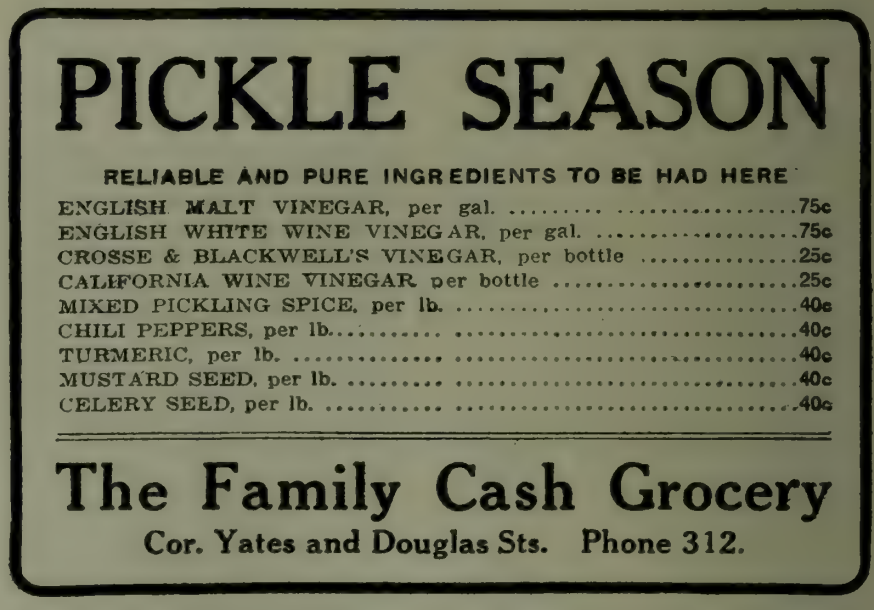
An Ad. Written by Forsyth, Jr., Dartmouth, N. S. This has been Reduced from Double Column and 8½ inches long

Essentials of Advertising.

The problem that is agitating progressive merchants in these days is, how to advertise. In a nutshell, the solution of the problem is:—"Tell the people what you have to sell and what you want them to pay for it."

With this answer constantly before him, never beclouded by the wealth of detail necessary to the accomplishment of advertising, a merchant will find that advertising is a simple proposition.

It is held by the majority of professional advertising men as an axiom, that the writing of a successful advertisement depends upon these four things: the attracting of attention; the awakening of interest; the holding of interest; and the persuasion to action. A moment's reflection will convince you that if an advertisement attracts attention, awakens and holds interest and persuades the reader to act on the suggestion it contains, its success is certain. And so it is.



PICKLE SEASON

RELIABLE AND PURE INGREDIENTS TO BE HAD HERE

ENGLISH MALT VINEGAR, per gal. 75c
ENGLISH WHITE WINE VINEGAR, per gal. 75c
CROSSE & BLACKWELL'S VINEGAR, per bottle 25c
CALIFORNIA WINE VINEGAR, per bottle 25c
MIXED PICKLING SPICE, per lb. 40c
CHILI PEPPERS, per lb. 40c
TURMERIC, per lb. 40c
MUSTARD SEED, per lb. 40c
CELERY SEED, per lb. 40c

The Family Cash Grocery

Cor. Yates and Douglas Sts. Phone 312.

Reproduction of a Newspaper Advertisement in the Pickle Season.

If an advertiser will subject his advertisements to an examination as to how far they accomplish these four objects before sending them to the printer and re-writing them until they conform to such requirements, his advertising, if placed in a proper medium, is certain to produce results.

There are some facsimilies of advertisements by several grocers accompany this article that we shall judge by the four principles above mentioned. Let us see how far they comply with the requirements of good advertising.

Criticism of a Pickle Ad.

Consider the "Family Cash Grocery" ad. It is typical of a great many grocery advertisements. We may grant that it attracts attention by the neatness of its set-up. The typesetter has done his best and has followed the good rule of using display type sparingly; with the result that the headline "Pickle Season," though laconic, stands out boldly and appeals to women whose minds, at this time of the year, are probably turned pickleward. So far so good; it will attract a certain amount of attention, provided it is not placed in close proximity to any advertising which contains more "ginger." It may be said to comply, in a moderate degree, with the first requirement of a good ad. But can we truthfully say that it either excites or holds interest? Can we say that there is anything persuasive in it? No, it is evident that this ad. does not contain any particularly interesting pickle information and that there is nothing so persuasive about it that it would be liable to urge the women to deal at the Family Cash Grocery in preference to any other store—unless the prices mentioned are below those demanded elsewhere.

While we are in pickles, so to speak, let us examine another pickle ad.; that of Forsyth, Junior.

Forsyth, Jr., is noted for his readable advertisements, and justly so. This says it well. While lacking a little in the first requirement of a good ad, it makes a pretty good showing on the other three heads. It is interesting; the language is delightfully conversational. It sounds like a man of genial disposition talking over the counter. It not only enumerates some of the articles required in the making of pickles, but it says something about the particular line of goods the advertiser sells. Look at the pickling goods advertisement of his is not up to his usual standard, although it is away above the generality of grocery ads. It lacks neatness. Its set-up could easily be improved. Nevertheless, it is a good ad. It says something and onion paragraph—there's suggestion in it: "American, Silver Skins, dry and hard, in prime form for chow-chow." With but the same materials to work upon as had the writer of the "Family Cash Grocery" ad., Forsyth, Jr., has turned out an advertisement that can be read with interest and that is written in a persuasive style that is far more liable to switch trade his way than would a mere list of vinegar and spices.

YOU WOULD ENJOY EATING

HAM AND BACON

more than ever if you were to try a slice or so of the kind we are selling. It is the famous Blank Brand, and ours is the only store in the city where you can get it. The makers of Blank Brand are well known to Government Inspectors as thoroughly clean in their methods and as buyers of the best pea-fed hogs.

Their curing formula is unequalled. Try some—the flavor iu delicious.

Ham	- -	per pound	- - ·30
Bacon	- -	" "	- - ·24

E. MERCER, 92 Plymouth Road, HOYLESTOWN

No. 2—Mercer Ad.—Illustrating How No. 1 Might, in the Estimation of the Ad. Critic, be Converted to Produce Better Results.

WE HAVE IN STOCK

Green Peas.	Peas in tins.
Round Peas.	Corn in tins.
Split Peas	Mussels in tins.
Beans, Rice.	Salmon in tins.
Oatmeal.	Lunch Tongue.
Rolled Oats.	Corned Beef.
Seeded Raisins.	Brawn.
Cleaned Currants.	Sausages in tins.

Try our HAMS and BACON, best in the city. Send a trial order. Quality the best. Price as cheap as the cheapest.

E. MERCER, 22 Plymouth Road, Hoylestown.

No. 1.—Mercer Ad.—The Original Used in the Newspaper.

Some Improvements Sugested.

Another ad. that is lacking a good deal in the essentials of effective advertising is the "E. Mercer" ad. The headline "We have in stock" though set in large and readable type does not sound particularly attractive. Granting that, by its size, it attracts a certain amount of attention, can the information that—Green Peas, etc.,—be called interesting? Is it not safe to assume that the average reader of a newspaper thinks that green peas etc., as listed, generally are carried in stock by grocers? Is there anything persuasive in: "Try our Hams and Bacon, best in the city. Send a trial order. Quality the best. Price as cheap as the cheapest?" If the advertiser's hams and bacon are the best in the city and his prices as cheap as the cheapest, surely it would be better policy to say why the ham and bacon is superior to others and just what the prices are. The public likes information, and will read it if it is given interestingly. But seldom does a mere assertion—even of a fact—convince the public.

The Mercer ad. No. 2 is suggested as being somewhat improved all round.

Write Copy Carefully.

The Geo. A. McCullough & Co., ad. seems to indicate that the writer of it could produce some very good advertising if he put himself to it. It also seems to indicate that in this particular instance the writer has not put himself

into it, and has consequently failed to make the most of the splendid opportunity afforded by a large space on the front page of a newspaper and the presence of a good stock in his store to talk about.

has arrived and the sale of same has been far larger than we ever dare think of," be calculated to originate a rush of new business. And while politeness to customers is always in order, and generally meets with a proper appreciation

followed by a few specific priced items. As an improvement something after the style of McCullough No. 2 is suggested.

On October 7th the people of North Dakota, U.S.A., ate bread made from

"Business at this Store is Humming"

Preserving Fruit has arrived and the sale of same has been far larger than we had ever dared think of.

We than you all for your kind patronage and promptness in calling for your orders.

We still leave a full assortment of Choice

Peaches, Plums, Pears, Apples

Tomatoes and rapes

Better secure your supply as early as you can and avoid disappointment.

Now is the time to be looking around our Dry Goods Department.

"We Have many Snaps"

In Gents Furnishings our stocks is large and well assorted and we invite your closest inspection.

Mens Suits Underwear Gloves Mitts

Sheep Lined Coats

are all marked at lowest prices.

Geo. A. McCullough & Co.

No. 1.—McCullough Ad.—As it Appeared in the Newspaper.

This ad. bears evidence of hasty composition and slovenly proof-reading. It is full of typographical and grammatical errors; and the subject matter of the copy has not been worked up with a

from customers, it is just possible that the same customers would be far more interested in a definite offer of something or other at a certain price, than in an indifferently expressed phrase of

Durum wheat only in accordance with a proclamation issued by the governor at the request of the grain-growers.

G. M. Gilmour, of the Gilmour Hand

Preserve Now, While Fruit is Plentiful

DON'T WAIT UNTIL PRICES RISE.

We have sold a lot of fruit during the last few days, but still have a pretty full assortment, all of the best quality for preserving. Note our prices and order quickly before scarcity compels a rise.

Peaches, fine, large, firm fruit, per basket - - .50

Plums, Red, green and yellow varieties - - .40

Grapes, grown in the famous Niagara District, big and juicy - - - - - - - .35

Pears, several varieties—in fine condition for preserving - .50

While you are in the store buying fruit it will pay you to visit our Dry Goods Department. We are clearing out odd lines at astonishingly low prices. Here is a partial list.

Men's Suits, Three-piece tweeds and worsteds, sack style, single and double breasted. Price to clear - $9.99

Underwear, Summerweight balbriggan. Sizes only 38 to 42. Well made garments. Price to clear per suit .80

Ladies' Gloves, Lisle thread in blacks, whites, fawns and grays, sizes 7 and 8 only. While they last, per pair - - - - - - .20

COME EARLY AND GET THE BEST CHOICE

GEO. A. McCULLOUGH & CO.

No. 2—McCullough Ad.—Suggesting What is Considered an Improvement Over No. 1 McCullough Ad.

fraction of the care it deserves. The statement:—"Business at this store is humming" is probably very interesting to the owner of the store but it can hardly be expected to excite any interest in the minds of the public. Neither can the assertion that:—"Preserving Fruit

thanks for orders already given. The mere listing of certain varieties of fruits without any limit as to price or quality is rather ineffective as a promoter of fruit buying. The sub-head — "We Have Many Snaps in Gents' Furnishings, etc.," would be much more convincing if

Cleaner Co., Montreal, was married Sept. 20th, to Miss Jessie G. Wells.

Economy begins with the little things. The successful storekeeper is he who knows how to find and stop the small leaks. The big ones are obvious and anyone can see them.

Ad-Writer Must Understand His Own Customers

So Maintains Hamilton Retail Grocer, Who Says Advertising is Absolutely Necessary to His Business — Doesn't Think an Ad.-writing Expert Could Fill the Bill for Him—He gets Direct Returns.

"Most direct returns," is the way Wm. Carroll, a Hamilton retail grocer characterises the results of his advertising in the Hamilton papers.

"It is a thing absolutely necessary to my mind," he replied to a recent query. "I use space in three papers. My ads. occupy spaces two-column in width, and about 14 inches long." (The one reproduced was exactly that size.) "I try to get them in a good position, as near to the centre of the page as possible. I try to give good talks, but I make prices the feature."

Mr. Carroll is of the opinion that only a man who is in touch with the customers to whom he wishes to sell can write ads. that will appeal to them.

"He has got to see things from both sides of the counter. He should see the customers, and see how they are waited upon by the clerks, and know their inclinations and tendencies.

"No expert ad. writer can write ads. to sell the goods in a retail store, like the man who has had experience with the people who are going to buy. The one who will produce results is the one who is thoroughly acquainted with the field," he says.

Young Ladies Energetic.

Mr. Carroll is the proprietor of five grocery stores in Hamilton. One of these stores is run by two young ladies, whose work he is proud of. Last year they did a business of $32,000. The store in which they are employed is probably the best equipped and handsomest of the five. It was overhauled last November, but during the time of repairs, the young ladies kept up their average of about $600 per week.

Prices Very Important.

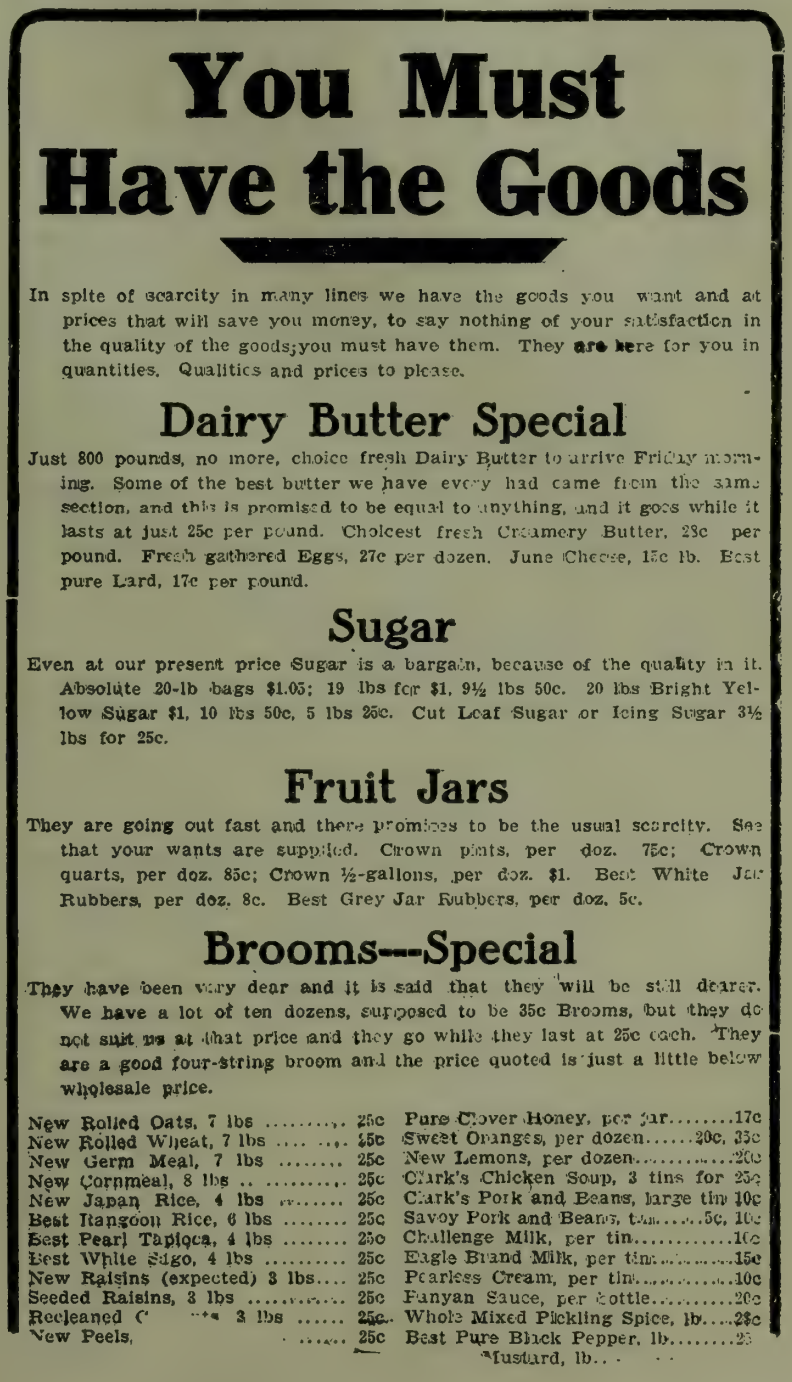
Advertising in the newspapers, Mr. Carroll claims, has been largely responsible for his extensive custom. He takes great pains in preparing his own copy, simply, as pointed out above, because he wants to talk to his own customers. He wouldn't write an ad. without including prices, and he makes the talks and prices harmonize so that direct results follow. He believes in giving the reasons, so far as possible, why he gives the prices. The liberal space his ads. occupy in the newspapers indicates how much he considers the value of advertising.

Mr. Carroll's finances are carefully watched. Every Monday he has a man out collecting, and he estimates that 99 per cent of his business is practically cash. His store equipments are modern and up-to-date, including cash-registers, computing scales, electric coffee mill, etc.

His trade is extending, because he does regular and judicious advertising.

A SERIOUS ACCIDENT.

John Walmsley, managing partner of the Old Homestead Canning Co., Picton, Ont., was the unfortunate victim of a serious accident last week. A large traveling hook struck him in the face, putting out one eye and seriously injuring the other. It is feared he will lose the sight of both. Mr. Walmsley has been taken to the hospital in Kingston.



You Must Have the Goods

In spite of scarcity in many lines we have the goods you want and at prices that will save you money, to say nothing of your satisfaction in the quality of the goods; you must have them. They are here for you in quantities. Qualities and prices to please.

Dairy Butter Special

Just 800 pounds, no more, choice fresh Dairy Butter to arrive Friday morning. Some of the best butter we have every had came from the same section, and this is promised to be equal to anything, and it goes while it lasts at just 25c per pound. Choicest fresh Creamery Butter, 28c per pound. Fresh gathered Eggs, 27c per dozen. June Cheese, 15c lb. Best pure Lard, 17c per pound.

Sugar

Even at our present price Sugar is a bargain, because of the quality in it. Absolute 20-lb bags $1.05; 19 lbs for $1, 9½ lbs 50c. 20 lbs Bright Yellow Sugar $1, 10 lbs 50c, 5 lbs 25c. Cut Loaf Sugar or Icing Sugar 3½ lbs for 25c.

Fruit Jars

They are going out fast and there promises to be the usual scarcity. See that your wants are supplied. Crown pints, per doz. 75c; Crown quarts, per doz. 85c; Crown ½-gallons, per doz. $1. Best White Jar Rubbers, per doz. 8c. Best Grey Jar Rubbers, per doz. 5c.

Brooms---Special

They have been very dear and it is said that they will be still dearer. We have a lot of ten dozens, supposed to be 35c Brooms, but they do not suit us at that price and they go while they last at 25c each. They are a good four-string broom and the price quoted is just a little below wholesale price.

New Rolled Oats, 7 lbs 25c
New Rolled Wheat, 7 lbs 25c
New Germ Meal, 7 lbs 25c
New Cornmeal, 8 lbs 25c
New Japan Rice, 4 lbs 25c
Best Rangoon Rice, 6 lbs 25c
Best Pearl Tapioca, 4 lbs 25c
Best White Sago, 4 lbs 25c
New Raisins (expected) 3 lbs.... 25c
Seeded Raisins, 3 lbs 25c
Recleaned C[illegible] 3 lbs 25c
New Peels, ... 25c

Pure Clover Honey, per jar.....17c
Sweet Oranges, per dozen.....20c, 35c
New Lemons, per dozen.....20c
Clark's Chicken Soup, 3 tins for 25c
Clark's Pork and Beans, large tin 10c
Savoy Pork and Beans, t[illegible].....5c, 10c
Challenge Milk, per tin.....10c
Eagle Brand Milk, per tin.....15c
Pearless Cream, per tin.....10c
Fanyan Sauce, per bottle.....20c
Whole Mixed Pickling Spice, lb....25c
Best Pure Black Pepper, lb.....25
Mustard, lb.. .

Sample of the Advertising of Wm. Carroll, Hamilton, Which Brings Most Direct Results—The Original Ad. was 14x4½ Inches.

The wholesale fruit business of the late Jeffrey Villeneuve, at 32 Mountain St., Montreal, will be continued by Mrs. Villeneuve, with Louis Chollet as manager.

The Monthly Discounts Almost Paid Expenses

Value to the Merchant of Settling His Accounts within the Discount Time Limit—Advantage Looks Small But When Turnover is Large it means Considerable.

By L. C. Harkness.

Two young men opened a general store in one of our western Canadian towns a few years ago and from the first day have endeavored to pay cash for their goods—that is thirty day payments; today they attribute the fact that they are in business to the extent that they have carried out this policy.

In paying cash for goods advantage is always taken of the discounts allowed by manufacturers. Now, of course, this discount is given for the benefit of the creditor, and because it is so the merchant does not at first see that there is any benefit to the debtor to be derived from the policy. The discount, except it be to those on the jobbers' list, is not usually above five per cent. and more often it is only three or less per cent., so the merchant naturally thinks that the reduction is not large enough to warrant prompt payment, since the money so used may sometimes be put to more profitable investments. As a consequence the creditor is held off, and the merchant buys stintingly for immediate shipments, and payments are made in three, six and sometimes twelve months. Now the merchant who accepts such methods as ideal is working along lines directly opposed to successful business principles.

Turn-over the Thing.

The merchant, it is allowed, needs money in his business. And the only way to get the money is in turning over the stock. The turn-over must be the aim of the grocer, and the larger the turn-over the greater will be the capital in the business. In order, however, to have a large turn-over, it seems to me, that it is necessary to buy in large quantities, so the question really resolves itself into how to buy in large quantities. The discounts given by wholesalers and manufacturers are not only an inducement to pay promptly but to buy in larger quantities. Now does the discount help the merchant to buy in larger quantities so that he may increase his turn-over?

This is certainly true, and it is the point which many dealers fail to recognize and take advantage of.

Every grocer must know that there are times in his business when the psychological moment must be struck in pushing off certain lines of goods. And almost every line has its season of movement. Now, for instance, we will mention canned tomatoes. When the time is ripe for the rapid movement of these goods would it not be to the retailer's interest to have a large stock on hand? If he did not have a large stock he could not afford to give attention to this line in an exclusive sense but would be worrying about the sale and turn-over of goods which are not in season and in which the demand is dull. In the rapid moving goods that are pushed in season the money is realized quickly and payments can be made easily within the cash period, and the quantity is so large that the discount means hundreds of dollars in some cases.

Maintained By Discounts.

The discounts thus acquired may then be used to pay off other goods and this is taking a double advantage of the system. So we see that the turn-over which is the great asset of the business is greatly facilitated and practically maintained by means of discounts.

When the merchant takes advantage of obtaining discounts wherever possible, his stock will be such as will enable him to adequately meet competition. Stocks will always be large and assorted. The general tone of the business will be brighter and healthier. In fact, the discount system forms the basis for the progressive, alert and prosperous retail business.

The discounts allowed the two young retailers referred to above were almost large enough to pay expenses each month. Does this mean anything to the average merchant?

AN OLD ADVERTISEMENT.

How Montreal Grocery House Used to Advertise in the Early Days.

An interesting relic of the old days in the grocery business was shown the writer recently when S. J. Mathewson, of Mathewson's Sons, Montreal, unearthed a copy of the Montreal Advertiser, a newspaper of the early days of the past century. In that publication, on June 3, 1834, there appeared the advertisement of Samuel Mathewson, the founder of the present house. According to his announcement he started on May 14, of that year.

Compared to modern wholesale grocery ads. that of Samuel Mathewson is indeed a unique one. No display was attempted, two inch single column space being used, and scarcely more than a mere statement of facts given.

Portions of the advertisement are worth repeating, as illustrating the style used by advertisers of those days in talking to their customers and probables.

The body of the advertisement begins: "The Subscriber begs leave to inform the inhabitants of Montreal and its vicinity, that he has OPENED a STORE in the above line, in the large New House adjoining Messrs. Carlton & Cook, St. Paul Street, near the Old Market—and has on hand a general assortment of TEAS, SUGARS, SPICES PICKLES, FRUITS——"

These goods he "offers to the Public, Wholesale and Retail, on very moderate terms; and from the selection of his Stock being of the best quality, he hopes that those who may favor him with a trial will derive satisfaction both in the price and quality of the articles."

The business of the house has been carried on ever since, but the warehouses and office of the firm are in another location. In the old days their premises were situated at the corner at the corner of St. Paul and St. Eloi Streets.

BEST INVESTMENT EVER MADE.

Editor Canadian Grocer,—Please find cheque for $2 per my subscription for another year. We would not be without The Grocer for twice the price; it's the best investment I ever made, and no business man should be without it. With the assistance of it our trade has grown wonderfully, so we cannot say enough for The Grocer. It is seven years since we came from a country store here. My wife and I had a lot to learn and with the help of The Grocer we are striking outward and upward.

Am not a poet or a very good composer, but my thoughts are in the direction I am writing, and if any of my words are fit for publication you are welcome to them.

I remain, a loving friend of "The Canadian Grocer,"

(Signed) GEO. MABEN.
Elora, Ont., Sept. 27, 1909.

Expert Advice on Handling Crockery Department

Great Care Should be Exercised in Unpacking Goods—Suggestions for a Display Window—Do Not Advertise Too Many Lines at One Time—Get Novelties Every Week—Necessity of Buying Only What Can be Turned Over in a Reasonable Time.

"The crockery department of my store is one of the best paying investments I've got," remarked a retail merchant in a small maritime town recently.

He explained why. The important things to look after in the crockery business, he said, were buying the goods, unpacking them carefully, displaying them in the store, and advertising them judiciously.

"We carry crockery, pottery, chinaware and glassware because there is no exclusive china store in our village and because we find it a splendid addition to our grocery and confectionery business.

"It is something that if handled with care and nicely displayed will attract buyers of not only those particular goods but for others and will gain very often new customers for other departments.

"When a shipment arrives, I personally superintend its unpacking for I believe that money can be made by carefully handling the goods that come into the store. Occasionally a few articles are broken, but very seldom, and by using this special care I do not have those losses in breakage that some others have.

"I always keep one of my three show-windows for crockery, pottery, chinaware, etc., changing them regularly once a week. They are goods which always can be made to show up well, but some thought and study is necessary in order that the window will draw special attention."

These advices by the maritime merchant are valuable and should be studied carefully by the retailer.

Tray for Display Purposes.

Another merchant gives the following suggestion on dressing a window of fancy tea sets or small choice bits of pottery and glassware. Make a dainty tray by taking a piece of satin of any shade harmonious with the color scheme of the show window or room; place a small lace doily in the centre, and frame this in an oval gilt frame. (These frames can



An Interior View of the Grocery Store of Chas. S. Ewing, Goderich, Ont., Showing a Handsome Array of China and Glassware.

be found in any of the stores, sometimes with inexpensive pictures in then, for 25 cents). A piece of white linen with either the doily or an embroidered initial in the centre framed in a white linen enameled frame also makes a handsome tray. The glass is easily wiped off and the linen remains as spotless as before it was used. A piece of felt may be glued on the bottom of the tray, to prevent scratching or marring the table. A tea set, a handsome cut glass bowl or choice pieces of bric-a-brac displayed on this dainty setting cannot help but invite the closest scrutiny, and so possibly arouse the latent interest of the passerby, and so create a possible sale.

Advertising Chinaware.

The basic idea in retail advertising is to bring the people to the store to see the goods, and hence a strong ad. about one particular item is most apt to secure attention. The advertising of a stock



Arrangement of the Interior of the Handsome Crockery and Chinaware Department of A. L. Vanstone & Son, Brantford. Grocers.

of china and glass is a complex proposition at best. A safe rule used by the best advertisers is to play up a "leader" that is a genuine bargain, and let the salesmen and interior displays do the heavy work of converting the public to the same mind as they themselves are in. All women dearly love a "bargain" and to first attract them to the crockery department, a "bargain" proposition in the newspaper ad. is often what is needed.

One crockery advertiser who has had considerable success states that a definite policy is necessary. Get some distinct style and then stay by it, is his advice. A trade-mark invariably employed is recommended.

To obtain the same position for your advertising each time is also a great advantage. Be the first to show the new things in your line and don't fail to advertise them. Try and get novelties somehow every week at least. The public's desire for new things may not be explainable, but you must cater to it to obtain prestige for your store and, better than that, there's a bigger profit in the newest goods. Your advertisements can be made to read like a salesman's talk. The people want facts, not a lot of flowery language. Tell them what you have, give reasons why they should buy and name the price.

But get away from the old style of advertising that has done duty so long that people are weary of it. After a while you will enjoy writing ads., and anyway an ad. written just as you talk is sure to be noticed.

Overbuying Harmful.

It has been proven by the experience of many successful retail merchants that it is wise to proceed as if you did not intend to be in business more than a few months and to buy no more than you can easily turn over in that time. In import goods, of course, it is necessary to purchase a stock to last from six months to a year and to buy considerably in advance of the season. Import goods should, therefore, apparently be turned at a much higher profit percentage than domestic ware.

A retail china store proprietor who has made a conspicuous success of his business says that one of his cardinal beliefs was that given any average small retail business in which was embarked $8,000 to $20,000, it must earn 75 per cent. a year in gross profits on every dollar invested before net profits could be computed. He had made a prime feature of "exclusive control" on all his better goods.

SOAP IN HISTORY.

The Egyptians. Greeks, and more especially the Romans, we know, took great pains to preserve a clean body. The bath was a great institution in their day, when soap, as we know it, says the Lancet, was not in vogue, but oils and fragrant compounds were used to anoint the body. The references to "sope" in the Bible probably meant fuller's earth or wood or ashes or alkalies, and these were employed, generally speaking, not on the body, but for such operations as the cleansing of wine and oil casks or marble statues. The juice of certain plants which forms a lather was, however, employed for washing, and is still resorted to at the present day in certain localities. Though soap is not mentioned by Homer, who, however, refers to the use of cosmetics in the bath, Pliny distinctly describes a substance for beautifying the hair prepared from good tallow and the ashes of the beech tree.

Modern chemistry teaches us that soap is a true compound of fat (or fatty acid) with an alkali, and it is evident, therefore, that in Pliny's time soap was known which could not have differed very materially in composition from the modern product. As an industry, however, soap-making on any scale was not known until some time in the 17th century. From that period the manufacture increased enormously, but at first the demands were for rough cleansing purposes or for certain industrial operations, and not so much for the person. It is, indeed, probable that the soap of 100 or so years ago was not adapted for personal cleansing, owing to its too powerfully caustic and detergent properties acting harmfully on the skin.

Nowadays soap is manufactured which is so pure as to leave unscathed the most delicate skin, so beautifully balanced are the fatty and alkaline constituents. The huge proportions which the soap-making industry has attained are a strong indication that soap has become a necessity of modern life.

The Tobacco Sweating & Packing Co., Levis, Que., have registered.

Luke H. Vaughan, general merchant, Maple, Ont., is moving to Weston.

Meeting of creditors of Thos. Long, grocer, Trenton, Ont., was called for the 15th inst.

W. L. Allen & Co., general merchants, Garden River, Ont., has been succeeded by J. Adams.

Davidson & Shafer, grocers, Mimico, Ont., have dissolved partnership, Mr. Shafer continuing.

Gospel of Good Salesmanship in Retail Stores

Successful Salesman Must be Student of Human Nature—The Proper Time to Make Suggestions to Customers — Attention Should be Paid to Complaints—Be Clean and Keep the Store Clean.

By Stanley Nicholson.

A successful salesman is invariably an enthusiast. Enthusiasm is an essential characteristic of his make-up. He must believe in the goods that he is selling, and the firm for whom he is working. He has got to love his work if he would be a big success behind the counter. If a man loves his work, makes a study of it from his trade journals, from his employer and fellow clerks, and most of all from his experience with people, he will learn the fine points of his business. And in learning he will always find that the more he learns the more he has to learn.

Few people have the opportunity to study human nature afforded the man behind the counter in his daily work. There's a song to the effect that 'you never can tell about a woman.' It goes on to say that 'you never find two alike at any one time and never find one alike twice.' These are little things which are known to no one else as well as to the grocery clerk. He has to know the women that come to his store. He must remember their little peculiarities—what this one likes and doesn't like, and what that one likes and doesn't like. He must remember, that one woman always wants a certain kind of corn starch, or a certain brand of butter, and, though he can't see it just her way, he will when she's giving him an order—that is if he's a good salesman. In this respect he has to have his wits about him all the time, and often be very diplomatic in his work.

There are always those among the customers of any store, who think that the store is maintained only on the trade they bring it and that their orders are the only important ones. When and where it is possible, these people might as well be allowed to think so—it doesn't cost anything, and the successful salesman is diplomatic enough not to disillusionize them, if he can help it.

The Gentle Art of Suggestion.

An old adage says something about 'the gentle art of persuasion.' In referring to the tact required by a good grocery clerk it would be better to call it 'the gentle art of suggestion.' He can generally suggest to a customer, when it would often be folly to try to persuade. A good clerk will not try to persuade a woman to buy a bottle of olives, but he will make the suggestion to her and recommend them as the best obtainable.

"Here's something a lot of our best customers are demanding now, Mrs. ———," he can say. "It's new and there's nothing to beat it."

The lady doubtless thinks she is one of the best customers, and would like to buy it.

That's how suggestion works out to advantage, where persuasion would be entirely out of the question.

"I like to have the new things in our stock right here on the counter, where I can lay my hands on them at any time," said one of the best grocery salesmen in Guelph, when discussing with the writer some of the little tricks of his trade. "The articles themselves suggest themselves to the customer, while they wouldn't if back on the shelves. Then, too, I can show them so conveniently when I have them right here."

It's just at the stage when the customer is saying, "Let me see—I guess—yes, I think that will be all, thanks," that it is opportune to respectfully draw her attention to some seasonable delicacy, which the wise salesman has appetizingly displayed at close range right on the counter.

Lending an Ear to Complaints.

An appreciation, expressed by a customer, may be much more pleasant to the clerk than a complaint, but it should be listened to no more attentively. The good salesman will always lend an attentive ear to the complaints of his customers. If he does not listen, others may, and it's much better for him to know it, than for other people to take notice. If some brand of goods fails to give satisfaction, the clerk should report it to his employer promptly, and should, in the interests of his store, stop recommending it.

Quite often the importance of appearances is underestimated by otherwise careful salesmen, though, when one comes to think of it, a man should be more careful about his appearance when behind a grocery counter than in most other places. He should be clean and tidy, and, if possible, wear not only a white apron, but a white coat as well. Gentlemen won't receive friends in their homes in their shirt sleeves. Why should they do it in the store?

Until a few years ago hardly any of the grocery clerks in Guelph wore white jackets, but a man who had worked in a large city came back here and introduced it, and ever since then they have practically all worn them. The store that did it first was the first to get the favorable comment of the customers, however.

The store, as well as the salesman, should look clean and wholesome, and a good man will see that it does. It is difficult at rush times to keep things neat and clean and to have everything in its place, but it can be done, at least to a great extent. One very good plan is to have a scrap counter, where clerks, while busy, can put goods they have taken down to show to customers. If they always put such good on this counter they can always find them easily and replace them on the proper shelves after the rush time is over.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

Laporte, Martin & Co., Montreal, advertise that they are quoting prices on 1909 pack canned goods, which will interest judicious buyers. They have in store now all the leading brands put up by Canadian packers, and can fill requirements immediately. Besides Canadian goods they are in receipt of their usual large shipments of "Le Soleil" brand imported canned goods. Prices on these are also of interest to the trade, and may be secured from the firm. Choice sea foods, all kinds, are now being shipped to grocers in every part of the country, by this firm. Their assortment is complete, and worth learning more about. They solicit inquiries, too, relative to their complete range of teas, every description. On another page they publish a list of their agencies, which will show the grocers what a large number of high-class lines they may secure from Laporte, Martin & Co.

G. E. Carveth, of Carveth & Co., Montreal, leaves for London, Eng., in November next, on a business trip to the factories which his firm represents throughout Canada. His firm represents the following English houses:—Lovatt & Lovatt, Langley Ware; The British Anchor Pottery Co., Ltd., Anchor Ware; The Pearl Pottery Co., Ltd., Tupie Ware; James Pearson, Ltd., Stone Bottles and jars; Isaac Sherwood & Son Ltd., Lamps, Burners, Etc.; New Pegamoid Ltd., Pegamoid Brand Leather Cloth; The Leather Cloth Co., Ltd., Crockett's Original Japanned Cloth.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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THE TRAVELER AND THE CLERK.

A wise traveler will cultivate the acquaintance of the clerks in the stores on which he calls. It is to his own direct advantage and to the advantage of the house for whom he works, to do so.

The letter which follows written by a traveler for Holbrooks, Limited, to his firm illustrates the necessity of treating clerks courteously:

> The following is an incident that happened to me, which may be of some interest to other salesmen on the road.
>
> I called upon a grocer this afternoon, and after a pleasant business chat, secured an order for two cases of Holbrook's Sauce. After thanking him for his order, and giving him a sample for his own use, I turned my attention to the clerks, gave them a sample each, told them what we were doing, and asked them for their co-operation. After I got through, the grocer called me back, and said that he was very pleased to see his clerks recognized by a salesman. He said, "I am the proprietor of this store, but I am no use to you apart from giving you an order. My clerks are the men who will sell your goods for you, not myself."
>
> He recalled an incident that happened during the time that he was a clerk in a retail store. A traveler used to come in and ask him in a gruff manner if the proprietor was in. He said that this traveler never had a pleasant word for him, because he supposed he was only the clerk, and naturally felt hurt about it. "To-day," he said, "I have a store of my own, and have a good business, and this same traveler wonders why I never give him an order, which I never shall."

This represents the effect that the lack of courtesy has upon clerks. It means that less interest will be taken by the salesmen behind the counters in the goods sold by travelers and is bound to have a bad effect when these clerks become proprietors themselves.

BETTER UNDERSTANDING NEEDED

The New York Journal of Commerce in a recent issue refers to a controversy in the United States metropolis which is causing considerable bitterness between jobber and retailer. According to the assertions of members of the trade, the trouble was caused by the eagerness of the jobber to sell to anyone, whether retailer or consumer, wherever there was the least opportunity to make a pretty good sale. Then the big retailer figured that he was a bigger factor of the trade than the small wholesaler and he went up higher to get his supplies.

The result is that there is a great bitterness of feeling existing which should not and it is to be hoped that the same condition of affairs will not become in evidence in Canada.

There should be a better understanding between wholesaler and retailer than there now is and it is certainly advisable that both should keep in touch with one another both socially and in a business way in order to bring about that better understanding.

One of the chief causes of wide differences is the practice of some jobbers selling to consumers. Such a practice ought to be done away with as soon as possible. Jobbers know that the retailer is a necessity in their business as a whole, and to take advantage by selling over their heads is unfair. The situation in New York should not be duplicated in Canada; it is contrary to general business principles and eliminates the smoothness that should exist.

BROOM-CORN STILL ADVANCING.

Latest advices indicate that there is no sign of the weakening of the broom-corn market. The crop is short in many of the States from which the supply is secured by broom manufacturers both in Canada and in the United States, and as a Chicago broker in writing to a Canadian manufacturer puts it, the market is liable to go up to 15 and 20 cents per pound. This would bring the price of broom corn from $85 to $300 and $400 per ton.

In Oklahoma state the crop was very short, being burnt up by excessive heat. In other states somewhat similar conditions exist and the farmers who see the price soaring are naturally reluctant about selling. This has prevented manufacturers from getting hold of the supplies they require and has a tendency to force the smaller factories which have been accustomed to purchase in small quantities out of business—at least temporarily.

At the present time, therefore, for anything like a decent broom the retail price will be from 50 cents up. The normal price was 35 cents. In fact manufacturers have had to eliminate some lines of broom altogether as they are not able to obtain the necessary material.

With no indications, therefore, of a weaker market in broom-corn, it is difficult to predict to what prices brooms may go before the situation is alleviated.

OFFSET CATALOGUE PRICES.

There are many ways and means to meet the mail-order house catalogues and wherever there is a possibility at all, advantage should be taken of it. If one can get possession of a catalogue, a careful study of it will usually place him in touch with something that will be of use in advertising. When the price can be beaten advertise that point. A New Brunswick grocer has hit upon that scheme, as the following advertisement shows:

> Have you been sending off for your garden seed? If so, you have paid more than double the price we charge for choice, guaranteed seed. Look up your catalogue and compare prices:
>
> | | Catalogue Price | My Price |
> |---|---|---|
> | Beet, per oz. | 10c | only 3c |
> | Cabbage, per oz. | 20c | only 8c |
> | Carrots, per oz. | 10c | only 6c |
> | Celery, per oz. | 35c | only 8c |
> | Cucumber, per oz. | 10c | only 5c |
> | Lettuce, per oz. | 10c | only 5c |
> | Watermelon, per oz. | 10c | only 3c |
>
> We put up all our garden seed ourselves and guarantee just as good seed as you can buy from any catalogue house. No trying necessary. We have sold the same way for ten years and have proven successful.

Needless to say this grocer sold the garden seed in that district. Besides doing that he started a feeling against the catalogue houses. It showed the people that they could buy at home cheaper than by mail and that they could obtain just as good a quality.

In hundreds of other cases this holds good. Watch the catalogues and demonstrate to your customers by presenting actual facts, that you can sell as cheap as, if not cheaper than they can buy from the mail order house.

AMENDMENT TO SECRET COMMISSIONS ACT

Some time ago The Canadian Grocer gave publicity to the new Secret Commissions Act which has created a good deal of interest and discussion all over Canada.

Since that time doubts have arisen in the minds of some that this act did not refer to ordinary business transactions but only to government business where secret commissions were given to members of the civil service. In fact, an "alleged" retailer conveyed a message by phone to the effect that the Act did not at all refer to business transactions between a wholesale and retail merchant. He had made investigations he claimed and had discovered that the Act only referred to transactions in the civil service, as it had been copied from an English act which was only intended for that purpose. He further promised to soon be able to prove that his contentions were correct but up to the present The Canadian Grocer has heard nothing more from him.

The Grocer pointed out to him at the time that the act was a copy of the English act and that it was introduced on account of the secret rebates exposed in the investigation of the marine department of the civil service in one of the provinces, for the purpose of preventing such occurrences in future, but, we understand, first passed in England to prevent buyers going to London getting a secret commission from the houses they bought from while in the employ of the houses for whom they bought.

Since that time The Grocer has made definite enquiries and has learned that the Secret Commissions Act refers to ordinary business transactions as well as to the civil service.

In reply to a query, the following letter from the Clerk of the Parliaments, Ottawa, gives a brief history of the bill:

"It was introduced into the Commons on 1st February, 1909. Passed by House of Commons, 23rd February; received by the Senate on 2nd March; amended by Senate on 24th March; returned to Senate with amendments agreed to 21st April; assented to 19th May."

The amendment referred to is the principal feature of the bill which makes it general in its application. It reads:

> Every person who is a party or knowingly privy to any offence under this act shall be guilty of such offence and shall be liable upon conviction to punishment hereinbefore provided for by this section.

This, according to the best of authorities makes the retail merchant just as liable as a traveler or wholesale house guilty of a breach of the act.

There is apparently, therefore, little truth in the assertion of the "retailer" that the Secret Commissions Act did not refer to him or to wholesale houses and their travelers.

CARELESSNESS THE CAUSE.

Our Canadian government might take a lesson from the prompt action of the New Zealand government in response to the complaints in England with regard to the excess of moisture in their butter. So anxious is New Zealand to retain and even increase its trade with England that it at once put effective machinery into operation by which the butter of every creamery is inspected, the interests of the purchasers safeguarded and the industry protected in general.

This action on the part of the government will commend itself to all purchasers of New Zealand butter. As their butter now sells in England on a par with Canadian butter, under much more trying shipping facilities, it would show conclusively that there is something lacking in the butter industry of our country. With the large amount of money spent in aiding the butter industry, there must be something wrong with the officials whose business it is to look after its interests. There is some excuse when Denmark commands 5 shillings per cwt. more but there is no excuse for our butter falling behind countries under more disadvantageous circumstances.

There is no getting away from the fact that there is still a great deal of carelessness connected with our dairy work.

THE SITUATION IN THE WEST.

There is nothing more interesting at the present time among wholesalers and retailers alike than to follow the market conditions. The whole trade is bristling with features this week due to a combination of circumstances, which when each is revealed in detail, would form a suitable basis for a romance on the market.

There never was a time in the history of Western Canada when the future of the country was so fully assured than it is at this present moment. This statement is made in an absolute sincere way, and it will stand investigation. It may indeed invite investigation.

The west has a reputation founded on actual facts, and those facts are more in number and consequently the reputation is more creditable in the fall of 1909 that ever before. Optimism prevails in every phase of business life—oftimes not based upon that which merely appears, but that which actually exists. The whole west is enjoying "good times." Reactions such as have occurred in the past cannot occur again. Past experiences have checked the pace of wild speculation. The whole country is moving at a slower, but a vastly surer pace. The resources of the territory have now become so well developed that the variety of industrial pursuits has tended to diminish the tension placed upon any single resource.

The harvest of 1909 is all gathered in. Money is passing freely from the manufacturer to the farmer, on to the consumer, then to the wholesaler and thus back to the manufacturer.

NEED OF TRADE ORGANIZATION.

One of the most important questions for retail merchants of Canada to consider at the present time is organization. They must see that individually they cannot cope with the dangers that threaten the commercial interests, and the proper and businesslike method to follow is to drop all their prejudices, meet together and determine the best means of protecting their rights in order to conserve the true system of trade and commerce. While associations of various kinds have been organized and are doing splendid work, it is however a lamentable fact that still a great many retail merchants are taking no interest in them, pay nothing towards their support, and who scarcely spend a dollar for a trade paper in order to find out in what condition the trade is.

This has been going on for some years, and it is through this apathy on the merchant's part that the mail order houses have gained such a tremendous trade which naturally belongs to the towns and villages all over our country.

Will the merchants stand with their hands folded any longer and allow their trade and their towns to suffer because some strong concerns are leading the people away from their own interests and make no attempt to save the situation? Where a merchant has an opportunity to jump on an insignificant peddler who does not sell as much in a year as is sold in half a day by a mail-order house, he acts promptly and with a good deal of authority to defend his rights against the encroachments of that peddler. But where it requires united action on the part of the merchants to combat against the inroads of these institutions, they simply, without much protest if any at all, allow them to supply their customers with their needs. They get the money without paying one cent to the various municipalities.

There are only two things which can possibly stand in the way of a proper

organization that could effectively regulate trade affairs. The one is prejudice against brother retailers and the other is the cost.

No one has ever yet been able to prove that any merchant has gained anything in any shape or form through spite or prejudice, and therefore only the short-sighted would allow that to stand in the way. The only obstacle then can be the cost. Considering a merchant's annual expenses, the fee for becoming an active member of the Retail Merchants' Association is insignificant.

Association work can no longer be considered as a fad, but as an absolute necessity and it should be the duty of every merchant to support it. If the association is not doing the work which is expected from it, there is no one to blame but the merchants themselves. They have the power in their own hands to appoint their officers, and to see that they efficiently perform their respective duties.

If nothing more had been accomplished through organization work than the defeat of the co-operative bill which threatened the destruction of the retail trade, no merchant should ever refuse to pay his annual fees if nothing else were ever done. However, the interests of the retail trade require constant and watchful attention. The retailers need the Criminal Code amended as well as the Peddlers' Licence Act, the Weights and Measures Act and the Division Court Act.

This can all be accomplished through united effort which means organization, and it cannot be done in any other way. If this is the case then why should any merchant refuse to do his share? Is any merchant so small that he would benefit through this work without being willing to pay his honest share? Surely not. Therefore every merchant should make up his mind that the support of association work is as much a part of his annual expenses as the paying of his taxes.

NEW ERA IN GRAND TRUNK AFFAIRS.

The importance of the change in the presidency of the Grand Trunk Railway, does not lie in the mere fact that Chas. M. Hays succeeds Sir Rivers-Wilson, but in the fact that it marks a distinctly new era in the administrative affairs of the railway.

Of all the great railway systems on this continent the administration of that of the Grand Trunk Railway has probably been the most unsuccessful, in spite of the fact that it ran though the oldest and best settled parts of Canada. The cause of this was unquestionably the fact that the executive head resided in Great Britain and not in Canada.

To be compelled to signal across the ocean before any important move could be made was not conducive either to the interests of the bond holders in Great Britain or those of the business men and others in Canada who were concerned in the Grand Trunk System. There has been a decided improvement of late years in this respect, but the best results certainly could not be obtained with the executive head 3,000 miles away, and who only came to Canada at periods of long intervals.

No ordinary business could be successfully run under such conditions, and a railway is just as much a business enterprise as that which sells merchandise.

Under the new order of things we may shortly expect something doing. Mr. Hays is a man who does things and knows what a railway should be in order to render efficient service to its clients, earn dividends for its shareholders, and interest for its bond holders.

It is to be hoped that under the new order of things benefits will accrue to all concerned: to the business men in Canada and to the bondholders and shareholders of the company.

The directors of the Grand Trunk are to be congratulated on at last having eyes with which they can see.

SELL WHOLE-HEARTEDLY.

Do you really believe that you pay sufficient attention to the art of salesmanship in your daily transactions?

Too many merchants take it for granted that their customers come into the store to purchase certain things, and when supplied with those articles or their equivalent, there is no necessity for any further effort to sell some other commodity.

A writer who takes a keen interest in the art of salesmanship as practised by the retail merchants, states in an exchange, that he has been making trips to various stores in his home city recently, buying small articles, one at a place, solely for the purpose of studying the methods of salesmen. They are pitifully wanting. In ten stores visited only one salesman made any real, whole-hearted effort to sell goods not asked for. We did not resist his blandishments, but bought several additional articles. By eight of the others the article requested was produced and wrapped up, the change given, and that ended the transaction. In the ninth the salesman inquired in a perfunctory manner, "Is there anything more?" There is need for a stirring up in stores among the salesmen. This is not the way to make a record as a clerk, nor is it the way which leads to promotion and independence. Not one of the ten was rude or discourteous. Not one showed neglect. But only one made a real effort to interest the buyer in other goods. He did it in an intelligent manner.

POOR SALESMANSHIP.

A richly dressed woman entered a Toronto store recently and asked one of the clerks to show her a chafing dish, to which the clerk responded, "about how much did you want to pay for a chafing dish, Madam?"

"That doesn't make any difference," curtly retorted the lady, with a toss of the head.

How often we find clerks asking prospective customers, "how much did you want to pay?"

Unquestionably it would greatly facilitate the clerk's labors if he or she knew about how much the customer cared to invest. But cannot this usually be found out without asking the abrupt question? And does the customer always know before looking at the goods just what she does want to invest? And if she does know, does she care to tell?

Evidently in the case cited, the customer very strongly objected to telling, and really felt that it was something of an insult to be asked such a question, presuming that the clerk would suppose that the price cut little figure with her, just so she was suited.

ANNUAL FALL NUMBER.

With this issue The Canadian Grocer presents to its readers the annual autumn number of 1909. Especial care has been taken to secure articles from the best sources which will aid the retailer in his daily business life and it is to the interest of every member of the retail trade that the number be carefully read from cover to cover.

The cover design has been prepared with especial care. It suggests "Ye Olde Time Grocer," with the old time styles of doing business and serves as a great contrast to the grocery stores of the present day with their modernized methods and up-to-date grocers.

The writers who have contributed to this number invite criticism; by this means problems affecting the trade can be more definitely solved and a better understanding will be the result.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Sugar—10c lower.
Teas—Market high and firm.
Coffee—Probable temporary advance.
Dried Fruits—New goods arriving.

Montreal, Oct. 14, 1909.

The 10c lowering in sugars took place too late for last week's issue. It is caused by local competition and is not expected to last long, it is thought, as the raw material is going up all the time.

The tea market is clear of Japans, but it is expected that some of the low and medium grades will arrive shortly. There seems little doubt that they will be snapped up on arrival.

A few new figs and dates have appeared, and the quality seems better than usual for first arrivals.

The coffee situation is rousing interest at present. It is thought that only speculation could cause the recent increase in the primary prices of Santos and Rio coffees, considering the extra large crop this year.

From this, coffee men think the rise will not be permanent enough to affect the retail trade.

A few early evaporated apples have appeared, but the quality is not up to required standards as yet.

Canned goods, particularly peas, corn and tomatoes, are interesting the trade just at present. Dealers will only sell in small quantities, as advances are expected in all three lines, owing to the small pack.

As a whole the market shows more strength than last week and presents more interesting features. In certain lines dealers are afraid to venture any predictions as to eventual prices, owing to apparent contradictions between the present situation and present prices.

SUGAR—All sugar declined 10c on Oct. 7th, just too late to change our quotations last week. They remain firm at the new prices, and no further changes are expected in the near future. The cause of the decline was local competition. A curious fact regarding this decline is that raw sugars are all rising.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 35
" Beaver	4 35
Paris lump, boxes, 100 lbs.	5 40
" " " 50 lbs.	5 50
" " " 25 lbs.	5 70
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 30
" " 100 lb. boxes	5 40
" " 50 lb. "	6 50
" " 25 lb. "	5 70
" " 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls.	4 85
" 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 " bags	4 20

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—The demand for molasses is light this week, while that for corn syrup has improved considerably. Supplies are plentiful.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48⅜
New Orleans	0 27	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03⅜
" ½-bbls.	....	0 03½
" ¼-bbls.	....	0 03⅝
" 38½-lb. pails	....	1 80
" 25-lb. pails	....	1 30
Cases, 2-lb. tins, 2 doz. per case	....	2 50
" 5-lb. " 1 doz. "	....	2 85
" 10-lb. " ½ doz. "	....	2 75
" 20-lb. " ¼ doz. "	....	2 70

TEA—Some shipments of medium and low grade Japan teas are expected this week. The demand for gunpowders is very good. The market is very firm with a higher tendency in the high and medium grades of Japan, of which practically none are left on the importers' hands.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—Coffees, particularly Santos and Rio, have risen ⅜ to ½ cent in the primary markets. There is no reason for this, except speculation, in which case the change is only temporary. The crop is large this year and prices should naturally be lower, or at least no higher. Up to date the crop has produced much more than last year for the same period.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—The first shipment of new dates has arrived in New York, and some new figs are on the market here. The S. S. Bellona has arrived with a full cargo, the quality of which is pronounced good.

Valencia raisins show a slight decline in the primary markets, but other lines are steady.

Currants, fine filiatras, per lb	....	0 05¾
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	....	0 05
Raisins		
Australian, per lb., (to arrive)	0 08½	0 09
California, choice seeded, 1-lb. pkgs	0 06½	0 07½
" fancy seeded, 1-lb. pkgs	0 07½	0 08
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 08
Valencia, fine off stalk, per lb	....	0 05
" select, per lb	....	0 05¾
" 4-crown layers, per lb	....	0 06

SPICES—Prices of white pepper now show in the primary markets an advance of 40 per cent. over six months ago. No further increase in quotations to the retailer has been made since three weeks ago, but the market is in a very unsettled condition. Ginger is rising on the primary market. In fact, all spices are having a tendency upward.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 22	0 29
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS—There is good demand for beans in small lots. This is owing to a fear among buyers that prices will be lower later. None of them wish to lay in too large a stock at present quotations.

Ontario prime pea beans, bushel	1 90	2 00
Peas, boiling, bag	....	2 50

RICE AND TAPIOCA—Tapioca market is firmer with better demand and advices from Singapore quote an advance in prices. Shipments are being enquired for again for the States, after being rather light recently. We look for a gradual recovery in values again for the present at any rate. The demand for rice is moderate—better for Putna rices than other lines. Seed tapioca is very scarce.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

EVAPORATED APPLES—Very few have appeared on the market as yet, and those are only the early apples. Orders for November delivery are being booked, however.

Evaporated apples, prime	0 09	0 10

MAPLE PRODUCTS—There seems to be a desire on the part of some holders of Beauce County sugar to let go. Considerable quantities have been sold during the past week at the present quotations.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

ONTARIO MARKETS

POINTERS—

Sugar—Decline of 10 cents.
Evaporated Apples—Good Demand.
Canned Goods—Firm markets.

Toronto, Oct. 14, 1909.

The wholesale trade is beginning to feel the good effects of the great wheat crop in the northwest, and their orders from there are very satisfactory. With the best crop, all round, Canada has ever had, trade prospects are exceedingly bright and hopeful. Canned goods are likely to advance. Tea is firm. Evaporated apples are in good demand. Sugar is likely to recover its last week's drop. Beans will scarcely be able to hold their present price. All kinds of dried fruits are expected to be in stock in a few weeks.

SUGAR—The sugar market has taken a peculiar turn this week. While refined sugars have dropped 10 points, raw sugar has advanced. On the whole the market is firm with a good chance of moving upwards again. The sugar crop of Cuba is expected to reach a total of 1,600,000 tons.

St. Lawrence "Crystal Diamonds," barrels	5 40
" " " ½ barrels	5 50
" " " 100 lb. boxes	5 60
" " " 50 lb. boxes	5 70
" " " 25 lb. boxes	5 90
" " " cases, 20-5 boxes	6 45
" " Dominos, cases, 20-5 boxes	7 45
Paris lumps, in 100-lb. boxes	5 70
" in 50-lb. "	5 60
" in 25-lb. "	5 90
Red Seal	0 35
St. Lawrence granulated, barrels	4 75
Beaver granulated, bags only	4 45
Redpath extra granulated	4 75
Imperial granulated	4 45
Acadia granulated (bags and barrels)	4 65
Wallaceburg	4 65
St. Lawrence golden, bbls.	4 35
Bright coffee	4 65
No. 3 yellow	4 50
No. 2 "	4 4 1
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—Considerable business is done in these lines, for lumber camps and the northwest generally, also some of the lower grades for feeding purposes. Prices are, however, unchanged.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels	0 03½
Half barrels	0 03½
Quarter "	0 03½
Pails, 38½ lbs. each	1 80
" 25 " "	1 30

Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00

Molasses—		
New Orleans, medium	0 31	0 33
" bbls.	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 62

DRIED FRUITS—Valencia raisins, currants, and table raisins have arrived and the orders are being filled and delivered. The fruit is quite satisfactory.

Prunes—	Per lb.
30 to 40, in 25-lb. oxes	0 10½
40 to 50 " "	0 09
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ¼ cent less.

Apricots—			
Standard			0 13½
Choice, 25 lb boxes			0 14½
Fancy, " "			0 15
Candied and Drained Peels—			
Lemon	0 09	0 11	
Orange	0 09½	0 11	
Citron	0 15	0 18	
Figs—			
Elemes, per lb	0 08	0 10	
Tapnets, "	0 03½	0 04	
Bag figs	0 03½	0 04	
Dried peaches	0 08	0 08½	
Dried apples		0 07½	
Currants—			
Fine Filiatras	0 06½	0 07	
Patras	0 08	0 08½	
Vostizzas	0 08½	0 09	

Uncleaned ½c less.

Raisins—			
Sultana			0 05 0 05½
" fancy			0 06 0 07
" extra fancy			0 08½ 0 09
Valencias			0 06 0 06½
Valencias, new			0 07
Seeded, 1 lb packets, fancy			0 08
" 16 oz. packets, choice			0 07½
" 12 oz. " "			0 06
Dates—			
Hallowees	0 05½		
Sairs	0 05		
Fards choicest			0 08
" choice			0 07½

TEA—The tea market is strong, and is about 2c a lb. higher on an average than last year at this time.

COFFEE—There is no immediate cause for a change in the coffee world, and prices will likely remain steady.

Rio, roasted	0 12 0 13
Santos, roasted	0 15 0 17
Maricaibo, roasted	0 16 0 18
Mocha, roasted	0 25 0 28
Java, roasted	0 27 0 30
Rio green	0 08 0 09

RICE AND TAPIOCA—The market in these lines is very steady and with the exception of Patna, which is a short crop, there is nothing of any special character to report.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05¼ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½

SPICES—The usual fall rush in these goods is slowing up, and will soon assume its normal condition. Prices are well maintained.

Peppers, black, pure	0 14	0 17
" white, pure	0 20	0 25
" whole, black		0 16
" whole, white		0 23
Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25

NUTS—Travelers are now beginning to receive orders for nuts, but the retailers as a rule prefer to wait till later in the season.

Almonds, Formigetta		0 12½
" Tarragons		0 11
" shelled	0 28	0 30
Walnuts, Grenoble		0 13½
" Bordeaux		0 11
" Marbots		0 11½
" shelled	0 23	0 26
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils		0 15
Peanuts	0 10	0 12

EVAPORATED APPLES — Evaporated apples are firm and are in good demand at an unusually high price.

Evaporated apples	0 08½ 0 09

BEANS—The first car of beans arrived from Kent Co. and will be readily picked up, as the market is practically bare of old stock.

Beans, per bushel	1 85

CANNED GOODS

MONTREAL—The demand for canned fruits and vegetables is very brisk, particularly for peas, corn and tomatoes. Prices on the latter two have risen slightly and dealers will only sell in small lots, owing to the expected future rise. The absence of this year's dried fruits as yet has caused the demand for the canned fruits. Salmon is steady at present quotations.

Peas, standard, doz	$1.00	$1.05
Peas, early June, doz	1.02½	1.07½
Peas, sweet wrinkled, doz	1.07½	1.12½
Peas, extra sifted, doz.	1.52½	1.60
Peas, gallons	3.87½	3.92½
Beans, doz	.75	.77½
Corn, doz.	.77½	.82½
Tomatoes, doz. (Ontario and Quebec)	.85	.90
Strawberries, doz.	1.37½	1.40
Raspberries, 2's, doz		1.75
Peaches, 2's, doz		1.65
Peaches, 3's, doz		2.65
Pears, 2's, doz		1.60
Pears, 3's, doz		2.30
Plums, Greengage doz.	1.50	1.55
Plums, Lombard, doz	.95	1.00
Lawtonberries, 2's, doz.		1.60

Clover Leaf and Horseshoe brands salmon:	
1 lb. talls, per doz.	1.87½
½ lb. flats, per doz.	1.30
1 lb. flats, per doz.	2.02½

Other salmon:		
Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz	1.60	1.65
Red Sockeye, doz	1.85	2.00

TORONTO—The canned goods market is very strong especially tomatoes, corn and peas, all of which are below the average pack. The packing houses are about through with the season's work and are closing down. In anticipation of higher prices, trade is very brisk and deliveries heavy.

Beans	$ .75	.80
Corn	.80	.85
Peas	1.00	1.40
Tomatoes, 3's	.82½	.85
Strawberries, 2's	1.32½	1.37½
Raspberries, 2's	1.60	1.65
Peaches		1.55
Lawtonberries		1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.40	2.50
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90

Clover Leaf and Horseshoe brands salmon:	
1 lb. talls per doz	1.87½
½ lb. flats per doz.	1.15
1 lb. flats per doz.	2.12½

Other salmon prices are:		
Humpbacks, per doz.	.95	1.00
Cohoes, per doz.	1.40	1.50
Red Spring, per doz.	1.55	1.65
Red Sockeye, per doz.	1.55	1.65

MANITOBA MARKETS

(Corrected by Telegraph.)

Advances—Figs, cheese.
Firmer—Brooms, canned strawberries, dried fruits, shelled nuts.
Declines—Sugar, jams.
Weakness—Japan rice, cereals.
Withdrawals—Lunch tongue, evaporated apples.

Winnipeg, Oct. 14, 1909.

Wholesalers report considerable activity in their lines this week, and there is a lively air to the market situation. Advances and declines have been many during the past few days, and wholesalers are busy keeping their travelers informed as to prices, coupled with the fact that retailers are making strong demands just now in the attempt to lay in winter stocks. Also, canned goods are beginning to arrive, which line of goods forms a large portion of the fall trade, and gives the whole a lively aspect.

Collections are very good, in fact, exceedingly good, and the retailers' orders are such as to convince the wholesaler that he has more money in the bank.

SUGAR—We quote a decline of 10c per hundred in all sugars. The drop is occasioned, it is reported, by the manipulations on the New York market. The western output is heavy and has been all season.

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 15
" yellow, in bbls	4 70
" " in sacks	4 65
Icing sugar, in bbls	5 45
" " in boxes	5 65
" " in small quantities	5 70
Powdered sugar, in bbls	5 25
" " in boxes	5 45
" " in small quantities	5 65
Lump, hard, in bbls	5 90
" " in ½-bbls	6 05
" " in 100-lb. cases	6 05

SYRUP AND MOLASSES—Syrup of all grades is slightly firmer just now. Prices vary this week, but the following are quite standardized for the present. Molasses trade is good, with no change in prices.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 27
" " 5-lb. tins, per 1 "	2 72
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	2 27
" 5 " 1 "	2 72
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses ½ bbls. per gal	0 36

FOREIGN DRIED FRUITS — The market is steadily becoming firmer on primes. Everybody is after them. In France, Germany and England the demand is strong. "Conditions in California are anything but satisfactory," says a broker. "They are having too much rain. Outside prunes are still on the trays. These rains necessitate stocking of trays and result in the fruit drying very slowly. The Santa Clara crop will not amount to seventy million pounds, which is at least thirty million pounds less than early estimates. We purchased a couple of cars a few days ago and were forced to pay more than we did a few weeks ago." Apricots and figs are also firm, and the whole list is on the advance. Valencia raisins will be higher. The crop is reported short, due to heavy rains in Spain. The quality of those that are on the market is good.

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " " cleaned, per lb	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 90
" " selects " 28's	2 05
" " layers " 28's	2 15
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " " "	0 06½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06
" dry, cleaned, Filiatras, per lb	0 06¾
" wet, cleaned, per lb	0 07¾
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 07
" choice	0 08½
Apricots, standard, per lb.	0 14
" choice, per lb.	0 14½
Plums, black pitted, per lb	0 11¼
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

NUTS—Whole nuts will come in freely about the first of December for Christmas trade. The yield this season is large. The shelled market is firm, and prices are on the move up. The trade is better as winter approaches.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 27
" Almonds, in boxes, per lb	0 33
" " small lots, per lb	0 34
Peanuts, Virginia, per lb	0 10 0 13

MAPLE PRODUCTS—These prices prevail, and goods are moving slightly more freely.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per doz.	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

ROLLED OATS—Prices are lowering and goods are going out freely. The new crop is heavy and the coarse grain is correspondingly low in price.

Rolled oats, 80 lb. sacks, per 80 lbs	2 15
" 40 " " 80	2 20
" 20 " " 80	2 30
" 8 " " 80	2 50

BARLEY—The market is stiff. Wholesalers are ordering freely and more than they can get. The price may soon have to be advanced, if there is a sign of scarcity. The retail demand is increasing just now.

Pot barley, per sack	2 60
Pearl barley, per sack	3 65
" per ½ sack	1 90

CORNMEAL—These prices prevail, and the demand is increasing:

Cornmeal, per sack	2 10
" per ½ sack	1 05
" per bale (10, 10's)	2 35

BEANS—The new crop is coming in and prices may be lower soon. The following prices are not high, however, and at these goods are moving freely:

3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50

RICE AND TAPIOCA—A wholesaler stated to-day that rice was as low at present as ever before in western Canada. The cause is perhaps due to the fact that wholesalers stocked heavily before the advance in freight rates on May 15 last.

Japan rice, per 100 lbs	3 85
Pearl tapioca, per lb	0 04 0 04½

HONEY—New supplies have just arrived in the city, and are being rapidly distributed. The following prices hold on the new goods:

Honey, 2 lb. tins, per tin	0 33
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

QUAKER OATS—Prices are slightly lowered and the trade continues in good condition.

Family size	4 50
Quaker oats, 36's	3 50
Puffed rice	2 90
Puffed wheat	2 90
Cornmeal	2 40
Pettijohn breakfast food	2 25
Cornflakes	2 00

FRESH FRUITS AND VEGETABLES—The volume of business this fall is far in excess of any other year. Prices are also lower than previously. Grapes are moving in large quantities.

New potatoes, per bushel	0 40
Native cauliflower, per dozen	1 00
Native cabbage, per lb.	0 02
Native green beans, per lb.	0 04
Native celery, per doz.	0 40
Native beets, per bushel	0 40
Native lettuce, per doz.	0 20
Native onions, per doz.	0 20
Native radishes, per doz.	0 20
Native cucumbers, per doz.	0 20
Ontario tomatoes, per basket	0 35
Green corn, per dozen	0 12½
Oranges	3 75 4 50
Lemons	5 50 6 00
Pears, per basket	0 75
Plums, Ontario, per basket	0 65 0 75
Peaches, per basket	0 75
Apples, Ontario, per bbl	4 50
" American, per bbl	4 50 5 25
Grapes, Ont., per basket	0 20

CANNED GOODS—On account of encouraging conditions in the west, the demand is better this year than usual. Prices on canned goods are lower than they have been for some years. The 1909 pack is not large. Some varieties are already becoming scarce, and consequently prices are likely to advance. Shipments of almost all varieties of salmon have arrived and the quality is good. Canners made preparations for a pack of 900,000 cases, but the run was a disappointment. The late run of sockeye was fair, but the quality was not as good as the first run.

Peas, standard, per case 2 doz	1 75 1 80
" early June, per case 2doz	1 85
Beans, per case 2 doz	1 98
Corn, per case 2 doz	1 75
Tomatoes, per case 2 doz	2 00 2 10
Strawberries, per case 2 doz	3 00 3 25
Raspberries, per case 2 doz	3 65
Peaches, per case 2 doz	4 08
Pears, per case 2 doz	2 70
Plums, per case 2 doz	2 60
Salmon (Horseshoe Brand), per case 4 doz	6 50

CHEESE—The Canadian market is from 2 to 3 cents per pound below the American market, and considering the price of butter, cheese is low at 12½c per pound for Manitoba, and 13½c for the Ontario product.

MEATS—There is no lunch tongue on the market. The following are last week's prices on all lines, which are slightly firmer:

Clark's 1 lb., pork and beans, plain, per case	2 80
" 2 " " " " "	2 40
" 3 " " " " "	2 30
" 1 " tomato sauce, per case	2 80
" 2 " " "	2 40
" 3 " " "	2 30
" 1 " Chili " "	2 80
" 2 " " " "	2 40
" 3 " " " "	2 30
Soups, per doz	1 20
Corned beef " 2's per doz	2 65
" " 1's per doz	1 40
Roast beef, 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 00

Sliced smoked beef, ½-lb. tins, per doz	1 65
" " 1-lb. tins, "	2 80
" " 1-lb. glass, "	3 60
English brawn, 1's, per dozen	1 30
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" " 2's, "	3 25
Geneva sausage, 1's, per dozen	2 00
" " 2's, "	3 40
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 35
" " 2's, "	6 70

VANCOUVER MARKETS

Sugar, standard granulated	5 50	Evaporated apples	0 08½
Val. raisins, lb.	0 05½	Butter, per lb.	0 30
Cal. " "	0 06½	Butter, local	0 35
Prunes	0 05½ 0 07½	Butter, Western	0 21 0 22½
Currants	0 06½ 0 07½	Eggs, Eastern	0 33
Dried apricots	0 11 0 13	Cheese, per lb.	0 15 0 15½
Flour, Standard, bbl	7 10	Canned Goods—	
Cornmeal, p. 100 lbs	2 60	Peas	1 00
Beans, per lb.	0 03½ 0 04½	Tomatoes	1 32½
Rice, per ton	68 00 76 00	Corn	1 10
Tapioca, per lb.	0 03½	Apples	3 42½
		Strawberries	2 15
		Raspberries	1 65

CALGARY MARKETS.

Sugars—	
B. C. granulated	5 54
Raymond, beet	5 44
Icing sugar, in boxes	7 10
Powdered sugar, in boxes	7 10
Lump sugar, in boxes	7 10
Raisins—	
Valencia, layers, 28 lb. box	2 40
California, 3-crown muscatels, per lb	0 06½
" 12 oz. choice seeded, per pkg	0 06
" 16 " " " "	0 07
" S.C. prunes, 90-100, per lb. (½c. rise on a size).	0 05¼
" S.C. prunes, 30-40, per lb	0 10
Currants, fine Filiatras, per lb	0 08
Cal. evap. peaches, choice, in 25 lb. bxs	0 07½
Cal. evap. apricots	0 13
Cal. evap. date, bulk, Hallowee, per lb	0 07½
Pure maple sugar, per box 40 ½-lb. cakes	4 00
Rolled oats, B. & K. brand, 80's	2 50
Flour, Hungarian, per 98 lb. sack	3 10
" Economy	2 85
" S. Bakers	2 35
Cornmeal, yellow, per 98 lb. sack	2 40
" " " 10-10's	2 65
Beans, Ontario, hand picked, per bush	2 45
" California, limas, per lb	0 06½
" " pinks, per lb	0 06
" " Bayos, per lb	0 06½
Rice, Japan	0 04
Tapioca	0 05
Evap. apples	0 10
Butter, Alberta creamery	0 27
" " dairy, No. 1	0 20
Cheese, Alberta	0 14½
" Ontario, large	0 15½
" " twins	0 15½
Eggs, Ontario, fresh, per case	9 25
Pork, prime Alberta s.c., per brl	22 50
" " " per ½ brl	12 00
Canned Goods—	
B. C. salmon, clover leaf sockeye, 1 lb. tall, 4 doz	7 00
" " cohoes, 1 lb. tall, 4 dozen	5 25
" " pinks, 1 lb. tall, 4 dozen	4 00
Peas, in case, 2 dozen	2 35
Tomatoes, in case, 2 dozen	2 90
Corn, in case, 2 dozen	2 40
Apples, per case ½ doz., gallon	2 00
Strawberries, per case 2 doz. gallon	4 50
Raspberries, per case 2 doz	4 50

ST. JOHN MARKETS.

Sugar, standard granulated	4 75	4 85
" Austrian "	4 45	4 55
" yellows	4 25	4 75
Flour, Manitoba	6 45	6 55
" Ontario	5 65	5 80
Cornmeal, in bags	1 67½	1 70
Rolled oats, bbls	5 50	5 60
Val. raisins, lb	0 06½	0 07
Cal. raisins, seeded	0 08	0 09
Currants, lb	0 07	0 07½
Prunes, lb	0 06½	0 09½
Rice, lb	0 03¾	0 03½
Beans, hand picked, bus	2 45	2 50
" yellow eye, bus	3 50	3 70
Cheese, lb	0 13	0 13½
Lard, compound, lb	0 12½	0 12½
" pure, lb	0 16½	0 16½
Pork, domestic mess	27 25	27 50
" American clear	27 00	27 50
" clear backs	29 00	29 50
Beef, American plate	18 00	18 50
" Canadian plate	16 75	17 50
Molasses, fancy Barbadoes, gal	0 34	0 35
Butter, lb	0 20	0 24
Eggs, doz	0 24	0 28
Potatoes, bbl	1 15	1 25
Canned goods—		
Peas, doz	1 00	1 50
Corn, doz	0 95	1 00
Tomatoes, doz	1 07½	1 10
Raspberries, doz	1 85	2 00
Strawberries, doz	1 45	1 50
Salmon, case	6 00	6 50
Peaches, 2's, doz	2 00	2 05
" 3's, doz	3 12½	3 15
Baked beans, doz	1 15	1 25
Fish		
Cod, dry	2 75	4 00
Herring, salt, half bbls	2 30	3 50
" smoked, box	0 10	0 11

TRADE NOTES.

J. A. Phaneuf, grocer, Montreal, has assigned.

Assets of M. L. Dufour, grocer, Montreal, are sold.

Assets of A. Turdeau, grocer, Montreal, have been sold.

G. Hurteau & Frere, grocers, Montreal, have compromised.

John S. Boa, grocer, Montreal, advertises his assets for sale.

Colleran & Foote, grocers, Port Arthur, Ont., have dissolved.

D. Grey, general merchant, Bowood, Ont., has sold to Oscar Daniel.

Assets of Harris & Drum, wholesale grocers, Montreal, have been sold.

H. Millette, of Millette & Bro., Lawrenceville, was in Montreal last week.

R. Ballentine, general merchant, Clair, Sask., succeeds Wheeler & Duncan.

J. M. Marcotte has been appointed curator for H. Lajeunesse, Parc Laval, Que.

Susan Rowland, general merchant, Henfryn, Ont., is succeeded by Robt. Cunningham.

Peter M. Abdou, general merchant, Fort William, Ont., has been succeeded by Abdou Bros.

J. W. Ingraham, general merchant, North Sydney, N.S., advertises his business for sale.

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Canadian Agents; C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks St., Ottawa; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

The Power of the Trade Journal for Selling Work

The best advertising medium is the one which will so convey the right copy as to do the largest amount of selling work per dollar of cost. By selling work is meant work necessary to be done to produce sales.

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale.

And, while the act of selling is in practice usually thought of as a simple unit, when we come to do the work by machinery it is found necessary to analyze the operations of the mind according to the laws of its action.

Buyers must be moved through several steps to be brought to the buying point.

They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

Broadly speaking, and thinking of buyers in the mass, is not each of these operations necessary, and does not each one require an expenditure of energy on the part of the seller?

Whatever moves buyers through one or more steps towards the buying point does necessary selling work.

The question is, how to do each one of these parts of the selling work so that the total result will be the largest possible sales at the least cost.

An advertisement may, for some products under some conditions, complete sales and make it possible to measure its total available selling work by the actual sales it makes.

Under other conditions, the advertising will bring inquiries, the following up of which will produce sales.

Under other conditions, advertising may be doing the most valuable kind of work without ever completing a sale, or bringing an inquiry. When ten thousand possible buyers are being worked upon, as much necessary selling work is being done in bringing half these prospects half way up to the buying point as in bringing half that number up to the buying point. And where a sale can only be half made by advertising it is still just as desirable to do that half in the most economical way.

It is difficult to measure the selling work done by advertising when its value is not at all indicated by sales, or even inquiries.

That is the reason why it is so difficult to judge of the value of the trade journal as a medium. Very many of the articles advertised are such, and the conditions of marketing are such, that by no possibility can the efficiency of a medium be judged by inquiries.

In many cases these very articles are such as to derive greatest advantage from the attention-attracting, interest-awakening, information-imparting facilities of the trade journal.

To judge of the value of the trade journal as an advertising medium, the real nature of selling work must be kept in mind.

To be sure, inquiries occasionally come from trade journal advertising which result in sales. But as valuable as these results are, they must, it seems to me, be regarded as incidental to the real selling work which every good advertisement is doing in every good trade medium all the time.

What is the secret of the strength of the trade paper? How can its steady and rapid growth for the past two decades be accounted for?

I believe this answer is to be found in the peculiarly strong appeal which the trade journal makes to its readers.

In the trade journal the reader meets the advertiser half way. The buyer takes the trade journal because he wants to read the advertisements as well as the text.

The reader seeks money-making information and suggestions in his trade paper. He is just as desirous of getting information about appliances and supplies which can be turned to profit as he is of getting other information from the editorial pages.

Drop the advertising pages from the trade journal and the circulation will drop. Improve the advertising pages and the circulation will increase.

The fact that the trade publisher gets ten times as much from advertisers as the general magazine is not due alone to the larger purchasing power of each subscriber. The trade journal automatically selects the people the advertiser needs to reach.

It reaches the right establishments, and the right man in each establishment. It is taken by the man who makes opinion for his own and other establishments, thinks for himself, takes the initiative and sets the pace in his line of business.

Your worth-while trade journal reaches the open-minded, alert and inquiring and is read by them when they are seeking information and suggestions to guide their actions.

The reader of the trade journal will meet the advertiser half way, because it is more to his interest to learn of good things than it is to the interest of the seller to have him.

The reader reads the advertisements to learn of things he can make money by buying.

Why does the reader study prices current of things he needs to buy?

Has he not the same incentive to learn of anything he can save or make money by buying?

Here is a relation between advertiser and reader which exists nowhere else.

When the advertiser puts himself in the reader's place, and gives the information he would want in like circumstances, the results are profitable and sure, even if not conspicuous.

When the advertiser gets this point of view, he will by text, illustration and display, enable the reader to get the maximum of useful information with the minimum of time and effort.

The trade journal reader has the same profit incentive to read advertising that the advertiser has to insert it.—Advertising and Selling.

Read next week what a millionaire wholesale grocer says about trade advertising

By Sheer Force of Quality

Red Rose Tea in the Maritime Provinces is, and has been for many years, the leader. You know that its phenomenal progress in Ontario and the West has been the most remarkable feature of the tea trade for a decade. It has gained its position against keen competition, gained it **by sheer force of quality**—intrinsic worth. When it was first put on the market it was the best tea that had ever been sold at the price. To-day it is

The Best Tea Sold In Canada

This is a fact admitted by every independent judge of tea, admitted by every tea salesman who tries to sell a tea which he claims is "as good as Red Rose."
I have the same faith in good goods that I have always had. I have the same determination that

Red Rose Tea

shall be THE BEST. A tea without an equal.
Order a case now. Your next order will come without being asked for.

BRANCHES:
Toronto—3 Wellington East
Winnipeg—315 William Ave.

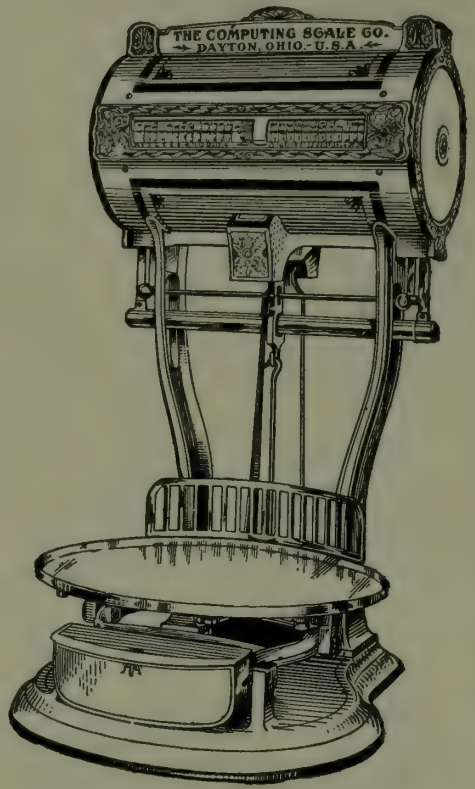
T. H. ESTABROOKS,
ST. JOHN, N.B.

ASK
THE MERCHANT
WHO USES ONE

The Only Automatic Scale Made in Canada by a Canadian Company

Over 250,000 Dayton Scales Sold :: :: :: ::

We Make 175 Styles of Dayton Scales :: ::



Dayton Moneyweight Scale
NOTE THE LOW PLATFORM

This is the simplest and most easily operated weighing machine on the market, and it is accurate, reliable and durable. Its accuracy is not affected by any changes of temperature. This scale has absolutely solved the overweight problem for the grocer.

It divides accurately the wholesale purchase into retail packages in the minimum of time. This scale *saves* time and money, and the scale that saves is *no expense.*

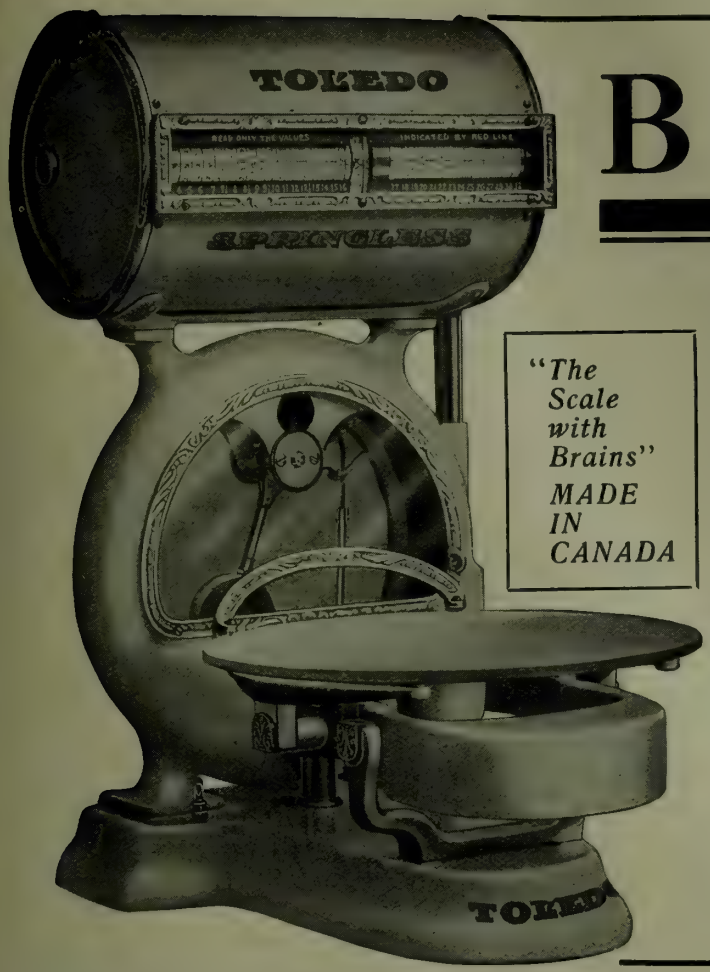
Send right along to us for information. We invite the fullest inquiries.

MANUFACTURERS OF:

Dayton Computing Scales
Dayton Cooked Meat and Bacon Slicers
Dayton Computing Cheese Cutters
Burk's Patent Bag Holders

The Dayton Computing Scale Company

164 King Street West : TORONTO, Ontario



"The Scale with Brains"
MADE IN CANADA

BE FAIR

¶ Before you decide on a new scale, compare the Toledo Automatic Springless Computing Scale with any or everything else on the market and then make your choice. That's fair to you, and to us, and the other fellow.

¶ GUARANTEE: We absolutely guarantee to furnish a better computing scale for less money than any other concern.

¶ We are the largest exclusive manufacturers of Automatic Computing Scales in the world, and make 102 Styles and Sizes at prices from $40 up.

¶ Our terms are easy, and we will make a liberal allowance for your old computing scale.

SEND FOR CATALOGUE AND PRICES

NOTE—Our scales contain absolutely "NO SPRINGS" and are therefore reliable at all times, and not affected by heat and cold.

TOLEDO

COMPUTING SCALE COMPANY

335 Yonge Street, TORONTO, Ont.

Offices:—Montreal, St. Thomas, Winnipeg, Moose Jaw, Calgary, Edmonton and Vancouver.

A Watch Free to Every Bright Boy in Canada

To every boy who sends us two new full-year paid-in-advance subscriptions to BUSY MAN'S MAGAZINE (at the regular price of $2.00 per year) we will send post paid (registered) a genuine Ingersoll watch—"Maple Leaf." We supply you with sample copies of BUSY MAN'S and show you how to sell it. Here is a chance to get a watch of your own that will keep time as well as a more expensive one. A good, strong movement in a well finished nickeled case.

This offer may run for a short time only, so be among the first to secure a real Ingersoll—which has the largest sale of any watch in the world. Fill in this coupon and mail it now.

BUSY MAN'S MAGAZINE, No. Date. 1909.

10 Front Street East.
Toronto.

Please enter my name on your list of boys to whom you will send an Ingersoll watch for two new full-year paid-in-advance subscriptions to Busy Man's Magazine. I will send you the names of my subscribers and remit amount as soon as possible.

Name .....

Street .....

Town .....

Province .....

Do You Sell Sausage?

IF NOT — WHY NOT?

Many Grocers find this a PROFITABLE "SIDE LINE"

You take no chances if you sell only

GUNNS

Fresh Pork Sausage

Our reputation is behind them.

Your customers will appreciate this High Class Dainty.

Made in Canada's finest Packing Plant, under Government Inspection.

GUNNS Limited WEST TORONTO

PORK and BEEF PACKERS

SAUSAGE

There is no line of meats more appetizing or more economical than fresh pork Sausage. Your customers will be asking for it as the weather grows colder, and we would recommend a constant supply. We guarantee our stock to be made of carefully selected Canadian pork and made under Government inspection.

Let us have your orders for daily or weekly shipments.

F. W. Fearman Co.

LIMITED

HAMILTON, ONT.



Reindeer Milk

and

Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs
Made under Government inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

Demand for Cured Meats Decreasing Somewhat—A Weakness in the Butter Market—Quality Likely to Deteriorate—Cheese Market Dull—Firm Egg Market.

The principal feature of the provision market is yet, as it has been for a long time, the scarcity of hogs. Even with the demand for cured meats falling off on account of the high price compared with other meats, packers still have difficulty in getting enough hogs to supply their local trade.

The butter market shows weakness and some dealers are reported to have accepted sixpence less in order to effect sales for export.

Cheese is also exceptionally dull, and yet from the tone of the cable reports, business might soon improve, and result in a brisk export trade.

Prices at cheese factories still stand around 11⅞ per lb.

MONTREAL.

PROVISIONS—Compound lards are ¼ cent higher than last week. A slight falling off in supplies is the cause. Live and dressed hogs are somewhat easier. The market as a whole is brisk and shows a decided increase over last year at the same time.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16⅝
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¾
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16⅝
Pails, tin, 20 lbs. gross, per lb	0 16¾
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 10⅞
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 11¼
" 5 " " " "	0 11⅜
" 3 " " " "	0 11½
Pails, wood, 20 lbs. net, per lb	0 11½
Pails, tin, 20 lbs. gross, per lb	0 10¾
Tubs, 50 lbs. net, per lb	0 11
Tierces, 375 lbs., per lb	0 10¾
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Canada short cut back pork, bbl. 45-55 pieces	31 00
Heavy clear pork, bbls. 20-35 pieces	31 0
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14
Long clear bacon, heavy, lb	0 15½
Long clear bacon, light, lb	0 16
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14
Large sizes, 18 to 25 lbs., per lb	0 15½
Medium sizes, 13 to 18 lbs., per lb	0 16
Extra small sizes, 10 to 13 lbs., per lb	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17
" " " small, 9 to 12 lbs., per lb	0 17½
Breakfast bacon, English, boneless, per lb	0 18
" " " " "	0 17½
Windsor bacon, skinned, backs, per lb	0 18½
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	8 50
" dressed, per cwt	12 50

BUTTER—The market at present is quite dull. Stocks in storage are fairly large, and in the absence of any export inquiry, exporters are not anxious for fresh goods. Local demand is normal and prices steady with no quotable change.

Receipts for the past week were 7,623 packages, as against 9,426 packages in 1908, same week, thus showing a decrease of 1,803 packages. For the season they are 319,735 packages, as against 351,517 packages in 1908, also showing a decrease from last year.

Creamery, solids, lb	0 25
Creamery prints	0 25½
Dairy, tubs, lb	0 19 0 21

CHEESE — Stocks are large in big centres in England, while in the smaller towns there buying is only to supply present needs.

The large firms are still "bearing" the market with a view to lowering New Zealand prices still further. New Zealand cheese is now quoted at as low as 54s., which is one to two shillings less than Canadian. The chances are there will be no changes until after the close of navigation. Cheese at present prices looks cheap to those who are able to hold on. Receipts for the week were 61,368 boxes, as against 56,879 boxes same week 1908. For the season they were 1,633,309 boxes, as against 1,605,407 boxes same season last year.

Quebec, large	0 10⅝ 0 11¼
Western, large	0 11¼ 0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12½ 0 13
Old cheese, large	0 15 0 16

EGGS—The market is firm. Receipts from the country are small, and at present, storage stocks are being used. On account of the small stocks now on hand, it looks like a firm market from this on.

Receipts last week were 2,564 case, as against 2,503 cases same week last year. For the season so far they are 173,750 cases, as against 171,869 cases, corresponding season 1908.

Selects, dozen	0 28
No. 1, dozen	0 25
No. 2, dozen (nominal)	0 19 0 20

HONEY — There are no changes in price. Buckwheat receipts are large and of good quality.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11

TORONTO.

PROVISIONS—The demand for cured meats, in consequence of high prices, has somewhat fallen off, but the demand is still quite equal to the supply. Hogs are easier, but in the same proportion have the receipts fallen off. Poultry and fish are considered cheaper, which are largely used instead of bacon, and the best season for cooked hams is also over.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14½ 0 15
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15½ 0 16
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 19 0 20
" pea meal	0 19 0 20
Heavy mess pork, per bbl	25 00 25 50
Short cut, per bbl	27 00 27 25
Lard, tierces, per lb	0 14½ 0 15
" tubs "	0 15 0 15½
" pails "	0 15½ 0 16
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	7 25
Dressed hogs	11 00

BUTTER—The butter market is still more or less unsettled, and waiting for several "guesses" to develop. There are so many new features connected with the butter supply of the world that even the oldest heads are completely lost in making their calculation. The local demand for choice butter is good, and there is some difficulty in securing enough of the right kind to supply the trade. As the cold weather is approaching, and the feed is changing from good grass to frozen grass, hay, roots, etc., the quality of butter will depreciate and when this takes place, stored butter can be switched in without any complaint, and as there are large quantities on hand there is no likelihood that butter will go higher.

	Per lb.
Fresh creamery print	0 25 0 26
Fresh creamery solids	0 24 0 25
Farmers' separator butter	0 22 0 23
Dairy prints, choice	0 20 0 21
Tub butter	0 19 0 20
Baking butter	0 17 0 18

CHEESE—The price of cheese all summer has been held at a point just a little too high for the English market and as a consequence more than the usual quantity is carried by Canadian dealers. There is, however, more enquiry from England, whether this is to find out whether our people are getting tired of carrying their loads, or whether they really need the cheese is not yet quite certain. It is, however, reported that several deals went through at an advance of sixpence. This would indicate that they need our cheese. Our local markets are unchanged.

Cheese, new, large	0 12¼ 0 12¾
" " twins	0 12¾ 0 13

EGGS—Dealers are now drawing on their cold storage stock to supply the local trade. The receipts of fresh eggs are not sufficient. New laid eggs sell as high as 30 cents a dozen.

Fresh eggs	0 25 0 26

POULTRY—The poultry trade is quite brisk. The receipts of live stock are heavy. We called attention last week to the fact that farmers should prepare or finish them better for the market. Last year the turkeys, especially, were in bad shape for Thanksgiving. This should not be repeated this year. If it pays at all to raise poultry for the market, it pays to feed them well a few weeks before they are killed.

Early spring chicken, alive, per lb	0 11 0 12
Spring chicken, dressed	0 14 0 15
Hens, per lb, dressed	0 12
Turkeys, per lb., large	0 16 0 18
Spring ducks, alive	0 13 0 14
" " dressed	0 14 0 15
Old ducks	0 08

Suggestions for Improving Quality of Butter

Few Creameries in Ontario Compared to the Number of Cheese Factories—Much of the Dairy Butter Badly Made — More Creamery Butter Should be Made.

By a Retail Grocer.

According to the recently issued report of the dairying director, G. A. Putnam, the dairy products of Ontario during the season of 1908, are as follows: The number of cheese factories in operation was 1177, and the number of creameries was 97. The quantity of of milk delivered at all the cheese factories was 1,661,039,751 lbs., which made 120,624,436 lbs. of cheese, with a cash value of $13,106,919.95. According to this report it took 13 77-100 lbs. of milk to make a lb. of cheese which netted 10 86-100 cents. The creameries produced 9,895,109 lbs of butter with a cash value of $2,355,170.43.

As only the cream is used in manufacturing butter, we have no figures to show the quantity of milk which was required to produce this quantity of butter. It, however, shows that the average value of butter per lb. was 23 4-5 cents and the average value of cheese per lb. was 10 86-100 cents.

There are several features in this report which prompts one for further information that would be interesting. The one is, why are there 1177 cheese factories and only 97 creameries in Ontario? It may be presumed that the largest part of our butter is still made by the farmers in private dairies, and the cheese is all made in factories. But the question again arises, why is this the case? We all know that creamery butter always brings a higher price than the best dairy butter, and very much more than the large quantity of "rubbish" that is still made and sold as butter. Why are farmers protected against all kinds of substitutes for butter, if the general public who have to buy their butter, could get it for much less, and be better satisfied than with much of the dairy butter? Would they not have a right to ask the government either to force the farmers to make good butter or else let them compete with oleomargerine? This would force all whose butter would not come up to a certain standard, either to improve or else let the creamery make the butter for them.

Which is More Profitable?

Another matter that would be interesting to know, and that is if cheese averages 10 86-100 per lb. and butter 23 4-5, which pays the farmer the best allowing accurate value for the by-products of each.

Now since all the up-to-date farmers are using separators there is no reason why the cream should not all go to the creamery. Surely the higher price of creamery butter would pay them, and it would also have a tendency to raise the standard of Canadian butter. Another item that strikes us as remarkable is the quantity of milk it took to make a lb of cheese. Thirteen and 77-100 seems to be altogether too high. Some years ago ten pounds was considered a fair average. Even if it takes 3 pounds more to make a lb. of cheese, it is very doubtful whether the cheese is that much better in quality. There seems to be a lack of careful superintendance in the dairy work of Ontario.

SOMETHING NEW IN BUTTER CUTTERS.

Patent on a Machine for Cutting Any Size up to 56 lbs.

A new patent has recently been taken out on a machine for cutting any size of butter up to 56 lbs. into pound sizes. The simplicity and cheapness of the machine will undoubtedly make it a very desirable article for the grocer who wants to buy bulk butter and cut it himself. It will do the work of more expensive machines and is far superior to the only cheap method now in use, that of pressing the butter in a mold and then turning it out.

The construction is very simple, a cubic framework, open in the centre with four corner posts. The butter is placed in the centre and one, or two, operators, whichever is convenient, press down a four-sided frame which fits inside the posts. This frame is strung with wires at the spaces necessary to give the end size of pound packages. By pressing this through the butter, columns of the right dimensions are left. By turning the butter on its side and using a different frame, the length of the package is cut, in all giving fifty-one pound bricks and six pounds of scrap from the 56 lb. case. The wires may be shifted to cut any size and less than a minute is required for the entire operation.

W. Mills, representing the F. F. Dalley Co., is covering his territory with an automobile.

Frank Menzie, superintendent of salesmen, the F. F. Dalley Co., called at The Grocer's Toronto office this week.



The package

helps to sell the goods if the PURE INGREDIENTS are inside. Our package bearing

"WHITE DOVE"

is a guarantee of all that's good.

Pure Goods



Air-tight Package

It saves time to be in line.

MANUFACTURED BY

W. P. DOWNEY

MONTREAL

QUEBEC CITY

Any manufacturer desiring up-to-date and conscientious representation in this district, by a broker thoroughly conversant with the trade and local conditions, should communicate with me.

I will be glad to advise you on the possibilities for the development of YOUR business here.

J. P. THOMAS

25 St. Peter Street, Quebec

(TEAS A SPECIALTY)

GILLETT'S PERFUMED LYE

CAUTION.

Put a strong glass on the label and examine it closely every time. Always look for the name **"Gillett's."**

Like all good articles, which are extensively advertised, **Gillett's Lye** is frequently and very closely imitated. In some instances the imitators have actually copied directions and other printed matter from our label word for word. Be wise, and refuse to purchase imitation articles for they are never satisfactory.

Insist On Getting Gillett's Lye

and decline to accept anything that looks to be an imitation or that is represented to be "just as good" or "better," or "the same thing." In our experience of over fifty years in business we have never known of an imitation article that has been a success, for imitators are not reliable people. At the best the "just as good" kinds are only trashy imitations, so decline them with thanks every time.





E.W. GILLETT COMPANY LIMITED

WINNIPEG. TORONTO, ONT. MONTREAL.

Every Grocer in the country can make money out of Wm. Clark's advertising.

Any article of such merit as Clark's Meats, and advertised as extensively as Clark's Meats, is bound to be in great demand.

As Clark's Meats are advertised all over Canada, there is not a grocer who would not benefit by the sales resulting from such advertising.

In is only after putting in a supply that he realizes what sales have passed his door.

Clark quality, Clark reputation and Clark publicity combine to aid the grocer in his sales.

Clark's Pork and Beans
Clark's Mince Meat
Clark's Ham, Tongue or Veal
Clark's Ox Tongue
Clark's Sliced Smoked Beef
Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties

Grocers!

DO YOU WANT your package butter cut NEATLY, QUICKLY and ECONOMICALLY into pound prints?

Our New $35 Butter Cutter will Cut a 56 lb. Package in THIRTY SECONDS.

It almost duplicates the work of a $300 machine.

SIMPLE TO HANDLE

WRITE US FOR PARTICULARS

The
Weller, Coleman Co.
706 Papineau Road **Montreal, P.Q.**

Flour, Pork, Grain
Smoked Meats
and
General Provisions
also
Hay and Oats

Geo. Tanguay
Lower Town, Quebec

ROLLED OATS
FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.
WRITE FOR QUOTATIONS.
Prompt attention to all orders.
J. W. EWEN, - Uxbridge, Ont.

L. E. Dastous & Co.
Grain and :: ::
General Brokers
Sherbrooke, - Quebec
SPECIALTY {Sugars and Dried Fruits
Correspondence solicited from foreign shippers.

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

R. F. Cream & Co.
General Brokers and Commission Merchants
Flour, Grain, Provisions, Teas and General Groceries
Correspondence Invited
75 Dalhousie St., Quebec, P.Q.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

Communicate with the
Largest Produce Firm in Quebec
for your purchases or sales of
Butter, Cheese, Eggs, Pork, Hams and Bacon
IT WILL PAY YOU.
Remember the Address:
ÆMOND & CÔTÉ,
22 St. Peter Street - QUEBEC

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

PROF. VINK'S
CELEBRATED
Horse and Cattle Preparations
Always in demand. Yield good profit. Secure catalogue and full information from
The Joliette Chemical Co., Ltd.
JOLIETTE, QUE.

Chevalier, Pouliot & Cie.
WHOLESALE GROCERS
Proprietors Famous "CONGO" Brand GUARANTEED GOODS
Correspondence solicited. Address us at
JOLIETTE, - QUE.

52 Highest Awards in Europe and America
WALTER BAKER & CO.'S
CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

E. M. LENNON & CO.
Wholesale Dealers in
FLOUR, GRAIN and PROVISIONS
Opposite Grand Trunk Railway
Wellington Wharf, - Quebec

Custard Powder
The BIG Two-Power 5c. pkg.
Manufactured only by
EDWARD J. NATION & CO.
BRISTOL, - - ENGLAND
WE STOCK IT
W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

The Largest and Oldest Barley Manufacturers in Canada
LET US QUOTE YOU PRICES ON—
Pot and Pearl Barley
Split Peas and Feed
John MacKay, Limited
BOWMANVILLE, - ONTARIO

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

Confectionery Needs Special Care and Attention

Tasty Surroundings for the Stock Essential—Show Cases and Other Fixtures are Good Investments—High Quality Chocolates Bring Best Profits—Suggestions on How to Display Them to Bring Best Results—Dust Must be Kept Down.

By L. C. Harkness.

A branch of trade which many grocers are interested in, and in which many are meeting with fair success is confectionery. Success in the broad sense of the term is realized by the same means; it matters not what line of business a dealer may be interested in. The success depends upon the extent to which he serves the public. And to serve the public adequately by a confectionery store or department, requires the application of tactics peculiar to the business itself.

Any sign painter is not necessarily a high-class artist; a warehouse employee could not be expected to be an efficient traveling salesman; a delivery boy is not as a rule, as highly efficient as a clerk behind the counter. Neither is the salesman who is used to handle salt and canned goods, as a rule serviceable in handling chocolates or cream puffs unless he makes a study of the latter work.

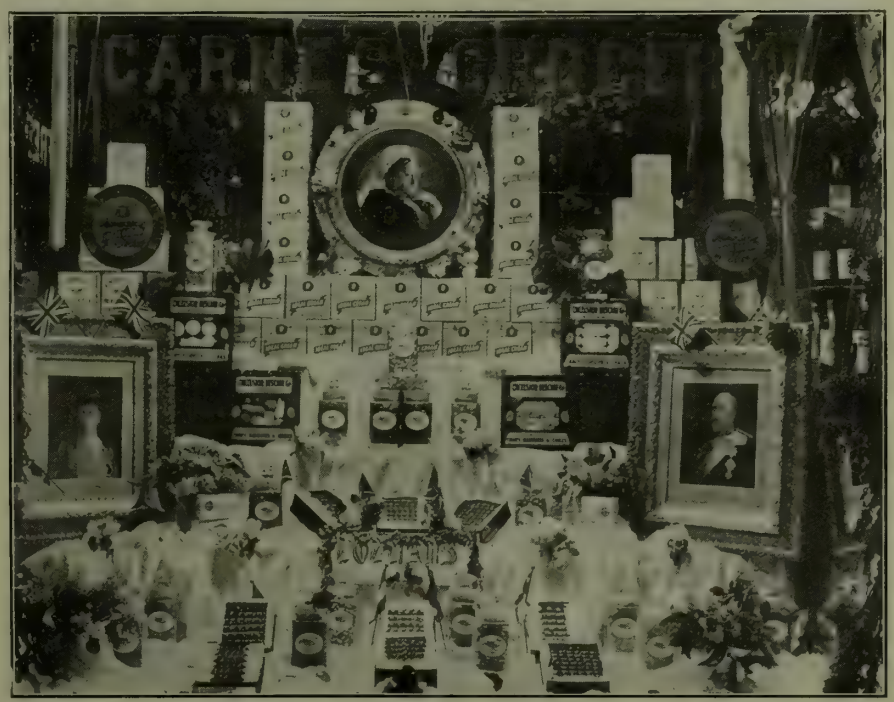
Harmony Must Exist.

Every store should in as great a measure as possible be made to harmonize with the class of goods to be displayed and sold. And such goods as make up the list that are in a confectionery stock must of necessity be in as tasty and delicate surroundings as possible. This is where many dealers make a mistake. It does not matter what price you pay for chocolates or fine cakes; it would be better to handle pan-cakes and butterscotch if you have not a clean, tasty place to put them.

It may be argued that beautiful fixtures, delicate wall trimmings and spotless showcases all are costly to instal and keep up. This may be true. But there is not an experienced confectioner who will maintain that it does not pay in the end, and that the profits of the business will warrant an equipment in keeping with the class of goods to be retailed.

An experienced confectioner recently stated that the main feature in the successful management of a confectionery store is to have everything as delicate, tasty and attractive as possible. This applies both to the goods and to the interior equipment. There are very few, he said, who really know how to handle chocolates. Customers have no idea how much trouble and care there is in keeping a tray of chocolates in excellent condition. Each chocolate is to be handled separately, brushed off carefully with a camel hair brush, piled on the tray in such a way as not to scratch the surface. The loaded tray when completed must be neat and every chocolate must be arranged exactly so as to give a systematic effect to the whole.

Piling in pyramid form is the most satisfactory since it exposes every chocolate, and it affords a splendid means to store them in a handy place without the appearance of over-crowding.



A Confectionery Window That Was Shown by The Carne Grocery, Victoria.

Dust Spoils Chocolates.

The confectioner must be continually fighting the dust. It is his worst enemy. The least speck of dust on the surface of a chocolate greatly detracts from its delicate and refined appearance, so the little camel hair brush must be constantly used. The surface of chocolates, too, often become "foggy" due to the action of certain ingredients upon coming in contact with the air; this must be brushed brushed off since it gives an old appearance to the candy.

Too many dealers over-buy in chocolates. The new stocks should be so limited that upon arrival they may all be opened immediately and kept in a cool, dark place. It is wise to buy light and watch the trade. This is another peculiar aspect of the business. It requires an alertness and a mastery of details, perhaps to a greater extent than any other business.

A chocolate manufacturer remarked a few days ago that he would prefer a dealer to buy in one hundred pound lots and buy every day if necessary, than to have him buy several hundred pounds and risk losing some of that quantity. It is proven that the best way to keep the goods fresh and tasty is to keep buying the fresh goods continually.

The wide awake merchant will never buy cheap chocolates. It never pays him. A customer may buy the 25 cent grade if you have it but it is possible that the same customer will not return for chocolates again. If the 60 cent variety were purchased, they have the quality and flavor which will cause the customer to return for more. The quality sold of course will depend largely on

the class of people in the community. Emphasize quality wherever possible, however, and develop individuality in your own business. Make every one in town know that there are no disappointments handed out in your store.

How to Sell Chocolates.

The merchant always finds it to his advantage to put up the goods tasty and well when selling over the counter. It is never policy to put chocolates into a paper bag. Quarter, one-half and one pound card-boxes are much neater and cleaner and they prevent the candies from being crushed. Most retailers will find it to their advantage to put candies up in this way, particularly on all purchases over twenty-five cents.

That which is true of candies regarding cleanliness and attractiveness is also true of cakes and fine table confectionery. No one will be induced to buy a cake if he sees it through a glass case which has been a support for flies.

There is also great need for care in cutting cakes. Few confectioners cut their cakes properly. This may be due in most cases to unskilled salesmen employed or carelessness on the part of the salesman. The little details about cutting evenly and with a keen knife which is washed after every usage must not be over-looked.

Weigh Carefully.

Cakes of all kinds is a line of goods that needs great precaution in delicate weighing. It is sold and bought by the pound and after sitting in the case for some time it loses weight, due to the evaporation of moisture. This must be accounted for in retailing, and if pains are not exercised in this direction, there is plenty of chance to lose money. The most modern and accurate scale should always be convenient on the cake counter and special cognizance be taken of the fraction of an ounce. The scale that will show the weights quickly and plainly is preferable.

Make Neat Parcels.

Occasionally one sees on the street car a lady carrying home cakes or pastry from the down town confectioner, with some of the contents oozing through the parcel or package. A great science of the business is to put things up in such a way that they may be carried or delivered in a neat, undamaged condition. Confectioners have been known to put cream-puffs in paper bags for delivery to the customer. Now if the puffs are crushed, as they often are, to such an extent that they cannot be put on the table in good form, can the dealer be surprised if that customer does not order cream puffs the next time she comes to the store? Goods of this nature should always be boxed, and cream puffs should be placed in boxes with individual brackets for each puff. There are boxes made for this specific purpose and it is reasonable that they should be used in every case.

In the matter of window display in both cake and candy, cleanliness and delicate trimmings must always be insisted upon. There is a tendency to overload the candy window in an attempt to display as much of the stock as possible.

The writer has in mind one of the most successful confectioners in Manitoba who adopted the policy of one-line window displays to the greatest satisfaction. He said that by inserting an individual line each day that the dealer would soon learn what line was the best selling and the most popular to handle. In time he could more carefully discriminate in his buying and this would save him money.

In a display of chocolates it is always best to arrange them orderly and neatly and in polished glass plates or dishes. This will tend to intensify the delicate nature of the article.

Have You Entered the Orange Meat Contest?

If not, you are missing an excellent opportunity to win some large cash prizes.

$700.00

Cash is the First Prize

Get your customers to save the bottoms of Orange Meat boxes for you.

Send your name and address to Orange Meat, Kingston.

Read postcard in package.

Contest closes November 30th, 1909.

Anchor Brand Flour

makes delightful Bread, Buns, Biscuits, Pastry and, in every way flour is used, upholds the manufacturers' guarantee of "highest quality attainable."

LEITCH ANCHOR BRAND OAK LAKE

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Man.

GRATEFUL COMFORTING

EPPS'S COCOA

The Choicest of all Cocoas

The Most Delicious
The Most Nutritive

A cup of this delightful beverage is a cup of real enjoyment, giving true exhilaration and invigorating the whole system.

The LEADING COCOA of MANY GENERATIONS

Special Agents G. E. COLSON & SON, Montreal

Nova Scotia, E. B. ADAMS, Halifax. Manitoba, BUCHANAN & GORDON, Winnipeg

How to secure success in the grocery business

Every merchant in Canada would take out a policy that assured permanent commercial success. Varying market conditions---bad times---periods of money stringency and their attendant results would be all wiped off the slate. But, Mr. Grocer, *there is one sure way* of making commercial success *an absolute certainty.* Secure the right kind of *Reputation*---by stocking *high grade, first quality* goods. So conduct your business that the particular women of your town will call your store *"The Pure Food Shop."* Get the right kind of *Reputation* and your success as a merchant is absolutely assured.

Take biscuits, for instance. You should stock *Christie biscuits,* because they are the best.

That's no mere advertising statement, but *a definite commercial fact.*

Fastidious women *know* that the name *"Christie"* is an absolute surety of biscuit purity and perfection.

They *insist* on Christie biscuits. If they cannot get them at your store, they'll go to your competitors'. And you can bank on it that they *will buy more than biscuits.*

Let's tell you why *Christie biscuits are the best.*

Every ingredient entering our "Bakes" *must* be high-grade table quality.

Biscuits cannot be better than the dough from which they are made.

We use only *a special blend of the best* flours milled—sift and test the blend *by actual baking.*

Lard, butter and eggs *must be high standard*—nothing less could maintain the *"Christie"* reputation.

Our factory is the *biggest* and *cleanest* in all Canada. Hundreds of discerning women visit it every year and carry a story of *cleanliness, quality* and *scientific baking* to every city town and village in the Dominion.

They *repeat* that story to their friends—they see the same story told again and again, in our wide, general advertising, and *the goods prove that story true,* every word of it.

That's why the name "Christie" is a household word from coast to coast.—Why people who want the best *insist* on *Christie biscuits*—why grocers, chary of their reputation, do not care to carry other lines.

Every one of our 600 varieties must come up to our high standards—every batch of biscuits we bake from our famous Zephyr Cream Sodas, to our latest new, fancy line, "Zoo Biscuits," *must uphold* or *better* "Christie" reputation.

We attribute our success to four things—

Long experience,

Business Ideals,

The *enthusiasm of our employes to excel,*

And—the *concentration* of our *energies* in making biscuits.

Stock Christie Biscuits. They sell more than biscuits.

CHRISTIE, BROWN & CO., Limited, Toronto

"Premium Goods"

Storekeepers wishing to handle premiums, write for our Picture proposition. We have the finest line in Canada.

Merchants Portrait Co.
TORONTO

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.



¶ Besides saving money on discounts and freight, you will do a much more profitable soap business than you have ever done before—if you handle our full line.

RICHARDS—
Quick Naptha Soap
Snow Flake Soap Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

When writing to advertisers, kindly mention having seen the advertisement in this paper.

The display of taffies and peanut candies seems to be most attractive in an attempt to intensify the purity and cleanliness of the article. A confectioner who has had great success with candies other than chocolates states that he always displays these on a starch board, spread out as if they had just come fresh and pure from the candy room. This dealer was also a firm believer in the one line display.

Candies appeal to the taste while cakes appeal to the taste and appetite. The appetite likes quantity, and the delicate arrangement of the whole tends only to whet the appetite. So while moderation must be used in dressing the window yet the cake window can well be different in this respect from the candy window. Quantity is a good thing to emphasize, and at the same time the arrangement and back ground should be such as to emphasize the quality and refinement of the goods.

Look After the Details.

In summing up it must be stated that the details of the business count for much. Fight the dust. Instal tasty equipments. Buy carefully. Deliver goods in uninjured condition, and tempt the human taste and appetite by window displays. These are some of the points to which the successful retail grocer-confectioner must give attention.

TRY
A
CANADIAN GROCER
WANT
AD.

IF you want a new clerk.
IF you want to rent your store.
IF you want a situation.
IF you want to sell your store.
IF you want to buy a store.

THEY
BRING
RESULTS

See page 181.

A Card to the Crockery Trade

Carveth & Company

Manufacturers' Agents and Importers

Sole Agents for Canada for

Lovatt & Lovatt, England—Langley Ware.

The British Anchor Pottery Co., Ltd., England—Anchor Brand Table and Bedroom Semi-China Ware.

The Pearl Pottery Co., Ltd., England—Tupie Ware, Cobalt Blue Band and Semi-China Wares.

James Pearson, Ltd., England—Stone, Bottle and Jar Manufacturers.

Robert Heron & Son, Scotland—Fife Pottery, Hand-painted China Ware.

Isaac Sherwood & Son, Ltd., England—Lamps, Lamp Burners and Electric Light Lamps.

New Pegamoid, Ltd., England—Pegamoid Brand Imitation Leather Cloth.

The Leather Cloth Co., Ltd., England—"Crocketts" Japanned Patent Leather Cloths.

Write for illustrated catalogues and quotations.

Office: 600 Lindsay Bldg., MONTREAL, P.Q.

The Man-Power Behind Five Roses

Once, Brother Grocer, there lived an Old Lady of disposition somewhat inquisitive.

(Surely, neither new nor strange—a lady that's "given to research").

Who asked Whistler the great painter: *"What do you mix your colors with to obtain such beautiful effects?"*

And Whistler's prompt reply: *"Brains, madam, Brains."*

* * *

In the big Keewatin mills, as fine and complete as Money married to Science can bring forth, even in their most inventive mood, you, Brother Grocer, could shake hands with Efficient Craftsmen, the *most Painstaking in the trade.*

Skilled Operatives who insist on mixing their daily work with Brains and Enthusiasm.

Brains, Brother, *Brains.*

* * *

They are not merely *"men on the pay-roll."*

Each takes Personal Pride in mastering his own particular task, and never allows his task to master him.

The Wheat Cleaner and Separator leaves *nothing* for the next process man to correct.

The Grinder and Rollerman does not fail in his duty to the detriment of the Silkman and Bolter.

Each contributor to the Finished Perfection of a flour fit to be branded "FIVE ROSES," shows by his every act, every job completed, that he *will* have his standard so high that his employers will call it "The Standard."

* * *

Such, Brother Grocer, is the Man-Power behind FIVE ROSES.

And the Brain-Power.

Since the Keewatin "Dusties" are not mere "Cogs in the Wheel"; but Intelligent, Happy, Flesh-and-Blood men who realize that the "Boss" takes an interest in them, and that their Good Qualities will stand out on their work along with their shortcomings.

Thus they make flour for the folks who want their money's worth, and who *get* it when they buy FIVE ROSES. It's a matter of Conscience with them —they haven't the hardihood to make an outclassed type of flour.

* * *

Therefore, Brother Grocer, than this flour there is *none* better.

And when "best" is said, FIVE ROSES is suggested.

So that there is no middle ground—you must either sell FIVE ROSES or sell something *inferior.*

Be it known to the best cook in your town, that hereby she is defied to show *equal* effects with any other flour —*bar none.*

Bears testimony to FIVE ROSES' worth, the housewife who annually bakes the prize loaf at the County Fair.

And she who tries it out is for all time *spoiled* for any other brand but ROSES.

* * *

Judge FIVE ROSES by Past Performance and Present Achievement.

By a milling capacity of 10,500 barrels per diem, representing over two decades of Steady Growth, *the true sign of Healthy Business.*

Which is based solidly on the *Continued* Prosperity of the Retailer, signifying his Steady Benefits.

You, too, Brother Grocer, can become a Big Winner by using the same means which have with us so *eminently* Made Good.

Sell FIVE ROSES to-day—

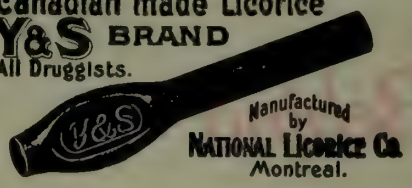
For to-morrow is the excuse of the rent payer.

LAKE OF THE WOODS MILLING COMPANY, LTD.

MONTREAL——————WINNIPEG

Makers of Five Roses Flour

Canadian made Licorice
Y&S BRAND
All Druggists.



Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse, Calgary and Edmonton

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal  Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round
Mott's
"Diamond" and "Elite"
brands of
Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Effect That Stale Goods Have on a Grocer's Trade

Flour, Cereals, Biscuits and Confectionery if Kept too Long Deteriorate in Value—Writer Says Turn-overs Should be Frequent —Customers Won't Eat Stale Breakfast Foodss.

By A. H. Harvey.

Flour, cereals, bread, biscuits and confectionery, constitute a large portion of a grocer's business.

It is estimated that it takes 1,400,000 bushels of wheat to supply the world daily, and a large part of this is handled by the grocers. It is, therefore, the aim of this article to point out how to handle them to best advantages by the grocer, or rather perhaps, point out the results of bad or careless handling.

There is very little flour to be done up by the grocer and sold by the pound, and therefore he gets away from the difficulty the merchants of the past had in keeping it clean and free from insects, vermin, etc. All flour is now put up by the miller in packages to suit the grocers, all of which saves him a great deal of work and care. He also has the advantage of buying his supplies in smaller quantities on account of better delivery services; and yet with all this, consumers frequently have reason to complain about flour and cereals which have been damaged through the carelessness of the grocer.

The time was when a few worms in flour, a few creepers in cheese or a rank flavor in butter, was taken as a matter of fact, but now those things have all changed ; the people want good clean goods and the grocer must supply them or get out of business.

Cheapness Counts Little.

It has frequently been mentioned by various writers in The Canadian Grocer that it is not now who sells the cheapest, but who can supply the goods in the best condition. It, therefore, must be a continual study for the grocer to learn how best to meet this demand, and gain the reputation necessary to do a successful business.

To keep goods in the best condition, to make a profit over expenses, and to satisfy the customer, must be the aim of the grocer. As the flour reaches the grocer in secure packages or sacks there is not much danger of dust or dirt, but as it is more or less affected by dampness or other atmospheric conditions, it is best for the grocer to buy in smaller quantities in order to have it always fresh and free from taints.

He should also understand the different quality of flour so that he could intelligently recommend the right flour for different purposes. He should further consider and work out which would be the most profitable to himself and his customer to sell flour or bread. If he can show to his customers that it pays better to buy flour and make their own bread it is good storekeeping to do this, and the customer when convinced of this fact will appreciate the advice.

Profit in Baking.

With bread at the present price of five cents a pound, and flour at $6 a barrel, it can easily be shown, when a barrel of flour makes 280 lbs. of bread, that it pays customers to do their own baking. Besides the profit in baking their own bread it also escapes the unavoidable dirty handling in delivering it from the wagons. The grocer is in no way beholden to the baker for he supplies all the people he can direct, and the grocer can only serve what he has left. At any time, however, the grocer should be independent enough to do the best he can for his customer and himself, so long as he does not violate the fundamental principles of trade.

Stale Cereals Spoil Sales.

Every grocer must have noticed that some of his customers used a certain kind of cereal for some time, and were fond of it, but that all at once they ceased to buy it. If he asks them the reason, they will tell him that they got tired of it. The real reason in nine cases out of ten, is that they got stale goods, and without knowing this they think the trouble is in themselves.

One of the most stupid things a manufacturer of cereals can do is to overload the retailer. In no other way could he ruin his business more effectually. It would be far better for the retailer to be sold out of the goods sometimes than to be selling them when they are stale.

Keep Biscuits Fresh.

The same rule applies to biscuits. Under no circumstances should they be allowed to become stale. It is far better not to carry so many varieties than to keep them too long.

Confectionery requires special care. As these goods are always a luxury they must be toothsome or they are of no value. All kind of cakes contain lard or other shortening and they are sure to become stale and strong in a short time. Unless, therefore, they are sold soon after they are made, they are not as good as ordinary bread. Confectionery including all kinds of candy, adds a profitable line to the grocery trade, if handled right, but will be a constant loss and annoyance if it is not properly regulated. The success or failure, therefore, that a grocer meets with in all these lines depends entirely on his own management.

There is something

DELIGHTFULLY DIFFERENT

about the "Perfection" Soda Cracker, which distinguishes it from other Soda Biscuits, and which has created an insistent demand for it throughout the Dominion.



are so good because they are made of the purest materials, by the highest skilled labour in an up-to-date factory.

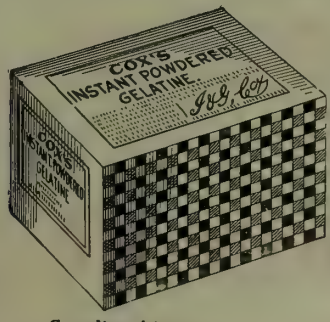
The grocer who is not handling Mooney's is letting the chance of a profitable trade slip out of his hands.

Be wise and stock up with "Perfection."

The Mooney Biscuit and Candy Co.

Stratford————Ontario

Cox's Gelatine



COX'S GELATINE is a STEADY SELLER; therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS.

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills, EDINBURGH

"Chocolate Bordo"

The Sweet That All Can Eat

There is a reason why **"Bordo"** has proved such a phenomenal seller from the time it was first shown, and there is a reason why every dealer who has handled **our line** has sent in repeat order after repeat order.

THE REASON IS

The distinctive quality and flavour of **"Bordo."** We have many imitators but they can't copy the delicious flavor and consistency that has made **"Bordo"** the candy hit of the past 25 years.

Your stock is not complete without this specialty. **Chocolate "Bordo"** will stimulate sales for you—they will repeat.

Make this Fall's business big in profits.
Pleased customers. Satisfactory sales. Full of repeat orders.
Don't wait, don't delay, don't hold back
Write to-day for samples and full particulars. **Do it right now.**

THE MONTREAL BISCUIT COMPANY
Montreal.

Sold by leading Wholesale Dealers throughout Canada

Manufacturers of High-Grade Confectionery

FRESH SUPPLIES OF

Carr's Biscuits

are received frequently by their distributing agents in Canada, and always in car loads.

The retailer can therefore rest assured of the absolute freshness and condition of every biscuit he buys. Carr's biscuits are invariably packed in air-tight tins, and reach the grocer as crisp as when they left the factory.

Get hold of, and retain the family trade by means of Carr's specialties.

Ask our agents for them.

CARR & CO'Y, CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Port Arthur to Alberta
L. T. Mewburn & Co., Ltd.,		Province of Alberta
The Standard Brokerage Co., Ltd.,	Vancouver, B.C.,	British Columbia
T. A. MacNab & Co.,	St. John's,	Newfoundland

Quality is the Main Consideration

in the manufacture of

"PEERLESS" "BRAND"

Flaked Oats—Flaked Wheat —Rolled Oats—Corn Meal— Split Peas—All kinds of Feed

We buy only the choicest grain; and we mill them by the most up-to-date process. We are in a position to **guarantee** satisfactory quality of all shipments.

Quotations Cheerfully Given.

PARKINSON CEREAL CO.

Thornbury, Ontario, Canada

A Leader For Over 50 Years

"Cook's Friend Baking Powder"



The baking powder which has stood the test for 50 years can only be one of unparalleled excellence. It is the brand for all grocers to sell who desire to give their particular customers absolutely the best value.

IT IS ALWAYS RELIABLE

An absolutely Pure Cream of Tartar Powder.
The Baking Powder with a profit is the one you should sell.

Have You a Stock Now?

Read what one leading retail grocer says to his customers in his ad. :

"The Old Reliable, McLaren's Cook's Friend Baking Powder, put up in full weight 16 oz. packages, to retail at 25c. each, is worth any foreign imported baking powder at double the money. McLaren's Cook's Friend has stood the test of time—50 years of uninterrupted success. Every package reliable, and guaranteed of absolute purity.

FRASER, VIGER & CO., Montreal."

If "It is worth any foreign imported Baking Powder at double the money" to Fraser, Viger & Co.'s customers, it is worth the same to yours.

THINK THIS OVER—IT WILL PAY YOU.
FOR SALE BY ALL WHOLESALE GROCERS.

W. D. McLAREN, Ltd., Montreal

MANUFACTURERS

Important Buying Pointers on

Biscuits and Confectionery

All manufacturers of these lines have one or more particularly good lines, which are used as leaders. But you, Mr. Merchant, must make up a quantity with each to be able to get these leaders. That is, of course, impossible.

I buy only the Best Lines of each Manufacturer.

My Selection is a Line of Leaders	ALL LINES AT OLD PRICES	I Sell You F.O.B. Your Station

SOME LINES I CARRY:

BISCUITS		CONFECTIONERY	
Jacob's,	Dublin, Ireland	Cailler & Co.	Switzerland
Carr's	Carlisle, England	T. B. Dunn	Rochester, N.Y.
Loose-Wiles Biscuit Co.	Boston, Mass.	Touraine Co.	Boston
Mooney Co.	Stratford, Ont.	Hess Bros.	New York
G. & J. Hamilton & Son	Pictou, N.S.	Fry's	London, England
Masson & St. Germain	Montreal, Que.	Montreal Biscuit Co.	Montreal
Viau Freres	Montreal	Ganong Bros.	St. Stephen, N.B.
Du Sault & Co	Joliette, Que.	Smith & Son	White River Jct., Vt.
and many others.		and many others.	

SEND ME A LIST OF YOUR WANTS

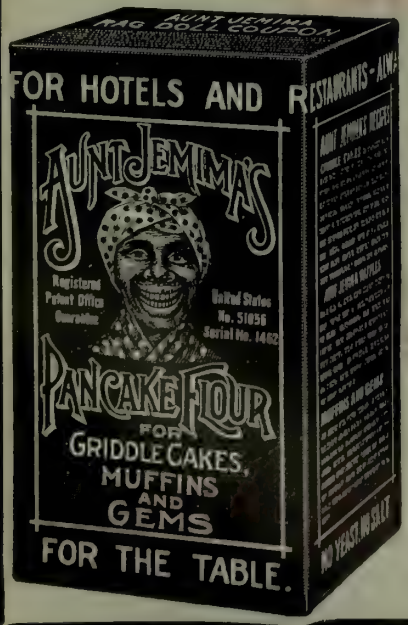
Victor Archambault, Wholesale Grocer and Importer, Sherbrooke, Que.

Mr. Manufacturer, I am open for a good Specialty for this district. Write me.

"I's in Town, Honey" I brings yo' money!



Aunt Jemima's Pancake Flour Is Going to Sell Better Than Ever



Our everywhere advertising will take care of that. We will keep up the advertising so that you can keep up the selling. : : : : : :

AUNT JEMIMA'S PANCAKE FLOUR

is the best known brand on the market. We intend to keep telling housewives about its fine qualities and about our unique coupon plan which increases your sales without increasing your work. : : :

You can sell more of Aunt Jemima's Pancake Flour and make more money with less work than by handling any other brand on the market. : : : :

Aunt Jemima's Rag Doll Family

Aunt Jemima and her rag doll family are the most popular premiums ever given away. Every child wants them and they are given for the coupons on the packages. This plan never fails to work and soon spreads throughout the neighborhood. : : : : :

YOU SELL THE FLOUR — WE SEND THE DOLLS.

Don't forget that Aunt Jemima's is the popular and reliable brand for a good profitable business. Order your stock from your jobber.

THE DAVIS MILLING COMPANY - ST. JOSEPH, MO.

Manufacturers of the celebrated Aunt Jemima's Special Cake and Pastry Flour.

McLaren Imperial Cheese Co. - Distributors for Toronto
Rose & Laflamme, Ltd. - " " Montreal
B. Wiseman & Co. - " " Winnipeg



We Want to Give Your Little One A FULL SET OF 4 DOLLS FREE

Just send us a request on your letter head (this is necessary) and we will send you FREE the entire Aunt Jemima family, all ready to sew and stuff.



The Name

"DIGNARD"

on a biscuit means that it is of the highest quality and of the kind that will please your most exacting customers.

All our lines are made in a new and sanitary factory, equipped with up-to-date machinery, and ovens of the very latest pattern. Only the very purest and best raw materials are used, and expert help is employed.

A Few of our Leading Lines:

LUNCH AU LAIT — RICH TEA
OPERA — MILK
"VILLAGE"

"DIGNARD" (LIMITED)

MONTREAL.

"BIG DIAMOND"

the king of bakers' flour, from Manitoba hard wheat, manufactured in the most modern 400-barrel mill in Canada by

The Central Milling Co., Peterboro, Ont.

CORRESPONDENCE SOLICITED

Let Us Help You Make Money

With our line of quickly-selling biscuits we can do this. Secure a stock—a small trial lot at first if you wish—and just try out the goods. We are quite sure you will find them the best proposition in the biscuit line you have ever attempted.

THE QUALITY IS THERE **SO IS THE PROFIT**

THE CANADIAN BISCUIT COMPANY, LIMITED

STE. ANNE DE LA PERADE, QUE.

"Purest in Pickles" is what is meant by "Sterling Pickles." "Easterling" is the original of the word "Sterling," the name given German traders in England whose money was of the purest quality. **"Quality"—"Purity"** This is what to-day can be written of

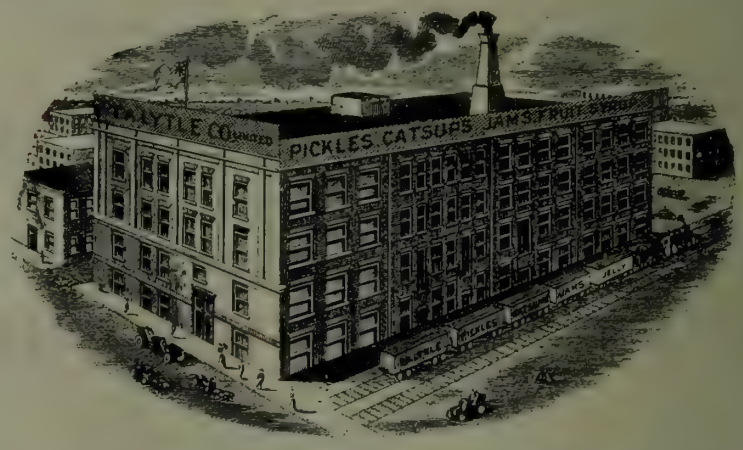
Sterling BRAND

Food Products

Here's a list of our products sold by up-to-date grocers from the Atlantic to the Pacific.



- "Sterling" Brand Pickles in Glass
- "Sterling" Brand Chow-Chow in Glass
- "Sterling" Brand Sweet Pickles in Glass
- "Sterling" Brand Catsup
- "Sterling" Brand Sauces
- "Sterling" Brand South Africa Relish
- "Sterling" Brand Canadian Relish
- Sterling" Brand Flavoring Extracts
- "Sterling" Brand Jams and Jellies
- "Sterling" Brand Marmalade
- Maple Syrup in Glass and Tins, all sizes
- Bitters—Bobs, Celery, Orange, Jack Canuck
- Unfermented Fruit Wines
- Unfermented Phosphate Wines
- Mixed Pickles in Bulk
- Chow-Chow in Bulk
- Sweet Mixed Pickles in Bulk
- Mince Meat in Wood and Fibre Pails
- Cake and Icing Colorings



THE T. A. LYTLE COMPANY LIMITED

Manufacturers of Canada's Highest Grade

PICKLES and RELISHES

Factory and Offices: **STERLING ROAD, TORONTO**

PHONE, PARKDALE 376.

SALTING STATIONS—STERLING ROAD, TORONTO, HOLLAND LANDING, SCOTLAND, STOUFFVILLE, STREETSVILLE, ONT.





BY ROYAL WARRANT



Millers to H.R.H. The Prince of Wales

"ROYAL HOUSEHOLD" CEREALS

Best in the world

OGILVIE OATS
Choice Rolled Oats

WHEAT MARROW
Royal Breakfast Food

PEARL BARLEY
Special Household Quality

PEARL HOMINY
Prepared Soup Corn

GOLDEN MEAL
Fine Granulated Cornmeal

These high-grade Cereals are specially prepared for family use. They are put up in attractive packages and all retail grocers should carry them in stock. Also

"ROYAL HOUSEHOLD" FLOUR



In packages of all sizes



The **Ogilvie Flour Mills Co., Ltd.**

MONTREAL WINNIPEG FORT WILLIAM

Flour, Cereals and Confectionery Department

Wheat Market Remains Firm—Healthy Condition of Affairs Existing—No Change in Flour Prices—Cereals Quoted Lower on the Toronto Market.

From week to week reports of the crop in the Northwest show that the yield of wheat is far in excess of what was anticipated, and yet in the face of this the wheat market is very firm with an upward tendency. Russia is pouring enormous quantities of wheat on the European markets, but under all these conditions wheat remains firm, and is selling even for May delivery at about $1.00 a bushel.

The fact that farmers are in better financial circumstances, and can afford to hold their wheat has much to do with keeping up the price of wheat. By doing this they regulate the market and avoid the slumps which otherwise would take place. This, it must be admitted, is a healthy condition of affairs and the wealth of our bountiful crop will be fairly distributed over the whole country.

MONTREAL.

FLOUR—The market is simply waiting for something to happen. Prices are unchanged, though it was expected that there would be a slight drop before now. Supplies of wheat are very good.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

ROLLED OATS—There are no changes in price. It is hoped by the local men that the report of the Royal West India Commission will open that market to Canadian goods. It is thought that even though no direct effect may be shown, the general interest of Canada, as related to West Indian affairs, will show improvement.

Fine oatmeal, bags	2 65
Standard oatmeal, bags	2 65
Granulated " "	2 65
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 40
" barrels	5 00

FEED—The feed situation is quiet. Supplies continue fair though not so good as last year. Owing to the large crop this shortage is not expected to last long. Prices are unchanged.

Ontario bran, per ton	21 00
Manitoba shorts, per ton	23 00 24 00
" bran, per ton	21 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

TORONTO.

FLOUR—With no change in the price of flour this week, the market is decidedly strong. It is evident that our millers as a rule are disappointed. They were looking for lower prices. However, wheat at or near the dollar mark is not out of the way when compared with other foods.

Manitoba Wheat.	
1st Patent	5 20 5 30
2nd Patent	5 00 5 10
Strong bakers	4 90 5 00

Winter Wheat.	
Straight roller	5 00 5 20
Patents	5 20 5 30
Blended	5 20 5 30

CEREALS—Cereals are quoted a little lower this week in spite of the fact that both wheat and oats are higher. The feeling at present is strong, and that prices will rule high.

Rolled wheat, car load	2 75
" oats "	2 25
Oatmeal, car load	2 50
Rolled wheat in barrels, 100 lbs	3 00
" oats in bags, per bag 90 lbs	2 40
Oatmeal, standard and granulated, in bags 98 lbs	2 65

EXTRACTING SUGAR FROM CANE.

A New Method, Patents for Which Have Been Taken out by Picton Man.

Among the new patents issued by the United States Patent Office are several on a method for drying, desiccating and sifting sugar cane, and the extraction of the sugar thereafter. The patents have been taken out by G. W. McMullen, of Picton, Ont., and his son, G. B. McMullen, and have been granted in all the countries where patents are issued.

The cane is first put through a shredder and finely shredded, not ground. It then goes through a process of sifting, which enables the pith and fibre to be handled separately. This is a great economy in the operation next to be described, that of drying the cane.

The dryer is a specially constructed dry kiln, fitted with moving belts, which carry the shredded cane slowly over steam pipes. The chamber in which they operate is as near air tight as can be constructed, with the two exceptions of an outlet for the moist air from the dryer and an inlet for a warm current of air. The air, charged with moisture from the interior, is sucked out by means of an electric fan. This fan has sufficient capacity to completely change the air in the inside every few minutes, thus keeping up a continuous circulation sufficient to carry away all moisture given off by the cane. Having only warm air enter the kiln saves time in heating it inside.

The great feature of this treatment is the absolute control obtained over temperature, as too much heat would invert the sugar content of the cane.

After drying, the cane can be stored for practically any length of time, which will enable factories using this style of cane treatment to run the year round, simply by drying sufficient cane during the season. At present they can operate only for a few months.

An additional feature of the process is the economy of sugar extraction from the dried cane. Instead of the twelve cells and immense quantities of water now used, only five cells are necessary, with a correspondingly less amount of water. The sugar content is more thoroughly and easily extracted and, naturally, the evaporation of so much less water is a great saving.

An interesting feature which developed lately is that the remainder, after extraction of the sugar (begasse), can be economically dried and used, the pith for artificial silk at over $60 per ton, and the fibre for high-grade paper stock at over $40 per ton, whereas now, the cane refuse is only used as a very poor grade fuel at a nominal price per ton.

There are two dryers now in use, the one a small experimental one at Armour Institute, Chicago, where a course in sugar making by the McMullen process is being given, the other, a larger machine capable of drying 20 tons per day, is also in Chicago, or rather is now to be partly used in a larger 500-ton plant, which will be erected in Cuba in the near future.

It was used for demonstrating that the process could be used on a commercial scale. Several cars of cane were brought from Cuba and Louisiana (for the first time, by the way) to Chicago and numerous tests were made with practically uniform success.

J. Perks and Sons, grocers, Parry Sound, and Parry Harbor, Ont., dissolved partnership on Oct. 1st by mutual consent. John Perks, who has had the management of the Parry Sound store, has purchased the business stock in trade.



"MADE IN CANADA."

All Records Broken This Year!



Johnny Canuck is a good spender at all times, but when he has garnered an extra big crop—Well!

Even with increased facilities our Factory has been running night and day to keep pace with the tremendous demand for

KELLOGG'S TOASTED CORN FLAKES

Without hesitation we claim that this is the best breakfast food in the world, and the public have endorsed our claim.

We spend thousands of dollars every year in our consumer advertising, and this is a tremendous help in pulling KELLOGG'S TOASTED CORN FLAKES through the stores.



The retailer who has pushed KELLOGG'S (the sweet heart of the corn) the past summer has made a big thing, as our sales have been phenomenal. If you once fall into line, you'll decide to stick to "Kellogg's Toasted Corn Flakes."

"They win favor by their flavor."

Battle Creek Toasted Corn Flake Company,

LONDON :: :: CANADA.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

7-20-4 CIGAR

You will find that a tobacco department runs itself, providing you sell good cigars, which give the smoker value for his money. Profits which accrue are larger than you make in any straight grocery line. There is not one half the work; not a third the risk entailed in handling perishable groceries.

Feature our 7-20-4 brand. It is a known cigar enjoying a high reputation. A perfect weed, A1 wrapper, high-grade filler. A good seller at the right price to all smokers. The name is an easy one to remember. Educate the men of your vicinity to associate 7-20-4 cigar quality with your store.

The SHERBROOKE CIGAR Company

Sherbrooke, Que.

The Advantages to Grocers of Fall Fair Exhibits

Grocer Tells How a Country Merchant Won Big Tea Prize Through Aid of the Advertising He Received at Country Fair—It Makes the Store Known to Hundreds of Prospective Customers—Get all the Publicity You Can.

By D. T. Hodgson.

There is only one way to success in business—that is, advertising in its different phases, and one of the best methods is for the grocer to make some special display at the annual county fair. These are now held in many cities, towns and villages, throughout the country.

Take, for instance, the National Exhibition held in Toronto each year. The spaces allotted for displays are taken up long before the Exhibition opens. For what reason? For the manufacturer or the agent to place before the many thousands of visitors the advantages to them of buying this or that whenever required. It is the same with the retailer of the country town.

Some years ago a wholesale firm offered an inducement in the way of ten half-chests of tea, free to the retail grocer making the most sales of this particular blend of tea during that year.

One merchant, not unknown to me, started at once to advertise. Both newspapers of the town contained its merits, and at the fall show he made a very pretty exhibit.

A couple of young ladies demonstrated its quality to every lady and gentleman who managed to crowd near the booth.

Defeated all Competitors.

Now, what was the reward? In face of competition with grocers in larger towns, and even in cities, he captured first prize by selling that year 2¾ tons. Hats off to the merchant who fights his way to victory!

Nearly every year this same firm has an exhibit at the fair. One year they arranged with a manufacturer to demonstrate quick puddings and jellies. Another year they demonstrated blends of coffee; and still another, jams and jellies. No wonder this firm is known in every house in the town and country surrounding, and the ever-increasing trade the firm is enjoying is credited a great deal to this mode of advertising.

Then, why should not other grocers do the same? Arrange an inviting booth in the main building, decorate it with inviting colors and flags; do not move your store down, by any means, but with a few samples of this and that, arrange to demonstrate the tea or coffee you sell, or anything that will appeal to the home. Have the name of your store or firm on cards or ribbons, as well as the location, street and number. Make your many guests feel that an order from your store will pay them, and the result will be an ever-increasing trade.

"Begin small and grow by experience" is the trite advice given by those who have succeeded in any line of business.

Many scores of successful advertisers, who have started with an inch ad. and grown to be spenders of hundreds of thousands of dollars annually, can be pointed to, as carrying out this statement, that it is well to start small and grow. This should serve to impel a manufacturer who has a first-class proposition to take this initial step.

TRADE NOTES.

In an interview with Lord Balfour regarding the work so far accomplished by the Royal Commission appointed by the King to investigate the existing conditions of trade between Canada and the West India Islands, and of which he is president, he stated that nothing definite could be decided until the West India merchants had been heard. The main points brought out by the investigation so far were the necessity for better transportation and cable service, and the need of a more reciprocal preferential tariff. Sir Daniel Morris, another member of the Commission, concurred with Lord Balfour.

Frank Cockburn, Montreal manager for the Pugsley Dingman Co., was in Quebec on a business trip last week.

W. S. Newman, Casselton, Ont., has purchased the stock of groceries and cigars of J. Aylsworth, Napanee, Ont.

J. D. Bristol has purchased the grocery store of J. M. Jones, Trenton, Ont. Mr. Bristol is taking charge of a good clean stock. Business he says is fair, and he expects a good autumn trade.

Tell Your Customers That :

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



DISCOVERY OF CHEWING GUM.

First Shipment was Made as a Substitute for Rubber.

Chewing-gum has been called the mystery of confectionery, for, of all the millions of chewers there are very few who have any idea of what it really is they are masticating.

Chewing-gum is nothing but chicle mixed with sugar and flavoring; and chicle is the gum of a tree that grows plentifully in Mexico and Central America and that of recent years has been cultivated on a large scale in Yucatan.

The chicle tree is not unlike the India rubber tree, and the gum was first shipped to America by men who believed that in it they had a perfect substitute for rubber. In this, however, they were mistaken, as it was found that the chicle gum was insoluble. The consequence was that the first shipments of chicle gum lay unsold on the pier of the docks in Brooklyn.

One day a New Yorker happened to notice it. He picked up a piece and put it into his mouth and began chewing it. Its peculiar consistency struck him, and it occurred to him that if the stuff were only flavored it would make a nice chew, its insolubility being in its favor for this purpose. He made some inquiries as to where it came from, and whether a regular supply could be had, and bought the lot. This was the beginning of modern chewing-gum.

Practically all the crude chicle gum is shipped to Canada, where it is refined in Toronto before being sent to the factories in the United States. The reason for this is that there is a high ad valorem duty on chicle, and, as it is worth about 40 cents a pound and loses 25 per cent. of its weight in refining, the Chicle Company saves considerable every year by refining it before shipment.

ONION AND CRANBERRY CROPS.

The United States onion crop of 1909 is now practically all harvested, and, according to the October 2 report of the American Agriculturist, is placed at 4,175,000 bushels from an area of 14,300 acres. The figures showing acreage by states placed New York in the forefront, with Ohio a close second. The crop was hard hit this season in Wisconsin. The Ohio crop is turning out somewhat smaller in rate of yield to the acre, but a reasonably full crop in the state just named. The crop of one year age was placed at 4,332,000 bushels.

The cranberry crop of 1909, according to this authority, is 1,325,000 bushels, against 1,060 000 bushels in 1908, and 1,280,000 bushels in 1907. Dividing the crop into sections, 850,000 bushels is credited to New England and New York, mostly in Massachusetts. The New Jersey crop approximates 425,000 bushels, well toward a full yield.



While

Fels-Naptha Soap

has grown in reliability, yet it's still in the youth of its popularity.

And while millions of women now favor it, yet it would be universally used if the soap were tried by every woman according to the plain wrapper-directions.



ROCK CITY TOBACCO CO.

LIMITED

QUEBEC AND WINNIPEG

Originators of the

"Master Mason"

and

Rose Quesnel

Brands that are used all over the country.

TOBACCOS

It pays you to sell.
Your profit is right.
The Tobacco is right.

Ask for samples and prices of these lines:

GOLD LEAF CUT PLUG SMOKING
PIONEER CUT PLUG SMOKING
LE HURON PLUG SMOKING
MAPLE LEAF PLUG CHEWING
SNUFF---ROSE AND BEAU
CHOICE DOMESTIC LEAF TOBACCOS

J. Lemesurier & Sons

St. Paul & St. Valier Streets,
QUEBEC

Questions Affecting the Delivery Department

Retail Grocer Tells of Importance of Employing Responsible Parties—Care of Wagons and Horses Essential—Should Delivery Man be Charged With Breakages?—Nuisance of Late Saturday Night Deliveries.

By J. A. McKercher, Winnipeg.

Perhaps there was no period in the grocery business when the delivery question received as much serious attention as it is at the present time. It is a subject upon which a great deal may be said. In dealing with it in such a way as to be interesting and suggestive to all grocers everywhere, it is difficult to mention just those points which are a general grievance and which fit into the circumstances of every case.

That there are grievances everywhere in connection with the delivery end of the business is a known fact, but one retailer's problem and solution may not correspond with that of another.

There are, however, several things which have been brought to my attention during my many years of practical experience, which I am sure will be appreciated by every grocer who is thoroughly conversant with every branch of his business.

There are few merchants who would not admit that a handsome delivery outfit is an asset to his business. We may be aware that it is so yet become negligent in this regard. Customers like to see the outward appearance of your business take on a thrifty appearance. It is an evidence that things are moving with you and that you can assume an air of independence and dignity which is always more or less admired. Customers, too, like to have a fine outfit stop at their door to deliver goods. This is only natural. Every grocer cannot afford to keep the best made wagon, or the most gamey horse, but it is within the reach of all to keep the wagon clean and repaired, the horse groomed and well shod, and the harness oiled and neat. The care of the outfit introduces another question, viz., the management of the stable.

Assign Duties to One Man.

The merchant who is confined in the store is not at liberty to look after the delivery outfits. The responsibility of this should be bestowed on one man to keep the outfit in repair and superintend the feeding of the horses. The proprietor will find it much more satisfactory to deal with one who is competently responible than to deal with each individual driver, be there only two or ten of them. The one who is given this charge may himself be a driver, and if necessary it will pay the grocer to increase his remuneration to take the responsibility.

Regarding drivers, the grocer is prone to ignore points of civility and neatness in those who represent his interests on the delivery wagon. Adults are always preferable, provided they are careful, courteous gentlemen. Boys very often lack skill and tactfulness, and frequently drive away business by their crude manners. There are many boys, however, that are quite desirable in this respect, and of course the wage is an inducement to engage boys. The point, however, is that it is to the merchants' advantage to engage only those, be they men or boys, who comply with business requirements. There is a grocer in an Ontario town who always engages men to deliver his goods. He pays them as well as the clerks and finds it to his advantage to do so.

The boy that does good service on the wagon has a right to expect advancement from his employer. And the employer will find that the boy who served faithfully on the delivery will be of great value, should he be brought inside as clerk.

After having been on the wagon for some years, however, he is of more value to that end of the business than inside. The employer often acknowledges the driver's right to come inside, but cuts his wages down to give him the advancement. This may or may not be wise. It would seem that he would become adapted so quickly to the business, after his experiences on the wagon that it would not be encouraging to him to reduce his income. Whenever it is possible to encourage your employes by an advance in wages or a kind word, by all means do so.

Pluck Won Him Advancement.

In former days when the mud was deep and the streets were rough, I had a young Scotch lad on the delivery wagon. He was a good boy, and although he had many inconveniences, he never complained. One dark rainy Saturday night he came in on what he thought was his last trip. It was twelve o'clock, and I told him that I had another order that must be delivered that night. "Where is it to go?" he asked. "Out to the C.P.R. round house," I said, "about two miles west." This was one of the muddiest places in the city at that time. "Well, he said, "its an awful trip, but I suppose you promised to get it out there and it must go."

I could not resist honoring such pluck as that. That boy was one of my leading clerks in a few years.

Some boys are very careless in handling goods, and their breakages count up considerably. A proprietor must allow for a great deal of this, but for the boy's sake it should not be tolerated to any great extent. To charge the boy with the breakages looks like a feasible system. In that way it is possible to find out the extent to which they are accidental or due to carelessness.

Saturday Night Delivery

The Saturday night delivery question is a live one at present. It is a thing

TRUMILK AND MILKSTOCK

Pure milk reduced by our new process to a sterile powder, retaining all the flavor and goodness of the fresh milk. Soluble in cold water.

TRUMILK is a very rich milk, containing 27% of butter-fat.

MILKSTOCK is the cheapest and best milk for cooking. Lumber and construction camps, etc. Easy to transport. Not hurt by freezing. Will keep even after can is opened.

AT ALL WHOLESALE GROCERS

Canadian Milk Products, Limited

Head Office: Mail Building, TORONTO

that any one grocer cannot do much with. If he adopts a system to restrict customers from buying late on Saturday for the late delivery, his competitor will reap a harvest, and the one who would do well loses trade. It is, therefore, an association matter. I was pleased to note in the columns of The Grocer, that the Victoria grocers were dealing with the problem in a satisfactory way, and according to the writer of the article, the matter was simply adjusted. The late delivery is a nuisance, certainly. From the customers' standpoint it is not necessary, at any rate to the extent that it is carried on at present. They must be educated to the matter of buying earlier and the merchants as a body only can accomplish that.

A Single Obliging Act Basis of a Grocer's Success

Winnipeg Merchant's Promptness in Supplying Crock of Butter the Means of Giving Him His Start in the Business Field—Began With Stock Valued at $60—Methods Upon Which He Built up the Business—Member of the City Council.

We often hear it said that "every act has its reward," and whether this is a safe axiom upon which to construct a treatise of philosophy or theology, it can be taken as thoroughly sound in business life. We are assured that it is true because the law of cause and effect is prevalent on the surface of things. Results are immediate.

A merchant need not be long in business before his customers are aware of his reliability. A salesman is not employed long before his employer knows the value of that salesman to his business. The wholesaler is very soon aware of the points of strength and weakness of the man on his books. One discreditable act may jeopardize the whole future of the merchant, and one creditable act may lead him to green fields of opportunity and prosperity.

A specific instance of an achievement based upon uprightness, thrift and industry, is that of J. R. Gowler, a Winnipeg grocer and provision merchant. Mr. Gowler is known by his friends as quite an ordinary man. But what was it that lead him, a penniless boy from a poor farm near Winnipeg, where he was born, up through the stages of teamster and insignificant store keeper, to one of the leading grocers and provision merchants in the west? What was it that brought a lad with little advantages of education to a state of maturity, when he should sit with the city fathers in the council chamber, sharing in the legislative duties of a great city?

It was those qualifications which the ordinary man possesses, but sometimes doesn't utilize. Mr. Gowler exercised the best judgment that he had in him. By so doing he made his own business and it was because he brought his own business from practically nothing to a superior state, that influence was brought to bear upon him to look after the interests of ward five in the Winnipeg Council.

Early Hard Times.

In the year 1885 he bought a little store with stock for sixty dollars, for part of which he gave his note. The price was low because it was not an inviting situation. In fact it was the most unlikely spot in the city, in which to do business, and Mr. Gowler was aware of that. It was all he could



J. R. GOWLER.
Influential Winnipeg Merchant, who Began With Very Small Capital.

afford, however, and he could only make the best of it.

For weeks and months he worked along in a small way and then a turn suddenly came. A railway man walked into the little shop one day and asked for butter. He wanted a twenty-pound keg to take to his house, which was in a little village a few miles east of Winnipeg. Mr. Gowler did not have it in stock, but he said he would get it and deliver it to the train before it went out. The man agreed. Mr. Gowler walked a mile to a small wholesale produce house and carried the keg on his back to the train, which took it to its destination. The man went home and told the villagers how well he had been treated, and best of all that the butter was excellent in quality.

The result was that within a month every villager was eating butter that Gowler sold. And they are eating it yet. The little store has been enlarged. The undesirable location has proven to be a fruitful field. The desert has been made to blossom as the rose. And all by honest endeavor on the part of one man.

Drifted Into Sport.

For sixteen years he toiled on quite unknown. One winter evening a friend induced him to go to the curling rink. He liked the sport and was liked by his fellow-men. The next year he was vice-president of the city curling club, and the year following, its president. Some time later when the Caterers' Association was formed, he was put at its head; and two years ago when Ward Five was in need of an alderman, Gowler was thronged by the citizens and literally carried to the polls. He heard on every hand "you made a success of your own business, now we want you to look after ours." At present he is enjoying his second term in the local council.

His Business Methods.

Mr. Gowler's business tactics was in the main to inspire confidence in everyone. This, perhaps, was the real secret of his successful business life. Inside the business he was careful of details. He attended rigidly to collections, developed a cash business as much as possible, kept his stock fresh and took advantage of discounts on cash payments. He allowed no looseness in his business management.

OH, GEE!

Oh, tradesman, in thine hour of e e,
If on this paper you should c c c,
Take our advice and now be y y y,
Go straight ahead and advert i i i;
You'll find the project of some u u u,
Neglect can offer no ex q q q;
Be wise at once, prolong your d a a a,
A silent business soon de k k k.

—London Tit-Bits.

A Montreal grocer was recently the victim of a Black-Hand game. He received a letter demanding $500, and rather than risk his life left the money in the spot named. When he went to the place later the money was gone—an easy method of getting rid of five hundred all right.

Established when George the Third was King

HOLBROOKS LIMITED

BIRMINGHAM, ENGLAND

Sole Manufacturers and Proprietors of

HOLBROOK'S

WORCESTERSHIRE

SAUCE

Acknowledged the Premier Sauce of the World



It is made and bottled in the Largest Sauce Factory in the World and has an International Reputation.

CANADIAN-AMERICAN OFFICES:

40 Scott Street, Toronto, Canada

Manager, H. GILBERT NOBBS.

Head Office and Works, Birmingham, England.
Breweries, - - - - - Stourport, Worcestershire, England.
Export Offices - - - 64 Leadenhall Street, London, England.

Sweet Potatoes
Spanish Onions
Almeria Grapes
New Figs and Dates

Have also full supply of Oranges, Lemons, Cranberries, in fact everything in our line. Price lowest for best stock.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

St. Nicholas
Tracuzzi, Messina, Packer
The Brands OF Lemons You will eventually handle
McCabe, Toronto Agent
Home Guard

Canadian Fruit, Vegetable and Fish Market.

Fruit Sales Getting Smaller as the Season Advances — Apples Attracting Attention—Potatoes in Good Supply—Fish in Demand With Approach of Cooler Weather.

MONTREAL.

GREEN FRUITS — Mackintosh reds have made their appearance on the apple market and the quality seems to be very good. Crabs and Duchess are thinning out, and very few are obtainable. Pineapples are finding a very slow sale Cocoanuts are scarce. Larger receipts of cranberries have slightly lessened the price. Other lines are much the same.

Apples, crabs, bbl	3 50	4 00
" " basket		0 35
" Duchess, No. 1		3 00
" Alexanders, No. 1		3 50
" Mackintosh reds	5 00	5 50
" " No. 2		3 00
" St. Lawrence, No. 1		3 50
" " No. 2		3 00
" Wealthys, No. 1, bbl		3 00
" " No. 2, bbl		2 50
Bananas crated, bunch	1 75	2 25
Cranberries, per bbl	8 00	9 00
Cocoanuts, bag	3 00	3 25
Grapes, California, Malagas, crate		1 75
" " Tokays, crate	2 75	3 00
" Delaware, crate		1 50
" Concords, per basket	0 20	0 22
" Moores, early		0 25
" Niagara		0 30
Lemons, Verdillis, box		4 00
" Maoris, box		4 50
Limes, per box		1 00
Oranges, late Valencias	3 50	3 75
Peaches, California, box	1 50	1 75
" Canadian, basket	0 50	1 00
Plums, California, per crate	1 75	2 50
" Canadian, basket	0 40	0 70
Pears, California, (Bartlett) per box	3 50	4 25
" Canadian (Bartletts), in bbls	4 50	5 50
" Canadian, basket	0 60	1 00
Pineapples, Florida, box	4 00	5 00

VEGETABLES—So many farmers are now busy with harvesting that supplies of vegetables are falling off. Sufficient to meet the demand, however, are on the market, and prices are much the same.

Beets, new, dozen bunches		1 00
Carrots, dozen bunches		1 00
" bag		0 60
Cabbage, dozen	0 15	0 30
Celery, Canadian, dozen	0 40	0 75
Cauliflowers, dozen	1 00	2 00
Corn, dozen	0 06	0 10
Cucumbers, dozen	0 05	0 10
" basket		0 25
Green peppers, crate	1 50	2 00
Lettuce, dozen	0 40	0 50
Leeks, dozen		1 00
Onions, doz. bunches		1 00
" red, per bag		1 00
" large, white, dozen		0 40
" Spanish, cases 150 lbs		2 75
" " half cases		1 65
" " crates 50 lbs	0 90	1 00
Potatoes, Montreal, bag	0 60	0 90
" sweet, per bbl		3 50
" " basket		1 75
Parsley, dozen	0 10	0 15
Parsnips, dozen bunches		1 50
Pumpkins, doz	1 25	1 50
Sage, dozen	0 40	0 50
Savory, dozen	0 40	0 50
Spinach, Canadian, box		0 50
String beans, bag	0 35	0 50
" basket		0 25
Squash, Hubbard, per dozen		1 50
Thyme, dozen	0 40	0 50
Tomatoes, Montreal, gin box	0 25	0 75
" hot-house, lb		0 10
" Chateauguay, per basket	0 35	0 40
Turnips, bag		0 50
" dozen		0 15
Vegetable Marrows, dozen	0 50	0 60
Watercress, dozen		0 40

FISH—On account of the weather keeping warm, fish, particularly fresh fish, selling is slow. There is a fair demand for prepared salt and pickled fish. As the oyster season has practically opened up, there is a rush in this line. But unfortunately, the grades received were not equal to expectations. However, prices here rule firm. Bulk oysters are active and prices rather low.

FRESH

Barbotte	0 08
Bluefish, per lb	0 14
Brook trout, per lb	0 25
Dore, per lb	0 10
Eels, fresh, per lb	0 08
Flounders, per lb	0 10
Halibut, per lb	0 12
Haddock, per lb	0 05
Lake trout, per lb	0 10
Mackerel	0 10
Market cod, per lb	0 04
Perch, dressed, per lb	0 10
Pike, headless and dressed	0 08
Salmon, B.C.	0 15
Salmon, Gaspe, per lb	0 18
Sea trout, per lb	0 14
Steak cod, per lb	0 06
Whitefish, per lb	0 10

FROZEN

Dore, winter caught, per lb	0 09
Halibut, per lb	0 09
Mackerel, per lb	0 10
Steak cod, per lb	0 04
Salmon, B.C., red, per lb	0 10
Salmon, Fall, per lb	0 08
Salmon, Gaspe	0 18
Salmon, Qualla, per lb	0 09
Whitefish, large, per lb	0 09
Whitefish, small, per lb	0 06

SALTED AND PICKLED

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Green cod, No. 1 medium, per lb	0 03
" small, per lb	0 02½
" large, per lb	0 03½
Dry cod in bundles, per bundle	5 50
Labrador herring, bbl	5 50
Labrador herring, half barrel	3 00
Labrador sea trout, bbls	12 00
" " " half bbls	6 50
No. 1 mackerel, pail	1 90
No. 1 " half bbls	8 00
Skinless cod, 100 lb. case	5 25
Salmon, B.C., half bbls	8 00
Salmon, B.C., bbls	15 50
Salmon, B.C., pink	14 00
Salmon, Labrador, bbl	18 00
Salt sardines, 20 lb. pail	1 00
Sardines, Quebec, bbl	15 50

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb	0 07
Herring, new smoked, per box	0 12
Kippered herring, per box	1 10
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 25
Oysters, choice, bulk, Imp. gal	1 40
" "Sealshipt," standards, Imp. gal	1 70
" " select	1 90
" shell, per bbl	5 00 12 00
Frogs legs, per lb	0 40

TORONTO.

GREEN FRUITS—The fruit market looks tired; the dealers are wearing their overcoats, and kicking their heels. The fruit has lost its attractiveness, and the quality is not up to the standard of a few weeks ago. Some lines have ceased to make their appearance. Peaches are still doing well, but grapes are doing better. But for 'cheek' there is nothing like the California peach, which persistently faced our much superior goods all the season through, without scarcely a blush. The fruit market will likely be closed in a week or two, and the business will then be carried on as usual in the warehouses.

Apples, green, basket	0 15	0 35
" per barrel	1 50	2 50
Bananas	1 50	1 75
Cranberries, per bbl	8 00	8 50
Grapes, small basket	0 12	0 13
" large	0 20	0 25
Lemons, Verdelli	3 25	3 50
Limes, crate		1 25
Oranges, Cal. Valencia	3 25	3 75
" Cal. small		3 00
" Porto Rico	2 00	2 50
Peaches	0 40	0 60
Plums, Canadian, basket	0 20	0 50
Pears, Can., basket	0 40	0 60
Pineapples, per doz		2 40
Quinces, per basket	0 30	0 40

VEGETABLES—Potatoes are coming in freely and are of excellent quality.

Prices are lower and large quantities are changing hands. Canteloupes are keeping up their full supply. Tomatoes are showing that the end is near at hand. Celery is just in season, but is somewhat pushed back to make room for other goods. Perhaps nothing in the market looks quite as independent and as cool as the cucumber, which stand round here and there in small lots, expecting to be picked up at from $1 to $1.50 per basket.

Beets, per basket	0 15	0 20
Cabbage, Canadian, per dozen	1 25	1 30
Cantaloupes, Canadian, per basket	0 25	0 30
" per case	0 40	0 50
Carrots, new, per basket		0 20
Celery, Canadian, per doz	0 25	0 30
Corn, dozen	0 08	0 10
Cucumbers, per basket	1 00	1 50
Egg plant, per basket	0 25	0 30
Onions, Canadian, green, per bag	1 00	1 25
" new, Valencias, crate	2 75	3 00
" Spanish		2 75
" " half cases		1 75
Peppers, green, per basket	0 30	0 35
" red, per basket	0 50	0 60
Potatoes, Canadian, per bag	0 60	0 65
" sweet, basket		0 65
" sweet, per hamper	2 00	2 25
" sweet, per barrel	3 75	4 00
Radishes, per dozen		0 25
Tomatoes, Canadian, per basket	0 20	0 30
Watermelons, Canadian, each	0 10	0 15

FISH—The fish market is booming. Receipts are heavy, but all are wanted to supply the demand. Prices are well maintained. Consumption of fish is on the increase; people are realizing that they are cheaper than meats at this time.

Bloaters, per box	1 20
Blue fins	0 06½
Carp	0 03
Cod, fresh caught	0 07
Cod, Imperial, per lb	0 05
Cod, Arcadia	0 10
Ciscoes, per basket	1 00 1 10
Eels, per lb	0 08
Finnan haddie	0 07½ 0 08
Haddock, fresh caught	0 07
Halibut, fresh caught	0 10
Herring, medium, per lb., fresh caught	0 05 0 06
Herring, Digby, per box	0 15
Lobsters, each	0 25 0 30
Mackerel, each	0 20 0 25
Perch	0 07
Pike	0 06
Quail on toast	0 05½
Sea salmon	0 17
Trout, fresh caught	0 10
Whitefish, fresh caught	0 10
Yellow pickerel	0 09
Oysters, selects, per gal	1 75
" standards, per gal	1 60
" extra selects	1 90

For Thanksgiving

We are offering a fancy lot of goods for this festive occasion.

Long Island Native **OYSTERS** THE FINEST IMPORTED SOLID MEATS. $1.85 per Imperial Gallon.

New Raisins and ***Fancy Snow Apples,***
New Florida Grape Fruit,
Cranberries,
Figs of Every Kind,
Oranges,
Bananas,
Grapes.

WHITE & CO., LTD., TORONTO and HAMILTON
Phone Main 6565

"The Mark of Quality"

FLORIDA CITRUS EXCHANGE

Oranges and Grapefruit

Ripe Well-Graded Best Fruit

SEE THAT EVERY BOX YOU BUY BEARS THIS MARK

W. B. Stringer Toronto District Agent

BUY—SELL

ORDER AGAIN

your customers come back for our Brands of Dates.

HALLOWI (Packages)
Brand "CAMEL"

SAIR (Packages)
Brand "EAGLE"

FARD
7 lb. boxes

"MONOGRAM" Extra Fancy "CAMEL" Extra Choice

WM. HILLS, JR.
IMPORTER
W. B. STRINGER, Agent, TORONTO

CANADIAN FRUITS—Now at Their Height

Large Quantities arriving daily.

PEACHES
PEARS
PLUMS and
GRAPES

Prices reasonable.

SEND US YOUR ORDERS

HUGH WALKER & SON
GULEPH, ONTARIO



British Columbia Fruit Packed Ready for Shipment.

Keeping Qualities of Various Kinds of Lemons

Those of Certain Form Likely to Prove Good Keepers—Treatment in Marketing the Fruit Has Much to do With its Quality —When the Sweating Process is Used.

To anyone who has carefully examined lemons as they come freshly cut from the orchard or as they hang on the tree, it is clear that the fruit is oftentimes extremely variable in size, shape and texture, says a United States Government report. It is quite generally held that lemons of a certain form are likely to prove good keepers, while those having other forms are liable to decay early. The unsymmetrical, usually undersized, lemons grown in the bright sun are thought to be poor keepers, while those from the portions of the tree where the fruits are well enveloped by leaves and have a good size and symmetrical form are believed to have good "life." It has not been practicable thus far to experimentally test these suppositions, but it seems, from what has been done, that there is a considerable degree of variability in the keeping qualities of lemons from the same orchard, and probably from different parts of the same tree.

The Sweating Process.

The keeping qualities of different types of lemons also depend largely on the method of treatment to which they are subjected to bring them into marketable condition. Although the inherent condition of the fruit, due partly to its early history, will determine its ability to resist decay to some extent, there is reason to believe that the method of curing is an important factor in determining the life of the lemon on the market. The lemon growers, as a rule, agree that the so-called sweating process of curing fruit has a deteriorating effect, although no definite tests have been made which would fully substantiate this belief.

The sweating process is resorted to only when the briskness of the market necessitates a rapid coloring of the fruit. The grower, although he realizes the possibility of endangering the quality of his fruit, has at present no other method of curing lemons rapidly, and is therefore compelled to make the most of the process.

THE FIRST BANANAS.

Bananas were first imported into Europe on a large scale from the Canary Islands. Until a few years ago they successfully met the competition of the Antilles and the coast of Africa. But a disease has spread in the banana cultures, and exportation has fallen off in alarming measure. As the banana figures prominently in the food of the town population of England, the British Government appointed a commission to investigate the causes of the degeneration of this useful plant. According to the report of this commission, the planters have only themselves to blame; they have given the soil no rest for years past, nor practised any rotation of crops. Confident of the proverbial richness of their soil, they have applied no fertilizers. The enfeebled plants have fallen a prey to a disease known as Cloesporium masarum, which is gradually gaining a foothold in all plantations. The report closes with the observation that the disease is successfully fought by a proper application of fertilizer to the soil.—The Scientific American.

ANOTHER CO-OPERATIVE STORE.

A co-operative grocery store will likely be opened in St. Thomas in the near future.

Co-operative grocery stores, says the Inland Grocer, continue to fare badly. The latest venture of this kind to prove a failure is the Conneaut Co-operative Mercantile Co., which began business about two months ago, lasted eight weeks and is now reported to be in the hands of mortgagees, who are selling stock and fixtures to satisfy their claim. The company sold stock to consumers, about 40 persons investing in it. The venture did not prove a success.

WHITE SWAN
100%
PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS



First Time Fresh Cod Steak Has Ever Been Successfully Canned—

THIS line has only very recently been put on the market, but already thousands of consumers pronounce it the most delicious fish they have ever tasted.

Grocers find that it meets a demand that they have felt for many years, and which no one has before succeeded in filling.

The fish is chosen from Prime No. 1 Shore Cod, and nothing more than six hours out of the water goes into package.

Heretofore codfish was cured by excessive salting and sun-drying. The sun-drying process causes a percentage of the fish to decay, and, consequently, an odor is always present when the fish is being prepared for table use. By the sealed process, used in packing Cod Steak, the product is packed absolutely fresh. Then, with skin, bone and oil removed, this fish is really a perfect food.

The product has been under climatic tests for three years, and all have been successful. Every tin is guaranteed by the packers.

The cod steak is made ready for the table in ten minutes by simply placing the tin in hot water.

Place a trial order with your jobber and after making sure yourself that none of our claims are exaggerated, recommend our Fresh Cod Steak to your most particular customers. The result will mean profitable business for both of us.

The Newfoundland Fresh Fish Packing Co.

FORTUNE, NEWFOUNDLAND

Head Office for Canada
25 Front St. East, - - TORONTO

Manager for Canada
W. J. YOUNG

D. HATTON COMPANY,

ESTABLISHED 1874
MONTREAL

Wholesale Receivers of Fish

We are INCONTESTABLY the largest wholesale receivers and distributors of all kinds of Prepared, **Salted, Cured, Smoked, Pickled, Shell, Canned,** and **Fresh Ocean, Lake,** and **River**

FISH

IN THE DOMINION

We ship extensively **Shell Fish, Mollusc** and **Bivalves,** such as

Malpeque and Buctouche Oysters and Clams

Bulk Oysters with or without the liquid or sanitary cans.

Ask for **our** brand of **Boneless Cod, "IVORY."** Put up in 10 and 20 lb. boxes, in 1 and 2 lb. blocks.

HAVE YOU TRIED our **Dreadnaught** brand of **Haddies** and **Kippers? Enquire,** or **order,** and get the **best.** Information on the **Best Goods** at the **Lowest Prices.**







Connors' Sea Foods

LEADERS IN QUALITY

In Sea Foods always rely upon the name "CONNORS" and the trade mark that goes with it—that of **Brunswick Brand.** Doing so, you will always be positive that you are securing the finest in the land for your customers.

Connors Bros. have a reputation which it has taken them many years to acquire. They are known from coast to coast as packers of the most delicious Sea Foods. They have the most-up-to-date and most sanitary factories, and the reputation of being extremely careful in their selection of fish from the catches of the fishermen, of which they secure the pick.

Situated right by the fishing banks, they can operate to best advantage—and they do. Their range includes :

BRUNSWICK BRAND

Quarter-Oil Sardines,
Kippered Herring,
Finnan Haddies,
Three-quarter Mustard Sardines,
Herring in Tomato Sauce,
Scallops,
Clams.

Owing to the high quality of these goods, their very popular price, and the splendid reputation they enjoy among consumers, progressive grocers everywhere handle them.

YOU SHOULD BE GETTING A SHARE

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros. Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co. Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

Big Money IN FISH

Do not accept our barren statement that we have exceptional facilities for supplying you with **FISH** and **OYSTERS.** Make a personal inspection, and you will soon be convinced.

We are catchers and wholesale distributors, and as we command the pick of the market, we can supply you to the very best advantage.

All orders filled same day as given, or customer notified.

Write us for QUOTATIONS on

Fresh Fish, Frozen Fish, Finnan Haddies, Ciscoes, Bloaters, Kippers, Boneless Cod, Digby Smoked Herrings, Canned Fish, Salted and Pickled Fish of all kinds.

We are sole agents for the famous **BEACON BRAND OYSTERS,** shipped in sanitary cans, which are used only once. No ice or water comes in contact with the oysters.



The F. T. James Co. Limited

Phone Main 7454

Toronto, Ont.

Ideas for Taking Care of Fish in the Retail Store

Fresh Fish Should be Packed in Chipped Ice—Varieties That Supply the Popular Demand—Leaking Barrels Should be Attended To—Moist Atmosphere Harmful.

In talking over the subject of the best methods of handling and storing fish in retail stores with some of the large handlers of fish in Montreal, some very good ideas were brought out, most of which are not generally known.

For instance, fresh fish should never be kept in ordinary cold storage. They should be packed in chipped ice. It is the air currents which do the damage, and this is true even in cold storage. A rancid taste is developed in the fat of the fish by contact with an air current. This applies equally to frozen. Be careful to cover the fish with ice.

The best arrangement for displaying fish and yet protecting them from deterioration, is shown in a Montreal fish market visited. It consists of a series of lined tanks set into the counter, with a depth of about one foot. Six inches of cracked ice are first put in, the fish placed on this, and a small amount of ice on top of the fish. In addition to the advantage above described, no flies will go near the fish, owing to the cold.

As to how long the fish should be kept, it depends very largely on the kind. Large varieties, such as halibut, cod, and salmon, may be carefully kept for two weeks and still be in first-class condition, while smaller will only keep perfectly for a week to ten days. Lobsters and other shell fish are not so good after only two days. Thus it may clearly be seen that the volume of trade in these lines last mentioned must be very closely studied in order that too large a stock may not be accumulated.

Fish That Sell Well.

To give the best sellers it would mean to specify seasons, but for total yearly sales, he claims that lake fish, haddock, halibut, and salmon are ahead of any others. In certain seasons others are more popular, but the sale in these lines is very steady.

Regarding pickled fish, a large jobber gave a few good hints as follows:

"Watch your barrels closely on arrival, and if leaking, or in danger of doing so, see that they are repaired. Otherwise the pickle will run out, leaving the fish uncovered. As a result, they get a little "off" in flavor, and eventually spoil. The rust from an iron hoop exposed to leakage also has a damaging effect. In case too much of the pickle has already run out; refill it by making more. In making this pickle be sure to use rock salt and make it strong enough to float a herring. Otherwise it will not be right."

A moist atmosphere causes fish to deteriorate, so keep always in a dry place.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

This is the CONCORD CANNING COMPANY'S guarantee given with each tin of
Concord Norwegian Sardines

We guarantee:
1. That all sardines bearing our name as packers are packed from the finest autumn caught fish.
2. That fresh caught fish only are used in our canneries.
3. That the Olive Oil or Tomato Sauce used is of guaranteed purity and of the finest quality obtainable.
4. That we use the greatest care and cleanliness in the packing.

Such a guarantee is a splendid lever to move trade your way.

CONCORD NORWEGIAN SARDINES CCC CONCORD CANNING CO

Are you handling "CONCORD"?

LIST OF AGENTS:

R. S. McIndoe, Toronto.
A. H. Brittain & Co., Montreal.
W. A. Simonds, St. John, N.B.
Watson & Truesdale, Winnipeg.
Radiger & Janion, Vancouver & Victoria, B.C.

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.
SOUTH NORWALK, Connecticut.

FISH & OYSTERS

A few of the many lines with which we can supply you:

Prepared	*Smoked*	*Salted*
Boneless Cod	Bloaters	Herring
Skinless Cod	Haddies	Codfish
Boneless Fish	Kippers	Salmon

Fresh Fish—(and other lines) all varieties in season.

OYSTERS
in bulk and shell—the best

Free
Our weekly Price List and Market Letter. . . .

Service
Prompt and the most efficient in Canada. . .

LEONARD BROS.

The Largest Fish Warehouse in the Dominion

20, 22, 24 and 26 Youville Square, MONTREAL

and at St. John, N.B., Grand River, Gaspe

USE OUR LONG DISTANCE TELEPHONES

LOGGIE'S LOBSTERS

Everything that careful selection, sanitary handling, and expert packing can do to make a canned article as perfect as possible has been embodied in our well-known brands

GOLDEN CROWN and GOLDEN KEY

By our process of packing the fish retains its natural delicious flavor and you have our guarantee that each can contains nothing but the finest fresh fish. Send for prices.

Sole Packers

W. S. Loggie Co., Ltd.

Chatham, : New Brunswick



BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and Pictou, N.S. Canada

CORNER-STONES OF SUCCESS.

How an Englishman Came to America and Has Built a Great Business.

Thirty years ago an Englishman named Charles Kupitz came out to Bismark, N. D., and with a capital of about $500 went into the grocery and meat business.

Now this same Kupitz does an annual business of $75,000, and lives on Easy Street.

He has built his business on these corner-stones:

Intelligent newspaper advertising.
Reasonable profits.
Satisfaction to customers at any cost.
Quality, and no premiums.
Confidential relations with clerks.

Mr. Kupitz has worked on the theory that he not only wanted customers, but that he wanted satisfied customers, and for that reason he has never taken advantage of his customers on prices. He has charged a reasonable profit on his goods, but when an opportunity to grab an unreasonable profit has presented itself, he has not taken advantage of it, but has given his customers the benefit. His determination to give customers their money's worth has been one of his chief corner-stones.

Furthermore, he has been willing to go to considerable trouble to get the things his customers want, if he has not happened to have them in stock. He has relied on quality to hold his trade.

The fifteen clerks employed in his store are not "bossed around." They are treated as assistants, who can be depended on to work with him for the success of the business. They talk over business affairs with their employer and discuss plans for getting more business. Kupitz encourages this plan.

And one big, solid corner-stone of the business is newspaper advertising. Mr. Kupitz takes a certain corner position in the daily papers every day, and each day he changes his advertisement. People have learned that Kupitz's corner is worth watching.

Built on a foundation such as Mr. Kupitz has laid for his business, he could not do otherwise than succeed. A business built up in this fashion will succeed, if backed by the ordinary business intelligence which a business man is supposed to possess.



The reproduction of the photograph above, gives one a fair idea as to the type of modern commercial automobile which is likely to become a necessary adjunct of every large wholesale grocery house, within the next few years. This car is the recently acquired property of L. Chaput Fils & Cie., the Montreal wholesale grocers, and is shown as it appeared in the procession of allegorical cars, on September 15, during "Back to Montreal" week. This accounts for the number of men belonging to the staff who are seen riding on it. The car can carry, with greatest ease, five tons, and enables the firm to make deliveries to all parts of the city, and especially to outlying districts in remarkably fast time. It was purchased more for suburban deliveries than city work, but, as may be imagined, it is in great demand by the retail trade for local orders.

To Get And Hold Trade

Sell your customers absolutely reliable goods. Don't run the risk of losing their good-will by offering an article of doubtful quality, or one which may injure health.

When you sell Royal Baking Powder, you are sure of always pleasing your customers. Every housewife knows that Royal is absolutely pure and dependable. It is the only baking powder made from Royal Grape cream of tartar. You are warranted in guaranteeing it in every respect, the most reliable, effective and wholesome of all the baking powders. On the other hand you take chances when you sell cheap baking powders made from alum or phosphate of lime. They are unhealthful and fail to give satisfaction.

Royal never fails to give satisfaction and pays the grocer a greater profit, pound by pound, than any other baking powder he sells.

To insure a steady sale and a satisfied trade, be sure to carry a full stock of Royal Baking Powder.

THE RETAILER classes the houses who advertise in his trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

Please your customers by introducing

Mason's Number One Sauce

It has no equal, often imitated

Reduced in price to command a large sale

The Mason, Miller Company, Toronto, Canada

AGENTS WANTED EVERYWHERE

Expected on or about October 15th

Extra Large Fat Labrador Herring and Green Codfish.

Fancy Red Onions.

A consignment of Valencia Raisins by S.S. Jacona, about November 15th.

California Muscatels, 2, 3 and 4 crown. Prunes, etc.

LOW PRICES

As Wholesale Grocers, we are known as THE LEADING HOUSE OF THE EASTERN TOWNSHIPS

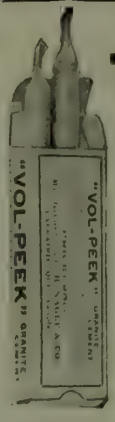
ALL ORDERS ACCORDED US WILL RECEIVE PROMPT ATTENTION

We represent large firms in our own and foreign countries, requiring commissions in GRAIN AND FLOUR.

Correspondence Invited

C. O. GENEST & FILS

Sherbrooke : : : Quebec



"Vol-Peek"

Granite Cement

Mends Holes in Everything

Here is a line easily handled, in demand every day and salable at a VERY attractive profit.

Unsurpassed for mending holes in Granite Ware, Tin, Agate, Iron, Brass, Aluminum, Enamel Ware, etc.

One package will mend 50 holes. No tools necessary.

Supplied to you in nice counter display easels as illustrated on right.

Secure prices

H. Nagle & Co.

Laprairie - Quebec



SOMETHING NEW

And what is more important "Something Good"

DOMELINE

Simply the genuine old reliable James Dome Black Lead in ***PASTE FORM.*** Put up in a very attractive tin, makes a big 5 cent package. Shines up clean and quick, leaving a lasting, brilliant polish. Pays a good profit.

W. G. A. LAMBE & CO. - Canadian Agents.

Be the First in Your Town to Introduce and Sell

CAFÉ FRANCAIS

Cafe Francais (process of manufacture patented) is simply coffee, with all the "after effects" taken out. Further, its delicious taste is unequalled even by the finest coffee. There is **nothing** like it. It is a healthy beverage, good for children, too, palatable, and absolutely free from caffeine.

Cafe Francais is made from the finest French wheat, washed and prepared by a secret process. Our factory is a model of cleanliness, and our machinery is the result of years of study and effort.

Wherever Introduced, Cafe Francais Sells and Repeats.

Cafe Francais is packed in attractive 1-lb. and 2-lb. cartons. Retails at 25c. lb. with big profit to you. Retailers all over Canada are fast taking up Cafe Francais.

YOUR ORDER WILL BE FILLED DIRECT

Once in a while, a line comes along that is worth your while to push—**the time and the line are here.** Display and push **Cafe Francais.** It will pay. Pays in first profit and in creating pleased customers. Try it and prove it. Samples will be gladly sent any retailer. We will help you sell **Cafe Francais.**

DOMINION CEREAL MFG. CO.

VICTORIAVILLE, QUE.

ALSO MANUFACTURERS OF IMPERIAL SELF-RAISING FLOUR

LOOK ON THE BOX!!

If the brand is

"MERLE" BRAND VALENCIA RAISINS

It is the guarantee of { HIGHEST QUALITY and SATISFIED CUSTOMERS

TO PROVE THESE STATEMENTS

LOOK IN THE BOX

Packed by Juan Merle of Denia.

SELLING AGENTS

The ROBERT CROOKS COMPANY, OF NEW YORK

MONTREAL.

BATGER'S

Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb. drums.

ROSE & LAFLAMME, Limited

Agents

Montreal and Toronto

PURITY TABLE SALT

Has No Equal



If you handle "The Salt that Satisfies," Purity Brand, you will have pleased customers.

We manufacture all grades. Quick shipments. Prices always right. If your jobber cannot supply you, write us.

The Western Salt Co., Limited

Mooretown, Ontario

Agents:

TEES & PERSSE
Winnipeg, Calgary and Edmonton

LIND BROKERAGE CO.
Toronto



The Original

Talk Borden's Brands

to your customers and you will talk **Money Into Your Pocket.**

You know our brands, they're advertised for you to your customers, and are become household words. It's easy to sell Borden's Brands, and one sale insures another, and that means money for you.

Long experience, perfect equipment and close observance of rigid sanitary regulations at dairy and condensing plants, insure the BEST.

YOU ARE THE LOSER IF SATISFIED WITH A SUBSTITUTE



"Eagle Brand" Condensed Milk
"Gold Seal Brand" Condensed Milk
"Challenge Brand" Condensed Milk
"Peerless Brand" Evaporated Cream

MADE IN CANADA

LEADERS OF QUALITY — ESTABLISHED 1857

BORDEN'S CONDENSED MILK COMPANY

Originators of Condensed Milk and Largest Manufacturers of Milk Products in the World

WILLIAM H. DUNN, Eastern Sales Representative

TORONTO, MONTREAL and ST. JOHN, N.B.

SCOTT, BATHGATE & CO.,
Winnipeg, Man.

SHALLCROSS, MACAULEY & CO.,
Calgary, Vancouver and Victoria, B.C.

} Western Sales Representatives.



(Unsweetened)

Mahiques, Domenech & Co.

Packers of Highest quality Valencia Raisins, are now offering—through their agents, Rose & Laflamme, Ltd., Montreal and Toronto—new season's pack, 4 Cr. Layers, Selected and Fine Off Stock. Their leading brands, "M.D & Co.," special fancy quality, and "W. Abel" Standard quality, are known too well to need any comment from us here.

Counter Check Books *"Get The Best"*

LOBLAW CREDIT SYSTEMS

The CARTER-CRUME COMPANY, Ltd.
TORONTO and MONTREAL

Mention this paper

A Great Selling Team

¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (48p)

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organizat on. William Hill, McA'pine Street, Glasgow.

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

FOR SALE.

FOR SALE—Vancouver suburban grocery, an established business taking over $50 a day. Low rent and good lease. Will sell at invoice price, about $1,150, including fixtures. Vancouver Business Mart, 9 Hastings Street East, Vancouver, B.C.

FOR SALE—An up-to-date grocery business in the town of Sarnia, Ont. Good location and well established. Good reason for selling. Address Box 321, care CANADIAN GROCER, Toronto. (44p)

FOR SALE—Bakery and grocery in good village; good country; reasonable price for quick sale; reasons for selling ill health. Box 323, THE CANADIAN GROCER, Toronto. (44p)

FOR SALE—Huber Account Register, 300 accounts capacity, almost new. Write C. Woodside, Portage la Prairie, Man. (42)

GROCERY BUSINESS FOR SALE on Main Street, Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

HAVE YOU a business for sale? Send me particulars and I will sell it for you. James Brooks, Merchants' Bank Building, Vancouver, B.C. (42p)

SHOW CASES AND STORE FIXTURES for grocers. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will instal a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

IN SEVERAL GOOD TOWNS we have not yet secured a satisfactory resident agent. This is a permanent agency worth from $600 to $1,500 per year, according to the capacity of the representative to build it up. If you are well regarded in your home town we can probably make a place for you. Send your references, state experience. Box 319, THE CANADIAN GROCER, Toronto.

KEEP AN ACCURATE ACCOUNT of you Employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

PEERLESS CARBON PAPERS AND TYPEWRITER RIBBONS are unequalled in typewriting, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies, handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SIR GILBERT PARKER is to the fore again with his latest book entitled "Northern Lights." It pictures the life of that portion of our country upon which all eyes are now turned. The stories portray conditions in the Great West before and after the effects of modern civilization and treat the subject with a master-hand. For sale at all bookstores. Cloth bound, illustrated, $1.50. The Copp, Clark Co., Limited, Publishers, Toronto. (tf)

THOUSANDS OF DOLLARS go astray in the mails every year. YOU should therefore insure against a possible loss by sending YOUR remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge The Dominion Express Company also transfers money by telegraph and cable and buys and sells foreign money. If you want to send money to any part of the world the Domin on Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

WAREHOUSE AND FACTORY HEATING SYSTEMS, Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canad an Write press Company, Limited, 33 John St., Hamilton, Ont. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Emp res, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

ACCOUNTS COLLECTED

DOES ANYONE OWE YOU MONEY? We recover debts and trace missing debtors anywhere. Advice and information free. The Canadian Debt Recovery and Legal Aid Association, Merchants Bank Building, Vancouver. (42p)

BOOKS FOR THE GROCER.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

BUSINESS OPPORTUNITY.

ARE YOU looking for a business in British Columbia? I have a reliable list of "businesses for sale." 20 years practical experience. Write for free list. James Brooks, Merchants' Bank Building, Vancouver, B.C. (42p)

BUSINESSES FOR SALE.

TO GROCERS—If you are looking for an opening in Vancouver or in any other part of British Columbia, it will be to your advantage to get in touch with us. We have a very large list of good paying businesses which only need aggressive people with some capital. This country is growing rapidly and there are many excellent opportunities for prospective buyers to get in and grow with the country. Correspondence solicited. The buyer pays us no commission. VANCOUVER BUSINESS MART, 9 Hastings Street East, Vancouver, B.C. (tf)

FOR SALE—Small grocery store in Vancouver, B.C. Cartage within half block of store. Rent only $12 a month. Stock at invoice price. If you are looking for a really good business this is your chance. Vancouver Business Mart, 9 Hastings Street E., Vancouver, B.C. (tf)

FOR SALE—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; $2,500 stock; $1,500 will handle. Building solid brick, for sale or rent, easy terms. Clear profit last year $2,200. Address Box 316, CANADIAN GROCER, Winnipeg. (46p)

PERIODICAL DEPT.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to day. The Busy Man's Magazine, Toronto.

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. **10 North John St.**

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scott's, Liverpoo

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	1 00
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

	Sizes.	Per Doz.
Royal—Dime		$ 0 95
"	½ lb.	1 40
"	6 oz.	1 95
"	½ lb.	2 55
"	12 oz.	3 85
"	1 lb.	4 90
"	3 lb.	13 60
"	5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

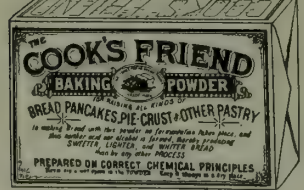
	Per doz		Per doz
Aylmer Jams		Peach	1 80
Strawberry	1 90	Pear	1 70
Raspberry	1 90	Jellies	
Black currant	1 80	Red currant	2 40
Red currant	1 80	Black currant	2 40
Raspberry & red currant	1 80	Crabapple	1 70
Raspberry and gooseberry	1 80	Plum	1 70
Damson plum, stoneless	1 70	Grape	1 70
Greengage plum, stoneless	1 70	Marmalade	
Gooseberry	1 80	Scotch	1 40
		Orange Jelly	1 75
		Green Fig	2 25
		Lemon	1 80
		Pineapple	2 25
		Ginger	2 25

Pure Preserves	5's & 7's per lb.	Bulk. 14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 9	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Co k's Friend Baking Powder

	In Cartoons per dozen
No. 1, 1-lb., 4 dozen	2 40
" " 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" " 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " 2 "	2 20
No. 12, 4-oz., 6 dozen	0 70
" " 3 "	0 75
In Tin Boxes	**per dozen**
No 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs	14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3 00
The King's Food, 2-doz. in case, per case, $4 80
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.00.
White Swan Self-rising Pancake Flour, per doz., $1.00.
White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ¼ gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—	
Perfection, 1-lb. tins, per doz	$1 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Solu le, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Cream, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, 1's & ½'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 10c size, 2 dozen b xes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½ s and ¼'s, 12-lb. bxs., per lb	$
Queen's Des ert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 35
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENDORE'S COCOA

A. F. Maclaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½s	0 38
" " " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 boxes.	15 lb. pails.	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 1
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2 oz., 4 oz., 8 oz., 1 lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 10





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14
Package Coffees.	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Pe[illegible] with 3 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese—Imperial

Large size jars, per dz 8 25
Medium size jars, per doz 4 50
Small size jars, per doz 2 40
Individual size jars, per doz 1 00



Imperial holder—

Large size, doz.	13 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box. "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 t o books t o 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.	
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 30 " " 1 "	4 75
" 20 " " ½ "	2 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2
" " groats ½-lb. tins	1
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.



Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

TUPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz	$1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7-lb. tin pails, 3 and 2 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 wood pails, 6 pails in crate, per lb	07



Goodwillie's PURE FRUITS

In Glass

¶ It is easiest and most satisfactory to sell goods with the reputation for highest quality, and consequently greatest perfection.

¶ Goodwillie's Pure Fruits in glass are everywhere admitted to be superlative in quality which is not surprising, considering the science and common sense exercised in their preparation.

You Can Secure Prices From Your Wholesaler.

Rose & Laflamme, Ltd. - Montreal and Toronto

AGENTS

	Per lb.
30-lb. wood pails	0 06¾
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

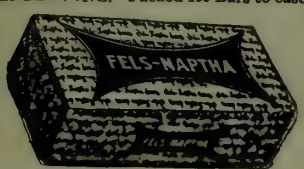


Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price.

"Shirriff's" (all flavors), per doz .... Discounts on application.



Lard

W. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 11¾
½-bbls.	0 12
Tubs, 60 lbs.	0 12
30-lb. Pails.	2 45
20-lb. tins	2 35
Cases 3-lb.	0 12¾
" 5-lb.	0 12¾
" 10-lb.	0 12¾



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10¾
Tubs	0 11
20-lb. pails.	0 11¼
20-lb. tins.	0 11¼
10-lb. "	0 11½
5-lb. "	0 11¾
3-lb. "	0 11¾
1-lb. cartons	12

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ...per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½ lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$3 50
Ditto, hotel,	3.70
Silver Cow M.D	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F.	¼-lb. tins per doz.	$ 1 40
"	½-lb tins "	2 50
"	1-lb tins "	5 00
Durham	¼-lb. jar per jar	0 75
"	1-lb. jar "	0 25
F.D	¼-lb. tins per doz.	0 85
"	½-lb. tins "	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1,	cases 60 1-lb. packages	$ 2 75
No 2,	" 120 ½-lb. "	2 75
No. 3,	" 30 1-lb. " 60 ½-lb. "	2 75

No 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw hat polish	"	10 20



3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

		per lb
Laundry Starches—		
No. 1 White or blue, 6-lb. carton		$0 07
" " " 1 " "		0 07
Canada laundry		0 06
Silver gloss, 6-lb. draw-lid boxes		0 08
Silver gloss, 6-lb. tin canisters		0 08
Edward's silver gloss, 1-lb. pkg.		0 07½
Kegs silver gloss, large crystal		0 07
Benson's satin, 1-lb. cartons		0 7½
No. 1 white, bbls. and kegs		0 6½
Canada White Gloss, 1-lb. pkgs		0 6½
Benson's enamel....per box 1 50 to		3 00
Culinary Starch—		
Benson & Co.'s Prepared Corn		0 07½
Canada Pure Corn		0 06½
Rice Starch—		
Edwardsburg No. 1 white, 1-lb. car.		0 10
" " 1 " or blue,		

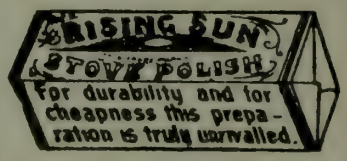
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 07½
6-lb.	0 08
6-lb. toy drums, with drumsticks in use	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼ barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 33⅓ lbs.	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

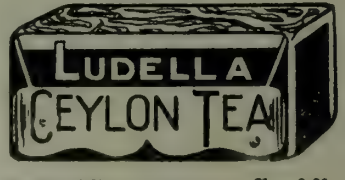


EMPIRE PACKAGE TEAS

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ¼'s	21	0 26
Orange Label, 1's and ½'s	0 28	0 40
Sun Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	35c. each	50c. each
Gold Label ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

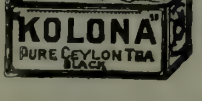


MELAGAMA TEA

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. ½ ¼s.	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. ½ ¼s.	0 35	0 50
" " 1 lbs., ½s.	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c	0 23
Green Label, " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	55



Pure Gold Jelly Powder..... } 90 cents
Pure Gold Salad Dressing Powder } per doz.

Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	Retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	56
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s.	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug making—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	51

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havane, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Wagstaffe, Limited

HAMILTON



An exact reproduction of the best-equipped preserve and fruit packing plant in Canada.

THIS factory is situated in the Niagara Fruit Belt and has all the railway and boat facilities possible. The arrangement of the factory is such as admits of turning out goods in the most expeditious. orderly and cleanly manner. The fruit is received at one end of the building, passes right through the boiling room—which, by the way, is of white enamel bricks—into the store room, from it to the finishing-off room and from that to the shipping room, and so directly to the cars and drays. This continuous process is made possible by the use of overhead railways and does away with unnecessary and superfluous handling. Everything is transmitted on these railways, even the sugar traveling on same, passing down from the sugar storage room through chutes to the boiling room into the retainers and to the kettles. The finished product is also carried away by means of these overhead railways into the cars and so transmitted to the stock room. Every hygienic convenience for the help, such as bath-rooms, lunch-rooms, etc., has been provided for and the entire building indicates that cleanliness is the outstanding feature. It is only four years since this company commenced business in a very small way, and its success is due not only to the variety of goods turned out but to the knowledge and experience of Mr. Wagstaffe, who, before coming to Canada, was a large manufacturer of Jams, Marmalades, Mincemeats, etc., in England.



A Wagstaffe Window Display in one of Winnipeg's Largest Stores.

INDEX TO ADVERTISERS

Adamson, J. T., & Co. 50
Allan, Robt., Co. 50
Allison Coupon Co. 56
American Computing Co. 25
American Tobacco Co. 161
Archambault, Victor 154
Asepto Mfg. Co. 60
Aylmer Condensed Milk Co. 19
Baker, Walter & Co. 144
Balfour, Smye & Co. 16
Batger & Co. 178
Battle Creek Toasted Corn Flakes Co. 159
Beardwood Agency, The 58
Belleville Canning Co. 33
Benedict, F. L. 144
Bickle, J. W., & Greening 40
Bloomfield Banning Co. 32
Blue Ribbon Tea Co. 31
Borden Condensed Milk Co. 179
Bostock, J. J. 133
Brack & Co. 50
Bradshaw, Ltd. 25
Brand & Co. 26
Bristol, Geo. & Co. 188
British America Assurance Co. 54
Bull, John Candy Co. 14
Canada Sugar Refining Co. 4—74
Canadian Biscuit Co. 155
Canadian Canners 44—45
Canadian Cocoanut Co. 23
Canadian Milk Products, Ltd. 163
Canadian Salt Co. 69
Capstan Milk Manufacturing Co. 47
Corbett & Co. 148
Cargill, H. 144
Carr & Co. 152
Carter-Crume Co. 180
Central Milling Co. 175
Cereals, Ltd. 146
Ceylon Tea Ass'n 76
Champion & Slee 51
Chase & Sanborn 70
Chevalier, Pouliot & Cie. 144
Christie, Brown & Co. 147
Church & Dwight 52
Cornet Chemical Co. x7
Clare & Little 50
Clark, W. 143
Clawson & Co. 50
Clowes, Wm. & Son 181
Common Sense Mfg. Co. 162
Comet Chemical Co. 67
Computing Scale Co. 136
Concord Canning Co. 172
Connors Bros. 170
Constant, H. 144
Cooper Cooper & Co. 61
Cowan Co. 65
Cox, J. & G. 151
Cream, R. F. 144
Crooks, Robt., & Co. 178
Dalley, The F. F. Co., Limited 22
Dastous, L. E. 144
Davis Milling Co. 154
Dignard, Ltd. 155
Dominion Cereal Co. 177
Dominion Molasses Co. 60
Dominion Register Co. 66
Dominion Warehousing Co. 49—50
Downey, W. P. 142
Dunn, W. H. 10
Dunn, Albert 50
Eastern Canning Co. 133
Eby-Blain, Limited 9
Eckardt, H. P. 137
Edmonds, Mr. 46
Edmonds & Baker 133
Edwardsburg Starch 1
Emond & Cote 144
Empress Mfg. Co. 132
Enterprise Mfg. Co. 51
Epps, Jas. & Co. 146
Escott, W. H. 13—144
Essex Canning Co. 27
Estabrooks, T. H. 135
Evans, F. G. & Co. 133
Ewen, J. W. 144
Ewing, S. H. & Sons 49
Fairbank, N. K. 52
Farmers' Canning Co. 30
Fearman, F. W. Co. 140
Fels & Co. 162
Foley Bros & Larson 41
Garvey, John 69
Genest, C. O. & Fils 176
Gibb, W. A. Co. 172
Gillard, W. H. & Co. 40
Gillett, E. W., Co., Ltd. 143
Gilmour Soap Works 42
Goodwillie & Co. 183
Gorham, J. W. & Co. 50
Gorman, Eckert & Co. 64
Grant, W. J. 161
Gray, Young & Sparling 144
Greek Currant Co. 75
Guelph Soap Co. 60
Guggenhime 47
Gunns, Ltd. 140
Hamilton Stamp & Stencil Co. 57
Harnet—Ridout 51
Hatton, D. & Co. 169
Hillock, John & Co., Ltd. 64
Hills, Wm. J. 166
Hill, Wm. A. 181
Holbrooks Ltd. 165
Holland, Rusk Co. 47
Hotel Directory 64
H. P. Sauce 47
Huber Account System 132
Hudon, Hebert 72—73
Imperial Extract Co. 62—63
Imperial Tobacco Co. 161
Irish Grocer 50
Island Lead Mills Co. 54
James, F. T. Co. 171
James Dome Black Lead 176
Jameson Coffee Co. 133
Joliette Chemical Co. 144
Kilgour Bros. 54
Lake of the Woods Milling Co. 149
Lakeside Canning Co. 29
Lambe, G. W. A. 50
Laporte, Martin & Co. 37—77
Leitch Bros. 146
Lemesurier, J. & Son 162
Lennon, E. M. & Co. 144
Leonard Bros. 173
Lind Brokerage Co. 50
Lipton, T. J. 26
Litster Pure Food Co. 15
Loggie, W. S. & Co. 173
Lytle, T. A. Co. 156
MacKay, John, Ltd. 144
MacNab, T. A., & Co. 50
McCabe, J. J. 166
McCready, Thos. & Son 71
McDonald, Gordon & Co. 181
McDougall, D. & Co. 161
McGregor Specialty Co. 47
McIntosh, F. R. & Co. 133
McLaren, W. D. 153
MacLaren Imperial Cheese Co. 50
McLeod & Clarkson 133
McVitie & Price 150
McWilliam & Everist 165
Magee, Fred 173
Magor, Frank 1
Mahiques, Domenech 180
Malcolm, Jno. & Son 40
Marshall, C. A. 58
Marshall, E. A. 133
Mason, Geo. & Co. 61
Mason & Hickey 23
Mason Miller Co. 158
Mathewson's Sons 21
Mathieu, J. L. Co. 53—40
Merchants Portrait Co. 148
Michigan Show Case Co. 54
Midland Vinegar Co. 47
Millman, W. H. & Son 50
Minto Bros. 59
Montreal Biscuit Co. 152
Mooney Biscuit and Candy Co. 151
Morse Bros. 184
Mott, John P. & Co 150
Nagle, H. 176
Napanee Canning Co. 68
National Licorice Co. 150
Nelson, Dale & Co. 150
Nelson, H. W. 34—35
Newfoundland Fresh Fish Packing Co. 169
Nicholson & Bain 7—8—9
Nicholson & Brock 40
Nickel Plate Stove Polish Co. 54
Nishimura, S. T. & Co. 75
Northwest Jobbing & Com. Co. 23
Oakville Basket Co. 148
Oakey, John & Sons 187
O. K. Sauce 61
Ogilvie Flour Mills Co. 157
O'Grady, Anderson Co. 138
Old Homestead Canning Co. 28
Ontario Lantern & Lamp Co. 68
Ontario Office Specialty Co. 54
Paine, John B. Co. 9
Parkinson Cereal Co. 152
Pickford & Black 187
Poulin, P. 64
Pure Gold Mfg. Co. 39
Queen City Oil Co. 187
Ram Lals Tea Co. 12
Richards Pure Soap 148
Robertson, R. & Co. 133
Robinson, O. E. & Co. 172
Rock City Tobacco Co. 162
Rose & Laflamme, Ltd. 21
Royal Baking Powder Co. 175
Rowat & Co. 74
Royal Polishes Co. 64
Ryan, Wm. Co. 140
St. Charles Condensing Co. 68
St. Lawrence Sugar Refining Co. Inside back cover
Salada Tea 10—11
Sanitary Can Co. 17
Scott, David & Co. 181
Sealshipt Oyster System 172
Segalerva, Jose 41
Sherbrooke Cigar Co. 160
Smith, E. D. 61
Snap Co., Ltd. 49
Snowdon & Borland 24—148
Sprague Canning Machinery Co. 144
Spratts, Limited 187
Stamper, D. 50
Storage & Transfer Co. 54
Stevens-Hepner Co. 13
Stewart, J. C. 56
Stringer, W. B. 167
Symington, T. 14
Tanguay, Geo. 144
Tanguay, Alf. T. & Co. 56
Thomas, J. P. 142
Thomas Bros. 33
Terminal Warehouse 20
Thurston & Braidich 47
Tippet, Arthur P. & Co. 2—43
Todhunter, Mitchell & Co. 60
Toledo Computing Scale Co. 139
Toronto Salt Works 144
Truro Condensed Milk Co., Ltd. 140
Tuckett, Geo. E., & Son Co. 160
Upton, T. Co. 2
Verret, Stewart Co. 188
Vincentelli, P. & F. 56
Wagstaffe, Limited 185
Walker Bin and Store Fixture Co. 56
Walker, Hugh & Son 167
Warren, G. C. 50
Watson, Andrew 13
Watson & Truesdale 50
Weese, G. Wallace 50
Weller, Coleman Co. 143
West India Co. 48
Western Assurance Co. 54
Western Canada Flour Mills Co. 55
Western Salt Co. 173
Wethey, J. H. 188
White & Co. 167
White Swan Spice & Cereals, Ltd. 5—142—158—168
Whittemore Bros. 20
Wilson, W. Harry 133
Windsor, J. W. 38
Winn & Holland 75
Wiseman, R. B. & Co. 51
Wood, Thomas & Co., Ltd. 187
Woodruff & Edwards 57
Woods, Walter & Co. 52
Young, W. F. 56

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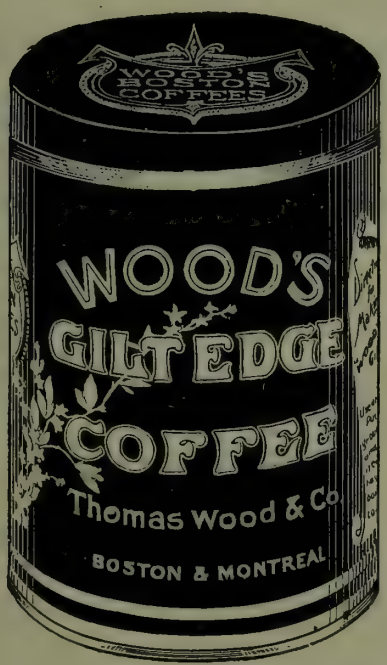
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LABORATORY OF PROVINCIAL GOVERNMENT ANALYST.

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(Signed) MILTON L. HERSEY, M.Sc., LL.D.,
Provincial Government Analyst.

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Montreal Toronto Winnipeg

Try a business card in The Canadian Grocer.

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"PICKANINNY" Brand

Buckwheat and Pancake Flours?

If you are not, you are losing trade and also money.

It sells for **10c.** per package and sells well.

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A PHENOMENAL SELLING LINE



40c.	Grade	costs you	30c.	per lb.	in lead packages.
50c.	"	"	35c.	"	"
50c.	"	"	35c.	"	in 5lb and 3lb fancy tins.
50c.	"	"	36c.	"	1lb and ½lb " "
60c.	"	"	42c.	"	in lead packages
75c.	"	"	50c.	"	" "
1.00	"	"	70c.	in ½lb	fancy tins
1.00	"	"	72c.	" ¼lb	"

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St., MONTREAL

The United Canners of Canada, Limited

Incorporated under the Manitoba Joint Stock Companies' Act

PROVISIONAL BOARD OF DIRECTORS

The following gentlemen have consented to act as Provisional Directors: J. W. deC. O'GRADY, Broker, Winnipeg. H. F. MOULDEN, Manufacturers' Agent, Winnipeg. J. B. HUGG, Barrister, Winnipeg. D. C. MUNRO, Canner, Alvinston. J. A. ANDERSON, Broker, Winnipeg.

It is intended that after the Stock has been subscribed for the number of Directors shall be increased, and other names substituted for some of those who are now acting, from those who become stockholders.

Head Office - WINNIPEG, MAN.

Factories located at Tilbury, Essex County, Ontario. Alvinston, Lambton County, Ontario. Jordan Station, Lincoln County, Ontario, and others which will be acquired.

Auditors: WEBB, READ & HEGAN, Winnipeg

Solicitors: HUGG, McKAY, KELLY & HUGG, Winnipeg

INCORPORATION: The Company has been incorporated under the laws of the Manitoba Joint Stock Companies' Act, with an authorized capital of $500,000, divided into shares of $100 each.

OBJECTS: The object of the Company is to acquire by purchase, build or control, a number of specially selected Canning Factories situated in different parts of Ontario and British Columbia, each so located as to be in the best district for the choicest growth and cultivation of the special classes of fruit and vegetables which it is proposed to handle at the particular plant chosen, and to be able by concentrated management to curtail to a minimum the overhead or office and general expenses, and to purchase all supplies on the most economical basis.

It will further be an object of the Company to have its entire stock taken up by the retailers of general groceries from Port Arthur to Victoria, in co-operation with the fruit and vegetable growers in the respective localities where the factories are situated, thereby assuring, through the joint co-operation of Growers and Distributors, a market for all the goods the factories can produce.

OUTPUT: It is intended that the following fruit and vegetables, among others, shall be handled:

Apples, Cherries, Gooseberries, Beans, Pumpkins, Lawton Berries, Peaches, Pears, Corn, Plums, Raspberries, Strawberries, Peas, Tomatoes, Pork and Beans, also to manufacture all kinds of Jams, Jellies and Pickles, so that the patrons of the Company will be able to obtain an entire line of their requirements from the Company's factories.

It is confidently anticipated that, through connections already possessed by the organizers of the Company, and the channels of output which it is expected to form by means of the present Company as outlined above, there will be no difficulty found in the Company's being able to dispose readily of all goods it may be able to put up.

PROPERTIES: Options have been obtained upon three of the most modern equipped factories in Ontario with a present combined output capacity of approximately 125,000 cases.

It is proposed to add to the equipment of these establishments so as to bring their combined output for the coming year up to approximately 250,000 cases.

The Plants upon which options have been obtained are:—

The Tilbury Canning Co. Ltd., situated at Tilbury, Essex Co., Ontario, in the heart of the best tomato district.

The Jordan Station Canning Co. Ltd., which was built in 1908, situated on the G.T.R., at the village of Jordan Station, Lincoln Co., Ontario, and is surrounded by thousands of acres of the best fruit growing lands on the continent, where are grown in great abundance all lines of fruit generally packed.

The Alvinston Canning Co. Ltd., situated at Alvinston, Lambton Co., Ontario, a district which grows as fine corn as is grown anywhere on the continent of North America, and is also favorably located for the production of Peas, Beans, Pumpkins, Beets, etc.

It is proposed to add to these by the purchase of additional plants if they can be obtained on a satisfactory basis, both in Ontario and British Columbia, also possibly to erect one or two new plants at very desirable points.

MANAGEMENT: It is intended that this Company shall be controlled by the Western Directorate, composed of the most reliable and competent business men obtainable, and that the management of the Company shall be in Winnipeg.

PROFITS: It is a difficult matter to attempt to predict with any close degree of accuracy the profits to be obtained from the operation of a Company of this description because of the varying prices of the raw materials from season to season, also the varying prices to be obtained for the finished output, but, basing a calculation upon the figures actually obtained in an average year, it is calculated that a mixed pack of the fruits and vegetables enumerated above of 225,000 cases can be put up for a cost of $269,000, and the selling price, based upon the results obtained in a recent average year, would be $444,000, showing a gross profit on manufacture, exclusive of any profit on jams, jellies, pickles, etc., of $175,000.

From this would have to be deducted management, office and selling expenses; cost of manufacture being covered in the cost of the pack.

Allowing $50,000 for these expenses, which is a very liberal estimate indeed and probably far in excess of what will be expended for those purposes, there would be left a net profit on operations of over $125,000, or 25 per cent. per annum on the proposed capital, and, deducting $25,000 per annum for depreciation of plant, repairs and additions, an earning of 20 per cent. per annum could still be obtained.

SELLING PRICE: It is to be borne in mind that the above estimate of profits is based upon the intention of the Company to sell its produce to its own shareholders at the regular prices paid by the Wholesale Trade to the Manufacturers for a like class of goods, thereby enabling the Company's shareholders to purchase their goods at the same prices as paid by the wholesale trade, with the additional benefit of participating in the profits of manufacture through their stock dividends.

SUCCESS OF COMPANY: A careful perusal of this brief prospectus will make it easy to see that splendid financial results will surely be obtained by the Company provided it receives the loyal and hearty support of those whose sympathy and assistance it is hoped to secure as shareholders.

STOCK: Shares in the Company are now being offered for subscription at par, and it is hoped they may all be placed with friends who will be customers of the Company for its products.

The terms of payment are set forth in the application form.

As the options obtained on the factories mentioned are good for very limited periods a prompt response will be most desirable.

All payments for Stock are to be made by cheque or order to

Messrs. O'GRADY, ANDERSON & CO., Ltd.
Grain Exchange, Winnipeg

APPLICATION FOR SHARES

The United Canners of Canada, Limited, Head Office: Winnipeg, Man.

To the Directors, The United Canners of Canada, Limited

I,.....of .....in the Province of.....

hereby apply for.....shares of The UNITED CANNERS OF CANADA, LIMITED, of the par value of $100 each, and I agree to pay for the same on the following terms and conditions:

20 p.c. viz. $.....at the time of signing this application
20 p.c. viz. $.....on.....1909 (60 days) after signing this application
20 p.c. viz. $.....on.....1910 (4 months) " "
20 p.c. viz. $.....on.....1910 (6 months) " "
20 p.c. viz. $.....on.....1910 (8 months) " "

I hereby appoint J. A. Anderson, Acting Secretary of the Company, of the City of Winnipeg, Province of Manitoba, as my attorney, to accept on my behalf an allotment or transfer to me of these shares, with power to sign and subscribe my name to the subscription agreement in the Stock Book of the said Company, and to register me as holder of such shares.

Dated this .....day of.....19.....

Name in full..... Occupation .....

Witness .....Address .....

The Canning Season Is Now Over

and Eighty Per Cent. of Our Pack is Already in the Hands of the Trade

Can Still Book a Few Assorted Cars of the Following :

VEGETABLES

Tomatoes	2s	3s	Gallons
Corn	2s		
Pumpkin		3s	Gallons
Squash		3s	
Beets, Choice	2s		
Peas	2s,	Standards, Early June, Sifted.	

FRUITS

Raspberries	2s		
Strawberries	2s		
Pears	2s	3s	
Peaches	2s	3s	Gallons
Plums	2s	Damson, Purple Egg.	
Lawtonberries	2s	3s	
Blueberries	2s		
Cherries	2s		

Write us at once for prices on assorted cars.

AFTER NOVEMBER FIRST WE WILL HAVE GALLON APPLES TO OFFER

Keep this in mind and write us for price.

ESSEX CANNING AND PRESERVING CO., LIMITED

ESSEX, ONTARIO

No single line you stock reflects more directly on your stock in general than the CANNED GOODS you handle.

Our claim to your patronage lies in the fact that we use only the freshest of the choicest fruit and vegetables procurable, prepare them and can them in an up-to-date sanitary factory and place them on the market in first-class condition.

OLD Homestead Brand

Canned Fruit and Vegetables

is the name of the brand thus prepared — the brand you can rely on.

Old Homestead Canning Co. **Picton, Ont.**



Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

A Genuine Trade Builder

Quality goods are the kind you have to handle if you wish to build up the best class trade.

ROWAT'S

IMPORTED PICKLES AND OLIVES

are pickles of quality and will be found genuine trade-builders. They are made to sell at a price that will surprise you. See about your winter stocks.

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal Quebec, and Ontario
F. K. Warren, Halifax, N.S.
F. H. Tippett & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver, B.C.
Nicholson & Bain., Winnipeg, Edmonton, Calgary

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.
"NARCISSUS." fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

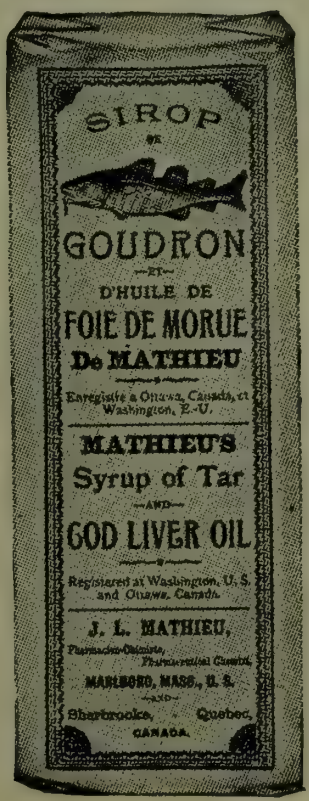
CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg
J. A. KAVANAGH, Hamilton and London
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal

GREEK CURRANT CO.

260 West Broadway, - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

If
you
have
not
ordered

QUAKER SALMON

It is
high
time
that you
should!

MATHEWSON'S SONS

Wholesale Grocers
202 McGill St. : : MONTREAL

Ginger-Bread
BRAND
Molasses
(The Best There Is)

Produced and sold under the British flag

When ordering from your wholesaler specify the above well-known brand

RESULTS
Satisfied Customers Increased Sales

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

O·K

THE
COLD
MEAT

SAUCE

GEO. MASON & CO., LTD.
Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

Snap 

Sells

¶ Not alone the service you render, but the goods you sell, carry weight in influencing the trade to your store.

¶ The daily household work entails soiled hands—and SNAP is the most easily applied, and most effective preparation for the cleansing of soiled hands in existence. ¶ SNAP is harmless and antiseptic, and the handling of SNAP means many repeat orders and a liberal profit.

ORDER FROM YOUR JOBBER

THE SNAP CO., Limited
MONTREAL :: :: :: CANADA



The New Kind of Soda Biscuits

WHAT every grocer knows will sell like hot cakes—soda biscuits in a real dainty design. Here they are—McCormick's FANCY Jersey Cream Sodas. Much thinner, smaller and neater than ordinary sodas. Wonderfully crisp, flaky and tasty!

The demand is already large. In a couple of months it will be tremendous! Mail orders will be filled promptly.

Put up only in 5c. and 10c. Blue Label Packages.



McCORMICK'S FANCY JERSEY CREAM SODA BISCUITS

Factory at London. Warehouses: Montreal Ottawa Hamilton Kingston Winnipeg and Calgary.



Made in Canada

CAN'T YOU CALL AGAIN?

How often do you tell your customers that the books are not posted and ask them to call again?

Don't you know that many of them are pleased to hear you say "Call again?"

Don't you know that the customer had the money to pay you? And don't you know that the customer will go and spend that money somewhere else where there is a merchant ***that is ready to take it?***

If you can't tell a customer the amount of his indebtedness to you ***the minute he asks the question*** your account system is wrong.

With the McCASKEY REGISTER SYSTEM the accounts are handled with but ***one writing.*** Balances are brought forward with every purchase and every account is ***ready for settlement at any minute*** without making another figure.

If you want the cash let us tell you about the McCASKEY, one writing, total forwarding system.

DOMINION REGISTER COMPANY, Limited

Successors to the McCaskey Register Co. in Canada

96 to 104 Spadina Ave. - - - - - TORONTO

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E. London, England

To the Trade:

THAT

CEYLON TEA

HAS THE CALL,—

A statement recently made by the Grocery House which has the greatest number of important Retail Establishments, and is consequently in touch with the greatest number of consumers, of any in the country,—

IS

Convincing Evidence

THAT

Ceylon Tea is the Best

AND THAT

Ceylon Tea is the Cheapest

Purity and



Perfection

are the theme of nearly every Canned Goods Advertisement: But when you come to ask these firms to give you a positive guarantee of purity or to produce a Goverment Analysis they nearly all fail to make good.

E. D. S. Brand Jams and Jellies

have been found by the Goverment Analyst to be 100% pure. Think what it means to sell a guaranteed article like "E.D.S." goods. *Let me have your enquiry*

E. D. Smith's Fruit Farms, Winona, Ont.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

A LEADER

FOR OVER

50 YEARS



W. D. McLAREN, LIMITED
Manufacturers
583-585 St. Paul Street - MONTREAL

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO



UNSWEETENED

Retails at 5c.

A New Size Package of Borden's

"Peerless Brand" Evaporated Cream

Just what your customers have been clamoring for. Will sell like hot cakes. $2 per case of 4 dozen. Why not order a few cases now.

Retails at 5c.

BORDEN'S CONDENSED MILK COMPANY

ESTABLISHED 1857

WILLIAM H. DUNN - - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Canada First

is the purest, richest and most digestible product in the line of evaporated cream that any grocer can handle.

ORDER FROM



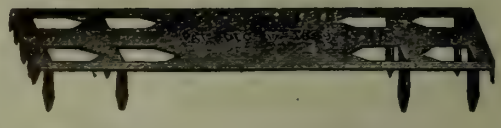
Evaporated Cream

It is a perfect infant food, efficiently sterilized and unsweetened. It creates steady custom.

YOUR JOBBER.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

WARMINTON'S CLUTCH NAILS, STRAPPING, ETC.



Every Wholesale Grocer and Specialty Manufacturer should have a supply of these Clutch Nails. Save time and expense to the shipper and a safeguard to goods being stolen in transit.

J. N. WARMINTON,

43 Scott St. TORONTO. 207 St. James St. MONTREAL.

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,

ST. GEORGE, - ONT.

H.P. SAUCE

How many customers have you

who have not asked for H.P. Sauce ? Our new extensive advertising is creating a large demand and if you are not supplying them they are buying it—SOMEWHERE.

Wide awake Grocers are making H.P. their leading line.

W.G. Patrick & Co., Toronto and Montreal. R.B. Seaton & Co., Halifax, N.S.

MIDLAND VINEGAR CO., BIRMINGHAM, ENG.





Money in This?

WELL, RATHER

Medical men say that the food we offer you for sale is about the finest and safest proposition in the eating line yet manufactured.

Holland Rusks

You can offer to your trade with the guarantee that they are something safe and nourishing for every member of the family.

HOLLAND RUSK CO , HOLLAND, MICH.
Sole Makers in America

If your jobber cannot supply you, please notify

McGREEGOR SPECIALTY CO.
672 Yonge Street, TORONTO



BULK—25 lb. Pails and 60 lb. Tubs
ALL WHOLESALERS.
NICHOLSON & BROCK, - TORONTO



"WHITE DOVE"

Stands for all that is highest in Cocoanut.

PURITY

QUALITY

SALABILITY

Known from Ocean to Ocean

MADE BY

W. P. DOWNEY

MONTREAL

P. & F.

VINCENTELLI & CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF

CANDIED PEELS

Specialities

CITRON, LEMON, ORANGE

Drained, Cut and Candied

Prices and Samples on Application

Snowdon & Borland

MANUFACTURERS' AGENTS

Open to represent another good manufacturer. First-class connection with trade, especially retailers.

Write to

34 GUARDIAN BUILDING
MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.



It dries them up ***Common Sense KILLS*** { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

Forest City Baking Powder

Always Reliable Always Uniform Always Satisfactory

The Leader for a Quarter of a Century

Packed in 6 oz. 12 oz. 16 oz, and 5 pound tins. For sale by all jobbers or direct.

GORMAN, ECKERT & CO., Limited

LONDON HIGH GRADE FOOD PRODUCTS WINNIPEG

MAHIQUES, DOMENECH & CO.

"M. D. & CO." Special Fancy Quality.
"W. ABEL." Standard Quality.

4 cr. layers. Selected. Fine off stalk.

Ask for these brands when buying

Valencia Raisins

They are recognized standards and leaders in the market.

The quality and appearance of these raisins are such as will please customers immensely.

Now is the season for Valencia Raisins. The above brands will interest you.

ROSE & LAFLAMME, LIMITED
AGENTS
MONTREAL AND TORONTO

SUGARS

The best are the cheapest.
Ask for, and see that you get

Redpath

Extra Granulated

and other grades of refined. Supply your customers with only the best sugars obtainable.

IT WILL PAY!

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.



There is a Reason Why

you will find the handling of

SHIRRIFF'S IMPERIAL SCOTCH MARMALADE

a paying proposition. The reason is because it is absolutely pure---pure Seville Oranges and finest sugar only. No admixtures or preservatives. Hence its unique flavour. Send along a sample order, with request for prices of our other lines.

Imperial Extract Co., 18-22 Church Street, **Toronto**

ESTABLISHED OVER 200 YEARS

CHAMPION'S VINEGAR

IS THE BEST



LONDON, ENGLAND — MADE FROM THE FINEST MALT

COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B. — W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto — R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

Trade is kept moving by having ready for customers goods timely for the particular season.

STERLING Brand MINCE MEATS

are now ready for Fall business. None better, as you know. Done up in glass and in 6½, 12, 28 and 50 pound pails.

The T. A. Lytle Co.
Limited
Sterling Road :: TORONTO, Can.





NEW SEASON'S

Fine Old English

Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.

R. B. Wiseman & Co.

123 Bannatyne Avenue East — WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

BUY FROM YOUR WHOLESALER

or

The Harnett-Ridout Company

Manufacturers — TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - - Montreal

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE

Malaga Table Raisins

If you desire the highest quality in raisins—particularly in the table variety --- the superb, neatly-packed fruit you secure under this name is what you should order from your wholesaler.

Malaga Loose Muscatels

Packed by

JOSÉ SEGALERVA

of

MALAGA, SPAIN

Jordan Shelled Almonds

Your jobber will gladly quote you on these high-class nuts. No packer has a better reputation than Segalerva as a purveyor of the finest grade of shelled almonds.

Valencia Shelled Almonds

ROSE & LAFLAMME, Ltd.
AGENTS
MONTREAL and TORONTO

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market

Buyers of Poultry, Game, Eggs and Feathers
Prompt Remittance—No Commission
Reference—any Bank.

(Our Own New Modern Cold Storage Plant Just Completed.)



McLEAN'S WHITE MOSS COCOANUT

A pure cocoanut of many years' manufacture, which will satisfy your most critical customers. The paying cocoanut to handle.

The Canadian Cocoanut Company
Montreal

Tartan BRAND

IN STORE

Finest Selected Valencias, Sultanas, Malaga Raisins, all kinds
Finest Figs, Peels, Apricots, Peaches, Nectarines
Finest Shelled Almonds, all grades
Finest New Santa Clara Prunes
New Labrador Herrings, Mackerel
New Sea Trout, Holland Herrings, etc.

Phone or write for quotations
Long distance 596 free to buyers

BALFOUR, SMYE & CO. WHOLESALE GROCERS... HAMILTON

Guggenhime & Co.
CALIFORNIA

Packers and shippers of the celebrated

"Pansy" and "Daphne"
BRANDS

Evaporated Fruits, Prunes, Seeded Raisins, etc., etc.

Selling these Brands means satisfaction all round.

We are represented in the Dominion by the following well-known brokers:

Rose & Laflamme, Limited -	Montreal, Que.
E. D. Adams - - -	Halifax, N.S.
W. S. Clawson & Co. - -	St. John, N.B.
H. D. Marshall - - -	Ottawa, Ont.
C L. Marshall - - -	Toronto
Geo. H. Gillespie - - -	London, Ont.
G B. Thompson - - -	Winnipeg, Man.
Shallcross-Macauley & Co. -	Calgary, Alta.
Dominion Brokerage Co. -	Edmonton, Alta.
H. Donkin & Co. - - -	Victoria, B.C.
H. Donkin & Co - - -	Vancouver, B.C.

St. Lawrence Sugar

GRANULATED

and

GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

Club Jelly Powders

Made of pure calves' foot jelly—a delicious table dessert.
Two parcels in each package, the jelly powder itself and
a powder with which to make a cream for the jelly.

ALL FLAVORS *NEAT CARTONS*

S. H. EWING & SONS, Montreal and Toronto

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

AGENTS WANTED.

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (48p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

FOR SALE.

FOR SALE—Vancouver suburban grocery, an established business taking over $50 a day. Low rent and good lease. Will sell at invoice price, about $1,150, including fixtures. Vancouver Business Mart, 9 Hastings Street East, Vancouver, B.C.

FOR SALE—An up-to-date grocery business in the town of Sarnia, Ont. Good location and well established. Good reason for selling. Address Box 321, care CANADIAN GROCER, Toronto. (44p)

FOR SALE—Bakery and grocery in good village; good country; reasonable price for quick sale; reasons for selling ill health. Box 323, THE CANADIAN GROCER, Toronto. (44p)

GROCERY BUSINESS FOR SALE on Main Street Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

SHOW CASES AND STORE FIXTURES for grocers. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont.

GROCERY, crockery and confectionery business for sale in best farming section of Western Ontario; good sized thriving village; stock $2,200 in first class condition. Best location. Newly remodeled premises. Address, Box 324, CANADIAN GROCER, Toronto, Ont. (45p)

FIRE-PROOF SAFES, VAULTS, ETC.

IF YOU are in the market for a safe or vault door, let us send you our illustrated catalogue "S." Our Safes are made to suit all requirements, from the smallest household Safe to the largest bankers' Safe made. The material and workmanship used in the construction of our Safes are the best obtainable. They are made to stand any fire through which they may be called upon to pass. Write to-day for book showing Safes which have passed through Canada's most severe fires. Address all inquiries to Dept. "S," The Coldie & McCulloch Co., Ltd., Galt, Ont. (tf)

MISCELLANEOUS.

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will instal a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

IN SEVERAL GOOD TOWNS we have not yet secured a satisfactory resident agent. This is a permanent agency worth from $600 to $1,500 per year, according to the capacity of the representative to build it up. If you are well regarded in your home town we can probably make a place for you. Send your references, state experience. Box 319, THE CANADIAN GROCER, Toronto.

KEEP AN ACCURATE ACCOUNT of you Employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

PEERLESS CARBON PAPERS AND TYPEWRITER RIBBONS are unequalled in typewriting, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies, handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SIR GILBERT PARKER is to the fore again with his latest book entitled "Northern Lights." It pictures the life of that portion of our country upon which all eyes are now turned. The stories portray conditions in the Great West before and after the effects of modern civilization and treat the subject with a master-hand. For sale at all bookstores. Cloth bound, illustrated, $1.50. The Copp, Clark Co., Limited, Publishers, Toronto. (tf)

THOUSANDS OF DOLLARS go astray in the mails every year. YOU should therefore insure against a possible loss by sending YOUR remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable and buys and sells foreign money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment, will interest you—there's nothing like it on the market. That's why we sell so many. All kind of supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

SILENT SALESMEN as represented by your show cases and fittings work all the time, show all the goods and make sales unaided. Efficient display half sells any article, and our illustrated catalogue has points of interest in this direction for every merchant. Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E., London, Ont. (tf)

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TORONTO, ONTARIO

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 58
American Tobacco Co. 52
Asepto Mfg. Co. 46
Aylmer Condensed Milk Co. 12

B

Baker, Walter, & Co. 43
Balfour, Smye & Co. 17
Beardwood Agency. inside back cover
Benedict, F. L. 43
Blue Ribbon Tea Co. 3
Borden Condensed Milk Co. 12
Bostock, J. J. 39
Brack & Co. 2
Bristol, Geo. & Co. outside back cover

C

Canada Sugar Refining Co. 14
Canadian Biscuit Co. 47
Canadian Cocoanut Co. 16
Canadian Products, Ltd 40
Capstan Manufacturing Co. 47
Cargill, H. 43
Ceylon Tea Assn. 10
Champion & Slee 15
Christie, Brown & Co. 47
Church & Dwight. inside back cover
Clare & Little 2
Clark, W. 44
Clawson & Co. 2
Common Sense Mfg. Co. 13
Concord Canning Co. 57
Connors Bros. 57
Constant, H. 43
Cooper Cooper & Co. 9
Cowan Co. 48
Cox, J. & G. 49

D

Dalley, The F. F., Co., Limited. 62
Davies, Wm., Co. 42
Dignard, Ltd. 47
Dominion Cereal Co. 44
Dominion Molasses Co. 8
Dominion Register Co. 9
Dominion Warehousing Co. 2
Downey, W. P. 13

E

Eastern Canning Co. 39
Eby-Blain Limited. 3
Edmonds & Baker. 39
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 38
Enterprise Mfg. Co. 59
Escott, W. H. 43
Essex Canning Co. 5
Estabrooks, T. H. 39
Evans, F. G., & Co. 46
Ewen, J. W. 17
Ewing, S. H., & Sons.

F

Fairbank, N. K. 53
Fearman, F. W., Co. 42

G

Gibb, W. A. Co. 56
Gillard, W. H., & Co. 16
Gillett, E. W., Co., Ltd. 44
Goodwillie & Co. 63
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 14
Grant, W. J. 52
Guggenhime 17
Gunns Ltd. 42

H

Harnett-Ridout 15
Herman, E. B. 39
Hills, Wm. J. 55
Holland, Rusk Co. 13
H. P. Sauce 13
Huber Account System 38

I

Imperial Extract Co. 14
Imperial Tobacco Co. 52
Irish Grocer 2
Island Lead Mills Co. 59

J

James, F. T., Co. 56
Jameson Coffee Co. 39

K

Kilgour Bros. 59

L

Lake of the Woods Milling Co. 51
Lambe, G. W. A. 2
Laporte, Martin & Co.
Lind Brokerage Co. 2
Lytle, T. A. Co. 15

Mc

MacKay, John, Ltd. 43
MacNab, T. A., & Co. 2
McCabe, J. J. 54
McCormick Mfg. Co. 9
McDonald, Gordon & Co. 18
McDougall, D., & Co. 52
McGreegor Specialty Co. 13
McIntosh, F. R., & Co. 39
McLaren, W. D. 11
McLeod & Clarkson. 39
McWilliam & Everist. 54

M

MacLaren Imperial Cheese Co. 2
Maconochie Bros. inside front cover
Magee, Fred. 41
Magor, Frank. outside front cover
Mahiques, Domenech. 14
Malcolm, Jno, & Son. 12
Marshall, E. A. 39
Mason, Geo. & Co. 8
Mathewson's Sons. 8
Mathieu, J. L., Co. 7
Merchants Portrait Co. 46
Midland Vinegar Co. 13
Millman, W. H., & Son. 2
Montreal Biscuit Co. 50
Mooney Biscuit and Candy Co. 49
Morse Bros. 62
Mott, John P. & Co. 48

N

Nagle, H. 62
Napanee Canning Co. 11
National Licorice Co. 48
Nelson, Dale & Co. 48
Nelson, H. W. 19
Nicholson & Bain. 41
Nicholson & Brock 13

O

Oakville Basket Co. 13
Oakey, John & Sons. inside back cover
O'Grady, Anderson Co. 4
O. K. Sauce 8
Old Homestead Canning Co. 6

P

Pickford & Black. inside back cover
Poulin, P. 16

R

Ram Lals Tea Co. 3
Richards Pure Soap. 43
Robertson, R., & Co. 39
Robinson, O. E., & Co. 56
Rowat & Co. 7
Ryan, Wm. Co. 42

S

St. Lawrence Sugar Refining Co. 17
Salada Tea. 21
Sanitary Can Co. inside back cover
Scott, David, & Co. 18
Sealshipt Oyster System. 57
Segalerva, Jose. 16
Smith, E. D. 11
Snap Co., Ltd. 8
Snowdon & Borland. 13
Sprague Canning Machinery Co. 43
Spratts Limited. inside back cover
Stamper, D. 2
Stevens-Hepner Co. 62
Stewart, I. C. 58
Stringer, W. B. 55

T

Thomas, J. P. 43
Thurston & Braidich. 41
Tippet, Arthur P., & Co. 1
Toronto Salt Works. 43
Truro Condensed Milk Co., Ltd. 7
Tuckett, Geo. E., & Son Co. 53

V

Verret, Stewart Co. outside back cover
Vincentelli, P. & F. 13

W

Wagstaffe, Limited. 15
Walker Bin and Store Fixture Co. 58
Walker, Hugh, & Son. 55
Warminton, J. N. 12
Warren, G. C. 2
Watson, Andrew.
Watson & Truesdale. 2
Weese, G. Wallace. 2
Wethey, J. H. outside back cover
White & Co. 55
White Swan Spice & Cereals, Ltd 37
Wilson, W. Harry. 39
Wiseman, R. B. & Co. 15
Wood, Thomas & Co., Ltd. 64
Woodruff & Edwards. 59
Woods, Walter, & Co. 46

Y

Young, W. F. 58

The Selling of Groceries from a Scientific Standpoint

Before Locating Study Class of Customers to be Served—Buy Goods Accordingly and Give the Service That Such Customers are Likely to Require—Standards Set From Three Classes of Purchasers—A Successful Business Worked on These Principles.

By Finley Acker.

Years ago the average person would have smiled in derision at the idea of designating the retailing of groceries as science. In fact it was frequently thought if a man failed in all other things he could always, as one last resort, turn to the retail grocery business, and if he had sufficient capital and was willing to work sufficiently hard and long, make at least a living out of the business.

This old idea was the natural outgrowth of conditions which then prevailed; conditions which were very different from the keen, aggressive competitive conditions which exist to-day, and which ruthlessly enforce the operation of that inherent law of the "survival of the fittest."

Probably one of the most vital differences between ancient and modern trading is that in the comparatively easy-going spirit of "olden times," the average "shop keeper" (which, literally interpreted means a "keeper" of a shop) merely sold what his patrons demanded. Therefore if small grocery shops were located at points convenient to the local buyer, and the stock embraced their daily wants, and the prices were reasonable, the dealer had only to "keep shop" and feel reasonably assured of a certain amount of trade.

But modern innovations have completely revolutionized these old conditions. Aggressive methods of newspaper advertising, circularizing, personal solicitations by suave salesmen, combined with prompt and convenient methods of transportation and delivery have resulted in invading all localities and have educated all buyers into fuller knowledge of what their money can purchase. More than this, the former passive "shop-keeper" who required the customer to do his own thinking and educating as to his wants, has been transformed into, or is being supplanted by, the well informed, experienced merchant who knows so thoroughly the qualities and characteristics of food products that he logically becomes the educator and regulator of the wants of his patrons, and when buyers of food products have full confidence that this condition actually exists, most of them appreciate being relieved of the trouble of personal investigations and comparisons, and accept the recommendations of the firm they have learned to trust. Consequently successful modern retailing of groceries has necessarily become a science, and a very exacting science, for if its vital and inherent laws are violated, punishment through the loss of trade or loss of net profit is sure to follow.

Count Men Who Pass.

A most instructive instance of how retailing is elevated to a science is found in the history of the United Cigar Stores Company. Every one is familiar with the distinctive character of these stores. They have invaded many cities and are doing an enormous business. Some superficial observers have "guessed" that their great success was due to the possession and liberal expenditure of enormous capital, and that on account of this great wealth, the dealer with limited capital is unable to compete. Some have also made the same "guess" regarding the success of certain chain stores of cut price grocers, and certain popular lunch and restaurant companies. But a careful investigation reveals the fact that very little of the work of any of these concerns is based on "guessing," but is regulated almost entirely by scientific reasoning In the selection of sites for their stores, the United Cigar Stores Company pursues an analytical method of determining how many men pass the site per day; also whether the crowd is ordinarily slow moving (which suggests a normal percentage of purchasers) or very quick moving, as when men rush for a train or a very hurried lunch, which suggests few purchasers; also the character af the men, whether poor or well-to-do; also the character of the business in that district, their experience having proven that the proximity of banks, for instance, is undesirable. In the development of their plans they take into consideration the normal tobacco buying conditions of each city. The show windows have been carefully worked out to ensure maximum drawing power to get the passer-by to "come in," and the interiors are also carefully planned to ensure the making of every possible sale—and to make it quickly and with the least number of clerks. When their methods are intelligently analyzed it will be found that their success is in reality due to the fact that their business is conducted scientifically, and while their enormous capital and their extensive facilities make it comparatively easy for them to continually develop, a smaller business conducted as scientifically and having the advantage of the genial personality of the proprietor, should also be successful.

Study Class of People.

To conduct the retail grocery business scientifically requires, first of all, a clear knowledge of what class of people it is intended to serve. There are three distinctive classes, which again might be sub-divided into a greater number.

1st. Fancy Trade.—This takes in the aristocratic and well-to-do classes, who want the best of everything; and it also includes some of the poorer classes, who want the best of a few things, such as coffee, tea, olive oil or other specialties. To satisfactorily serve this class, requires the store to be located where it will be convenient and congenial for this class of trade to visit; the store must be kept scrupulously clean; all the goods must be of first quality; the clerks must have manners which are very agreeable; the drivers must be cleanly and polite. If the store is centrally located, the system must include the prompt filling of mail and 'phone orders, and outside salesmen must call regularly for orders. Where the quality of the goods and the service is strictly first-class, "slashing of prices" is not necessary; on the other hand, however, exorbitant or unreasonable prices cannot be permanently maintained. With this class of trade it is absolutely essential that the management be thorodghly up-to-date in its knowledge of all food products, and in the utilization of executive methods which ensure reliable and pleasing service.

Some Changes Necessary.

2nd. Standard Trade.—This takes in principally the great middle classes, who want good and healthful products, but who cannot afford to pay the price for the strictly select or fancy qualities. This class is not so exacting as the other class; they are more lenient in case the quality or the service is occasionally below the standard, but they are wide-awake and well informed and the dealer will soon discover his error

if he imagines they can be frequently imposed upon. For such trade the store should be advantageously located; goods displayed in liberal quantities with prices marked, and the dominating appearance of the store, in addition to being cleanly and orderly, should be active business rather than the ultra-dainty or artistic. Less cultured clerks and other assistants can be employed than in the fancy store—but every clerk should be cleanly in appearance, active in his movements and cheerful and pleasing in his personality. All the prices must be reasonable, and all well-known staple or proprietary goods must be sold at as low prices as are quoted by competitors. Cutting of prices—especially for a day or a week—is appreciated by many buyers of this class, but temptation to buy off quality goods in order to advertise sensationally low prices, will be followed by severe penalties through impairment of confidence. This class of trade may be successfully prosecuted in the business centres of large cities, but, on account of the unavoidable expense and delays of delivery, the business is better adapted to the neighborhood of the buyer.

Buyers Not so Exacting.

3rd. Cheap Trade—This class represents those who are found principally among the poor (although it also represents some who are quite wealthy) with whom cheapness or low price is the first consideration. As a matter of mere profit, I am inclined to believe that more money can be made upon the same amount of capital by catering to this trade than to either of the other two classes. Tne buyers are not so critical either of quality or service. The business is all cash. Most of the goods are taken away by the buyer—thereby eliminating order department, delivery service and bookkeeping expenses. Goods that are positively bad cannot, of course, be satisfactorily sold, but "seconds" of goods that are edible, but imperfect in appearance, can be advertised at a sensationally low price and with satisfaction to that class of buyers. By this I do not mean to suggest that the goods sold in the cheap stores are necessarily undesirable from a hygienic standpoint. This may have been true at one time, but in recent years consumers of all classes have become more and more exacting, and I know of one extensive cheap-goods grocer controlling a large chain of stores, who is most exacting on his purchases to require every article to conform strictly to the laws. This same party has also materially advanced his average standard of quality during recent years.

From the above it would seem that the science of retailing merely requires that every successful establishment must have a clearly defined policy as to what class or classes of trade are to be catered to; and after this is clearly understood, then to carefully study the characteristics or whims of those particular classes and satisfactorily meet their requirements.

Where Errors are Made.

The above may be accepted as the fundamentals of the science, and from these fundamentals can be worked out all the logical details—and in working them out, it is unwise to become "rattled" by the methods of those who cater to an entirely different class of buyers. The distinctive fancy grocer blunders when he experiments with the methods of the "cut-rate grocer," and the latter makes a similar blunder when he yields to the temptation of incurring the additional expenses of the fancy grocer by adapting his more expensive methods.

I think it will interest many to know that the unique establishment known as the "Acker Quality Shop," located in the finest and highest priced shopping district in Philadelphia, and fitted up in a style which classes it among the most beautiful salesrooms in the world, has proven a commercial as well as an artistic success.

And its success is based upon an attempt to conduct it in accordance with the above principles of scientific retailing.

CANNED FRUIT CONFISCATED.

Came to Montreal Firm From Singapore —About 5,000 Tins Destroyed.

Four thousand nine hundred and twenty-two tins of pineapples, of 1 lb. and 2 lb. size, were confiscated in Montreal, by the Health Department, this week.

Standard Imports, Ltd., received the shipment from Singapore, and noting the rusty condition of numerous tins and their swelled appearance, advised Dr. McCarrey, chief food inspector, who, when his inspectors had examined several tins, ordered about 5,000 tins to be taken to the incinerators.

The city may take action against the shippers of this food, if they discover them, and learn that the merchandise was maliciously shipped in poor condition.

C. H. Binks, of Standard Imports, Ltd., said to The Canadian Grocer in reference to the matter:

"There is certainly no evidence that the goods were 'shipped' in bad condition, and, as they took about three mounths en route, and travelled 12,000 miles, it is not wonderful that part of them (about 8 per cent of the shipment), were rusty outside the tins.

"This was caused (the papers suggest) by 'lying in water, and, of course, if any tins got rusty and burst, the juice soon damaged any other tins with which they came in contact.

"We understand that many of those sent to the dump were in perfect condition inside, but any suspicion of rust on the tin showed that later they might become leaky and the contents spoiled, and the Health Department decided to send them to the dump.

"The remainder of the shipment is in first-class condition. The trouble from occasional 'swells' is common to all canned goods, but the damage is easily detected, and is not likely to mislead anyone into using 'swells' for consumption."

Two months ago the civic health authorities confiscated some four thousand tins from Marcotte Bros., public auctioneers, who had the lot in store, to be auctioned off.

Geo. Fulcher, formerly clerk with John Dipiose, London, Ont., is opening a grocery store on the corner of William Street and Hamilton Road. F. L. Ross, an ex-grocer, is to carry on the butcher store in connection with the business.

TRAVEL ON YOUR OWN POWER.

The force that is going to carry you to your goal is coiled up inside you—in your energy, your pluck, your grit, your determination, your originality, your character, says Dr. Marden, in an article to young men on "The Precedent Breaker." Further, he says:

"The sooner you become disillusioned as to getting any great assistance outside of yourself, and fall back upon your own inherent force, the better.

"It is a pitiable thing to go through the world borrowing other people's ideas, plans, methods; other people's judgment—running to this one and that for advice—never developing your own power, independence, self-reliance.

"Originality is force, life; imitation is weakness, death. There is nothing else which will kill the creative faculty and paralyze growth more quickly than imitating others, following precedent in everything, and doing everything in the same old way."

Successful Methods Adopted by Canadian Grocers

Time to Paint Delivery Sleighs—Western Merchants Base Much of Their Success on Their Good Salesmen—Effect a Well-Lighted Store had on Business of a Montreal Grocer—Bargain Day Controversy in Berlin—How Chatham Merchant Builds up Mailing List—Good Advertising Suggestions.

Feature Shelf Display.

Montreal, October 19.—The accompanying cut shows the interior of the St. James St. store of Murphy Bros., grocers, Montreal. This progressive firm has two stores, the one shown here, and another at 831 St. Catherine St. West. One of the most notable features of the store is the fine shelf display. Nearly every "displayable" article is where it can be seen, the whole effect being one of attractiveness and plenty.

The store manager, Mr. Fournier, said their trade was composed, to a large extent, of transients on account of the location, near the Windsor station. For



Interior of Murphy Bros. Grocery, Montreal.

that reason good window displays were the most satisfactory method of advertising. A large banana rack, capable of holding twenty bunches at once, occupies the middle of the ceiling, and a good fruit display, in this particular line, is always shown in season.

Murphy Bros. are owners of the "Jersey Cream" brand of butter. In other lines their business is also, to a certain extent, wholesale, but the bulk of it is retail.

One great trouble due to the location near a railroad station, is the soot from the locomotives. It is very hard to keep the store looking neat in such circumstances. Politeness and quick service are the watchwords of the store. "It is the surest way to hold your customers," they claim.

Packing Fruit Sealers.

Perth, Ont., October 19.—Some of The Grocer's correspondents have reported that fruit jars arrive in good condition this year. This is not always the case however. Some still reach this town in as bad shape as ever. It looks sometimes as if the way the cases are made brings about this condition. The sides of boxes are solid but the bottom and top are very often but open slat work. If a case happens to be laid down on a nail, small stone or something else of that description there is nothing to protect the jars and breakage results.

Would Advertise Specialties.

Lindsay, October 20.—All grocers, or at least the majority of them, recognize the value of being courteous in business and of training clerks to be the same, but there are perhaps few grocers who have made civility habits take the place of advertisement in the progress of business. Yet this is what is occurring in the business of Adams Bros., of Lindsay.

Recently a number of timely hints which appeared in The Grocer, read as follows: "Work for more trade; coax your business to grow; you can do it by playing the game; one of the important moves is to advertise," and the majority of grocers, and in fact merchants in general, recognize the value of advertising; so does J. E. Adams, the enterprising head of Adams Bros, yet he does little advertising, and still more he has built up a large country and town trade and one that is paying dividends.

Adams Bros. have one of the oldest grocery businesses in the town, having followed the Blackwell Company. At present they employ, all told, eight men and a lady bookkeeper, the eight men, including the three Adams Brothers, J. E., Delbert and Frank—and the firm is considering seriously the advisibility of adding still another to their staff, so that the senior member of the firm might get a chance to get around more in the country and surrounding towns and hustle for more business.

In conversation with the senior member of the firm the other day he stated that he believed in advertising, but not in the advertising of general lines. He had no faith in the advertisement that simply stated that So and So was in business and was selling this and that and the other thing, but he did believe that business could be increased and sales made by advertising special lines of goods. He stated in part: "The advertisement has to be got up in an attractive manner and has to call attention to some special line of goods. It is the fellow with ideas that coaxes the coin toward the sales department."

"However, I believe," said Mr. Adams, "That every man in business must be courteous and treat all customers alike. This principle should be inculcated in the minds of the clerks as well."

"Be prompt, bright, courteous, sell good goods and give the people value for their money and make them feel that they are getting good value for their money, and business simply cannot help but come your way," said Mr. Adams, thus giving one reason why he still gets the business.

Pay Your Bills Promptly

Ottawa, October 19.—In conversing with a small but prosperous Ottawa grocer recently, he made the remark that many grocers wonder at the credit he had. "Well, the secret of it is," he said, "that though my capital was very small to begin with, I always paid my bills promptly. In this way I established a line of credit which has enabled me to expand to my present business."

The Late Delivery Question.

Berlin,. Ont., October 20.—There is room for great reform in Berlin in respect to late delivery on Saturday nights. As a matter of fact, some delivering is done in the wee sma' hours of Sunday morning. The matter has been brought up several times before the Retail Merchants' Association and feeling is always unanimously against the evil but there appears to be no abatement of it. This is one of the grievances the salesmen and deliverers have, and public sentiment backs them up.

Employs Good Salesmen.

Stoughton, Sask., October 18.—Although Geo. A. McCullough has only reached the age of 27 years, he has acquired a fine business here. In 1907 he came from Carnduff and purchased the grocery business of W. J. Ross. In two years his trade expanded splendidly. He has now a handsome dwelling and the company to which he belongs—Geo. A. McCullough & Co.—has recently purchased the general store business here of the McLeod Hamelin Co. The company make it a point to keep the best salesmen that can be secured and to advertise as well. This, no doubt, has much to do with their success.

A Well-Lighted Store.

Montreal, October 19.—It is always unpleasant to customers to enter a poorly lit store. In a recent conversation a grocer in Montreal said that for several months he had let his store remain in a badly lit condition and now, after changing this he had increased his trade. He laid it all to the fact that he had improved the lighting.

Look your store over and see if it needs anything of this kind.

Telephone Convenience.

Lindsay, October 20.—Modern conveniences count for a whole lot in the make-up of the up-to-date grocery store. The grocer wants to be able to serve his customers with dispatch and in fact to be as prompt as possible in waiting on them all; so it is very important that he has not got to run away to the rear of the store to the business office in order to answer the phone. Many a time the customer at the other end of the line will not order goods from any body else but the proprietor of the store, and when the store is crowded with customers much time is lost by running back to the telephone.

L. A. Primeau, one of Lindsay's progressive grocers has found it thus at any rate and to get over the inconvenience and to save time, he some time ago installed an extension phone, which is situated immediately behind the main or centre counter and which is convenient at all times. It is not a desk phone but in fact is much handier. It is fastened to one of the numerous drawers on a middle shelf and projects very little. He now states that he would not be without it, as it saves time and costs very little.

Adopting New Methods.

Berlin, Ont., October 20.—All the Berlin factories are working full time again and some overtime and business is picking up. The grocers in general are anticipating a return of good times. Stores are being improved and liberal appropriations being made for advertising.

Many of the merchants have adopted time saving devices for the handling of accounts and one after another the stores are having modern fixtures installed, glass front bins replacing the old drawers and boxes. There has also been a big improvement in the way in which windows are used. Practically all the principal stores now have modern fronts. The displays are changed frequently and made so interesting that people watch for the changes.

Bargain Day Controversy

Berlin, Ont., October 20.—Berlin grocers do not agree on the question of holding a weekly bargain day. In fact there is a sharp dividing line, those against the institution strongly criticizing those who have adopted the bargain day method, asserting that while the bargain-day men do more business they do not make any more money but simply take business away from other merchants creating a class of chronic bargain hunters. Even some of the grocers who feature bargain day would like to see it disappear altogether.

Advertises A Leader.

Montreal, October 19.—"I always make it a policy to have a daily leader and advertise it well," says a St. Catherines St. grocer. "It will bring new customers to your store as nothing else will. Women are the great bargain hunters and incidentally they form the large proportion of a grocer's trade.

Interest Your Clerks.

Montreal, October 19.—"Why don't grocers make it to their clerks' interests to see that goods are sold," said a Montreal traveler recently. "If they would only have their goods divided up and make one clerk responsible for the sales of one or two particular lines, offering prizes for the greatest increase or any other method which suggests itself, to accomplish the main purpose in view it would be to the clerks' interest to sell the goods."

Brighten Delivery Wagons.

Ottawa, October 20.—There is no better advertisement a grocer can have than to keep up the appearance of his delivery systems. Supposing he has only one express or sleigh; let that one be nicely painted and lettered. People like to see a smart delivery outfit outside their door and nothing looks more prosperous to a firm than these traveling advertisements. Now that the winter is approaching, in most of our Canadian cities and towns sleighs will soon be used extensively, and a sleigh painted and lettered will last three or four seasons. Get them out now and give the painter a chance to do good work and allow the paint to dry before using.

An ordinary flat sleigh to paint and letter will cost about $7, while an express sleigh with bobs, the cost will figure around $12. As regards to color, nothing gives a more attractive effect than the gear painted red with medium black stripe, and the box in ultra marine blue, with a block letter in gold leaf shaded with sky blue to throw out the letters.

The above mentioned prices are for the most expensive colors such as mentioned, the gold leaf being very costly indeed. In other colors the cost would be considerably less.

Another Co-Operative Store.

St. Thomas, October 19.—Another attempt is being made, this time in St. Thomas, to organize a co-operative grocery store. After the failure in Toronto and elsewhere the people in St. Thomas ought to know something more about it than what they are told by the promoters. P. J. Whelan, who seems to be the man who tries to enlighten them, has discovered the hithetro unknown fact, that if people would buy more goods at a time it would cost the merchants less to deliver them, and also if they would exercise patience when they call in the store, and wait when the clerks were busy, the cost of extra clerks could be saved. What a revelation! If Mr. Whelan has no patent in this, he had better secure the exclusive right, for on this alone the co-operative scheme will gain a substantial advantage over all other "old fogies" who never tumbled on this grand idea. He also points out that the company would be limited and therefore stockholders could not lose more than the stock they subscribed for. This is all such valuable information.

An Education For Clerks.

Toronto, October 20.—Now since the fact is established that the grocery trade requires a higher and more proficient service, would it not be in order to provide means by which the salesmen could receive the necessary instruction in the art of storekeeping. It might be suggested that the city provide a room, or different rooms in different parts of the city, where grocery salesmen could meet and receive instruction through lectures or otherwise on bookkeeping, butter, cheese, milk, tea, etc. If this were done once a week during the long winter evenings, great good could be accomplished not only for the clerks, but good results would come to the general public. Experts on all these lines could be secured at little cost to give lectures and rooms in school houses could be utilized, so that the cost would be no comparison with the amount of good which should naturally result from it.

Building Up A Mailing List.

Chatham, October 20.—In connection with the work of building up mailing lists and securing new customers, there is a grocer here who makes a specialty of newly married couples. He watches the columns of the daily papers with a particularly sharp eye for those significant two name headlines with a hyphen between, and makes a note every time of the names and future place of residence—if it is within reach of his business—as well as the probable date set for returning from the honeymoon. The name (the new one) goes on his mailing list, and usually the enterprising grocer contrives to strike a very early acquaintance with one or other of the contracting parties, with the result that not a few new customers have come his way.

He gives particular attention to suiting new housekeepers. Usually they are rather unskilled at the start, and are consequently grateful for anything in the way of advice that pans out successfully.

He reasons that every newly married couple forms absolutely new ground for working on and therefore gives him far more opportunity for securing patronage than people who are already customers of other merchants. True, the parents of the new couple have had their own business affiliation; but experience shows quite conclusively that the tendency of most new couples is to strike out an entirely new path when it comes to buying household supplies. They seem to think they can do better than their parents did, and are anxious to experiment with merchants whom their parents never tried.

Here would seem, too, to be a place where the "old family merchant" would do well to look after his fences. The merchant previously referred to sees two good points in his policy. He can help the beginners, he says, by leading them to buy good goods in preference to cheap goods; and he can train them to do business on proper lines, by paying their accounts monthly, or, preferably, in cash.

Want Assessment Lowered.

Toronto, October 20.—The retail merchants of Yonge St. think they have a grievance, and the assessment commissioner, Mr. Forman thinks differently. During the last few years Yonge St. property has gone up so that it more than doubled itself, and the assessment commissioner thought he was justified in doubling the assessment. The merchants however, claimed that some properties on which the assessments were based were speculative prices and not selling or earning values. They claimed further, that some stores are not doing as much business as they did three and even 15 years ago, when both taxes and rents were not more than half of what they are to-day. The commissioner undertook to prove that he based his assessments on real selling values, on prices that have actually been paid for properties, and also that merchants in other parts of the city had equally as good reasons to complain, for in some other parts, he said that the assessments were also doubled. He also went on to show that some of the properties about which they were complaining were not assessed over one half of their present values. A special committee was appointed to investigate the matter and assist the merchants in their appeal before the Court of Revision.

Seek Aid From Government.

Ottawa, October 20.—The Ottawa Retail Grocers' Association will go after the peddlers and hawkers this year with greater effort. The action taken last year by the organization came a little late in the year and therefore no bill was brought up in the provincial legislature as had been proposed. This late start was mostly due to the organization waiting for the other trades to join them, particularly the dry goods, which is asking for a law restricting transient traders.

The grocers have now decided to go on without them and only take up the question of hawkers and peddlars. It will be necessary to get a bill through the provincial legislature to enable the city council to pass any by-law which would help the grocers. The great complaint is that the peddlars pay no taxes into the city and the license is so small that it does not count. Yet they are able to compete against grocers paying heavy taxes and rents. Many of them pay only the fee required to get on the market—namely 10 cents—and there they buy their loads from the different producers, often before the bell rings, which is contrary to the by-law. Immediately they go out and peddle the goods over the city. The grocers will call their first meeting since the summer this week when they will map out their campaign for the winter and along with other questions will take up the matter of price-cutting, which unfortunately has begun again among the larger dealers after two years of quietness..

Autumn Window Decorations.

Chatham, October 20.—A local confectioner uses autumn leaves effectively in connection with a window display of chocolates. The chocolates, placed in dishes, are ranged upon the bottom of the show window, which has been covered loosely with white cheesecloth. Between the dishes red imitation maple leaves are placed. Maple leaves are also fastened at the top of the mirror which backs the window and streamers of imitation maple leaves are hung from the ceiling to about half way down in each of the four corners. These leaves are in green, red and yellow.

In this case imitation leaves are used. In fact, real leaves dry so quickly that they speedily lose their color. This can be avoided by varnishing, however. Besides maple leaves, there are vines whose leaves turn a brilliant red, and these lend themselves very effectively to window decorations. The leaves, of course, should be kept in subordination to the goods displayed, merely giving the entire display a seasonable touch. They prove especially attractive with candy displays.

An Ad. on the Wrapper.

Perth, Ont., October 19.—A local drug store has printed on sheets of paper about the size of an ordinary dodger an ad. for pepper and cream of tartar. This ad points out plainly the purity of these articles if bought at that store.

These sheets are used as wrappers for small packages and this merchant believes this advertising brings good results.

Just "Thanks!"

Chatham, October 20.—A merchant here makes it a rule, when receipting any bill, however small, to add the one word, "Thanks."

It takes but a few more strokes of the pen or pencil, but that one little, appreciative word seems to have been something of a factor in holding business for him, once it has been captured.

"I have never done any other way," he remarked, when questioned. "It just seemed to come natural to me. It seems to affect my customers more than the familiar words, Thank you, call again! Quite a few have remarked on it, so that I imagine the practice is not as general as it might be."

Clean Advertising Matter.

Chatham, October 20.—"I use quite a bit of printed advertising matter in the way of cards, cartoons, posters, etc.," remarked a grocer the other day, "but I have one rule to which I rigidly adhere.

"That is, that the moment a card or other article becomes badly soiled, it goes straight into the bonfire.

"It may seem wasteful, but the way I look at it is this. The moment an advertising card becomes dirty, its advertising value is gone. It might as well be blank so far as selling power is concerned. If my customers come in and see a breakfast food carton covered with fly-specks, the sight of it will in many cases inspire a dislike to that particular breakfast food. And it is the same with many other lines. I don't think it is fair to the manufacturers to use advertising matter that has been injured in this way. Furthermore, I don't think it is fair to myself."

Price Cutting.

Montreal, October 19.—"So many grocers use poor judgment in their special sales," said a broker in Montreal, "that if a competitor cuts the price of eggs, they do the same thus giving him an advantage by allowing him to show that they simply followed his lead. Why don't they cut the price of tea or sugar if they wish to accomplish something?"

In other words he meant that they should not imitate but originate.

Special Window Displays for Hallowe'en Times

Such Displays Attract Customers When They are in the Mood to Purchase—How to Construct a "Jack-O-Lantern" Window —Can be Illuminated at Night.

Hallowe'en time is near at hand so that a few suggestions on a special window display may be appropriate at this time. Holiday and special season displays are always valuable in as much as they attract customers at times when they are in a particularly receptive mood towards purchasing.

Of course windows should be carefully attended to at all times but at holiday times and before special seasons they should be watched very closely.

The pumpkin or "Jack-O-Lantern," shown in the illustration, was constructed of wagon rims 4½ feet in diameter, forming the ribs. Over this was pasted heavy building paper, painted with water color paint to imitate as nearly as possible the color of a pumpkin. A large



Novel Hallowe'en Window Display Likely to Attract Attention.

banana stem was used to represent the stem of the pumpkin. The nose was made of a large squash which was hollowed out, nostrils cut in it and an electric light put inside. The mouth and teeth were made of a large sheet of steel, the teeth being cut very irregular and painted white, and the outside edge of the steel painted red to represent lips. The eyes were made of six-inch glass balls painted white, with the pupils black and crossed. Inside these glass eyes were electric lamps which produced the winking effect. The eyebrows were made of black curled hair placed over each eye, and a goatee was made of a bottle brush. The mouth was lined with red calico, and the tongue made of the same material stuffed with excelsior and protruding slightly from the mouth, and the mouth lighted up with electric lights had somewhat the effect as shown in pictures of the infernal regions. No background was required owing to the size of the "pumpkin," but shocks of corn were used on the sides, while at the top was a quotation from one of James Whitcombe Riley's poems as follows:

"When the frost is on the pumpkin
And the fodder's in the shock."

Validity of Fixing a Selling Price by Contract

Western Paper Claims That Producer Has the Right to Fix His Own Price—Standard Price on a Proprietary Article Does Not Restrain Competition With Other Articles Having Similar Use it Says.

From Commercial News, Seattle.

Two recent cases in this city of manufacturers refusing to sell their goods to certain wholesale dealers, after they have violated a contract to sell to retailers only at a fixed price, and a judicial decision in a Pacific Coast case restraining a retailer under a similar contract from cutting the contract price, direct attention anew to the question of the validity of such price agreements. They have been generally held lawful whether enforcible or not. It is an admitted principle that the producer of any article has a right to fix his own price for it, and to refuse to sell it to anyone for any reason satisfactory to himself. With reference to any proprietary article it may be important for business reasons to maintain a standard price, and that does not restrain competition with other articles having the same or a similar use.

Restraining competition among those dealing with the particular article of commerce by fixing a uniform price at which it may be sold, has obvious advantages for the manufacturer, and for the trade as a whole, says the New York Journal of Commerce, and if the price is a fair one, there seems to be no reason why it should not be maintained. The manufacturer can undoubtedly refuse to sell to any dealer who refuses to contract to charge the regular price. If the selling contract is alike for all and one or several dealers violate it, it is unfair to those who honorably abide by it, and may be a serious injury to the business of the manufacturer by restricting his sales as a whole. The redress usually resorted to is that of refusing to continue supplying the article to dealers who violate the contract. Not long ago a western concern tried by a resort to the courts to compel a manufacturer to sell to it, notwithstanding a refusal to make or abide by such a contract, and the claim to a right to purchase was not sustained. It was in effect held that fixing and maintaining a price by such agreements was lawful and nobody could be compelled to sell without making such a condition.

In the case just decided in the State of Washington, the court went further, and held that a retail dealer purchasing goods of the manufacturer under a contract, fixing the price at which he was to sell could be restrained by injunction from selling them at a lower price, "from whatever source now or hereafter to be obtained." In that case it was a "trade-mark" and widely advertised proprietary article, and the chief ground upon which the decision rested was that cutting the price caused other dealers to refuse to buy and handle the article in question, "causing the plaintiff to lose many sales, and much profit, and to set at naught and destroy the effect of all the aforesaid advertising, and creating the impression with the public" that the article was "of inferior grade, of no more value than the price asked and received for it, all tending to destroy the confidence of the public" in it, etc. This appears to be a somewhat novel decision, likely to excite considerable interest if it is taken as a valid precedent.

Purposes of the Western Retailers' Association

Organization Getting in New Members Before Advanced Steps are Taken—Strong Business Men at the Head—What is Necessary to Become a Member of the Association.

Staff Correspondence.

Winnipeg, Oct. 19.—The Western Retail Merchants' Association are making arrangements to thoroughly canvass the retailers in every part of the west with a view to increase the membership of the association. Little difficulty has been met with in getting local merchants to sign up, and the association is strong in point of numbers in Winnipeg alone. At a recent meeting of the merchants, however, the matter was taken up for discussion, and the consensus of opinion was that the organization was such an advantage to the merchants in any line of business that for the benefit of all concerned every merchant available should be given an opportunity to become a member of the association, which had for its aims the betterment of the retailer's position.

The present secretary, J. S. Clark, has clearly brought to the attention of the local merchants on more than one occasion, that to be without an association as a protective body, retailers were acting contrary to true principles of business enterprise. Every other organization finds it extremely advantageous to have an association for the protection of the individuals who are struggling to realize the same aims and purpose in life. Labor is organized, manufacturers are organized, wholesalers are organized, in fact, practically every branch of business is thoroughly organized but the retailers. The day is coming, however, when they shall be united and that which effects the one shall effect the whole, and every man shall be his brother's keeper.

Get a Copy of the Act.

It would be well to read the act incorporating the association to do business in Manitoba. This act will be mailed to any merchant by writing to J. S. Clark, secretary Western Retailers' Association Winnipeg.

The first four sections of article 2 of the act reads:—

2. The said assocition shall have power,—

(a) To promote the consideration and discussion of all questions affecting the retail business and generally to watch over and protect the interests of persons engaged in the retail business.

(b) To give the legislature and public bodies and others facilities of conferring with and ascertaining the views of persons engaged in the retail business as regards matters directly or indirectly affecting that business.

(c) To communicate with chambers of commerce, boards of trade and other mercantile and public bodies throughout the Dominion of Canada, and concert and promote measures for the protection of retail merchants.

(d) To originate and promote improvements in the law, and to support or oppose alteration therein, and to effect improvements in administration, and, for the purposes aforesaid, to petition parliament, and take such other steps and proceedings as may be deemed expedient.

This is only an instance of what the association purposes to do in a more comprehensive way. It surely will appeal to every retailer that he cannot afford to remain outside the pale of that which is originated for the development and the success of his own enterprise.

At present the association is organized in Winnipeg, with a complete staff of officers, including a board of directors. They are already discussing various questions, with a view to relieving some greivous situations respecting the life of the trade.

Some of the Purposes.

A movement is on foot to establish sections for the purpose of carrying out the detailed work of the whole body. Some of these are, insurance, credit and debit department, shipping section, etc. These, however, cannot be decided upon until the whole field is canvassed, and retailers in every section are represented.

It is purposed further, to have sectional orgnization with respect to districts. Each district, comprising a town, city or municipality will have an organization to co-operate with the head office in Winnipeg. Matters of interest in any particular section of the country will be dealt with by the general executive representing the association as a whole. Thus every individual matter will arouse the interest of every individual in the association, and the affair will be adjusted for the general good of all.

The association is on a very strong footing in Winnipeg. There are men of money and men of brains working day and night to bring into effect such an organization as will have a strong legislative influence. We could mention such men as A. M. Nanton, John Leslie, D. R. Dingwall, J. A. McKerchar, W. H. Stone and many others, who are standing behind the association that is being managed as any strong firm would be managed. J. S. Clark, secretary pro tem, has given his time and ability to the work, and was greatly instrumental

APPLICATION FORM

WESTERN RETAIL ASSOCIATION

303 Travellers' Building, Winnipeg, Man.

APPLICATION FOR MEMBERSHIP ..... 19 .....

To the Executive Committee :

I, ... of .....

in the Province of .....being a Retail Merchant, do hereby make application to become a Member of the Western Retail Association, to be incorporated, with no personal liability, beyond the amount of the annual fee, and do promise, if admitted, to faithfully observe all the rules and regulations which its membership may require.

EXTRACT FROM BY-LAWS—ARTICLE V.

Sec. 1. The Annual Membership Fee shall be Ten Dollars, payable, Five Dollars in advance on the 1st of January and the 1st of July in each year. The membership fee for the current half year shall accompany the application.

Signature .....

Firm Name .....

Address .....

in preparing the act of incorporation and the by-laws under which the association is to be run.

Regarding the membership the local body decided to invite E. M. Trowern, secretary of the Dominion Retail Merchants Association, to come west to assist in the campaign for more members.

Accompanying this article is inserted a blank form for the use of retail merchants everywhere in the west who wish to join the "Western Retailers Association."

Merchants are requested to fill in and send it to the secretary.

W. P. Taylor, Dunnville, Ont., has purchased a grocery business in Walkerton.

XMAS WINDOW DRESSING AND ADVERTISING CONTESTS.

Christmas is once again not far in the distance. It is the one time in the year—if there is any special season—when the grocer should apply all his ability and energy to make his trade as extensive as possible. Christmas comes but once a year, and therefore an extra effort can easily be made. Window dressing and newspaper advertising should be foremost in the minds of merchants—and in fact, any other project that will tend to make this year's Christmas sales better than ever before.

In accordance with the custom of The Canadian Grocer, the past few years, we have again decided to institute a Christmas Competition in both window dressing and advertising—so fruitful have our previous efforts been.

Contestants in the window-dressing competition will be divided into two classes:—

(a) Grocers and grocery clerks in city stores.

(b) Grocers and grocery clerks in country districts.

Prizes to the extend of $20 will be given, the first prize in each class being $7, and the second $3. All that is necessary to be done is to send in a photograph of one or more of your windows, with a description of it and the name of the artist who dressed it.

In the advertising contest all that is necessary is to send in a Christmas advertisement clipped from the local newspaper. An award of $5 will be given for the best written advertisement, the contest to be judged by an advertising specialist.

The last day for the receipt of window photographs and advertisements is December 31st.

Begin early to make your plans and be first in the race.

The Grocer's Encyclopaedia From Week to Week

Source of Our Supply of Cranberries—Cape Cod the Most Important Place of Growth—The Industry in Canada and the Quantity Consumed by Canadians.

CRANBERRIES—Just now cranberries are playing an important part in the sales of grocers, who handle them. The season explains the reason. Cranberries are on the market in large quantities and the demand is good.

Cape Cod on the New England coast has long been recognized as the most important home of the cranberry and down there the fishing industry is rivalled by that of growing these berries in the bogs. Cranberries are the basis of an enviable income for the people of that district.

Nearly everyone has his cranberry bog, some only a small patch, others sufficiently large ones to enable their owners to live comfortably the year round on the proceeds.

Cape Cod, of course, is not the source of the world's supply. Large quantities, nevertheless comes from there. The industry forms the principal means of support for the inhabitants. During the season, everyone, young and old, is occupied in harvesting his or her share, and after that is done, helping some one else with the same purpose in view. Boxes and barrels are in evidence from one end of the Cape to the other. From dawn till dusk everyone is busily engaged in "pickin'" or "packin'" the fruit. A family which has its big "bog" is independent for life, while anyone who lacks this sign of prosperity is looked down upon by his neighbors as incompetent or lazy.

At present about 10,000 acres of the Cape are under cranberry cultivation, and over 300,000 barrels will be gathered there this year. In cash this means over $2,000,000 to those engaged in growing them.

Cranberry sauce at Thanksgiving and Christmas dinners is almost a necessity in every well-regulated household. Everyone is familiar with the finished article of food, but how many know where the delicious fruit comes from and what it has come to mean to the Cape Cod people? Even the children there are taught to regard the industry as the one which furnishes them with what comforts and pleasures they enjoy.

Cranberry picking forms an out-of-door occupation which is, in a great measure responsible for the fine general health of its devotees, and is, at the same time, so lucrative that poorhouses are almost unknown to the people of the Cape.

Grown in Canada.

Wisconsin is also a large factor in cranberry growing. It is estimated that the crop there is about two-thirds of that at Cape Cod. Nova Scotia and Prince Edward Island are large growers too, although this year the crop is estimated at less than last. In 1908 these two provinces produced about 25,000 bbls., while this year the estimate is 10,000.

Parry Sound in northern Ontario is also attracting attention as a producer of cranberries. In fact, they can be grown profitably in almost any swampy place if carefully looked after. The United States variety is said to be better than the Canadian, because the former has the better color and also the packing is looked after more carefully. Canadian shippers should, in the estimation of dealers, pay more attention to the picking, cleaning and packing of cranberries—if they did their trade would extend.

It was estimated that last year Canada consumed about 50,000 bbls. of this fruit.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

J. A. Marven, Ltd., Moncton, N.B., have now full possession of the addition to the office and warehouse, which they occupy on Main Street. The addition is 87' x 20', and two stories high. It will facilitate things much, as it will give the firm more room for receiving and sending out goods as well as larger space for storage purposes. The biscuit factory is now well equipped for the handling of the firm's business, as last year, new machinery was installed. Mr. Marven has been hustling, especially this last couple of years and results are showing.

The Wm. Davies Co., Toronto, are just now looking for large shipments of poultry. This firm is one of the largest buyers of poultry in Canada and merchants will find it a pleasure to do business with them. It will be particularly advantageous to be connected with them in a business way, as they make it a point to pay for shipments daily.

CARE IN DELIVERY.

"A new customer came to me the other day from one of my competitors," said a St. Catherine Street, Montreal, grocer, "and eventually told me why. She had ordered a list of things, among others a can of kerosene. When the goods arrived at the house it was discovered that the tea and bread tasted of kerosene. It simply showed a lack of judgment. A little more care in the placing of the goods in the wagon would hav obviated the accident. It taught me a lesson," he added.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - PRESIDENT

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TORONTO - - - - 10 Front Street East
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ST. JOHN, N.B. - - - - - W. E. Hopper

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PUBLISHED EVERY FRIDAY

HIGH FIG PRICES.

Fig prices this year are high. A cable recently received by a Canadian importer states that the crop of Smyrna figs this season barely reached 100,000 loads, while last year it amounted to 115,000 loads. This leaves a shortage of 15,000 loads in comparison with the crop of 1908, and last year the supply was quite insufficient to meet the world's requirements.

There has lately been a sudden demand for naturals, and the heavy sales put the primary market up fully 2s. Layers have also advanced steadily since the opening of the market about the middle of August. American buyers have still large wants for natural figs to be supplied, and there is not much prospect of any recession in prices, and in the opinions of brokers they are likely to go higher.

The market is now from 20 to 30 per cent. higher than the opening, which means that retailers who purchase figs will likely be requested to pay higher prices. Some wholesalers have advanced their quotations a quarter of a cent per pound, so that from present indications it is to the interest of the grocer to purchase figs before the market goes up further.

THE DECLINE THAT FAILED.

There is a peculiar situation existing just now in the cured meat trade—one that does not present itself more than once in a score of years.

It is the failure at this time of the year for the usual decline in the prices of hog products. Invariably in the autumn season prices of cured meats decline on the British market. This affects the great hog markets of the world. But this year such a decline did not occur and the reason why it didn't is ascribed to the fact that the customary extra supply of hogs did not materialize, and also because the demand has been better maintained than usual.

The extra supply and the decrease in demand have always at this time caused the decline. The occurrence of the opposite has kept up the prices. That this happens infrequently is illustrated by the assertion of the general manager of a large Canadian packer and exporter, who declared that he had never known it to occur before.

Just how cured meat prices will rule in a year from now is mere speculation. This week in Chicago nearly 1,000 packers gathered in convention, and among the reports presented was one to the effect that higher prices for meats were sure to come.

"Prices now are higher than they have been for years," a committee reported. "Prices in all probability never can go lower and in all probability must go up. There is little chance for the decrease in live stock prices, and if they continue to go up it will be necessary to charge more for meat."

The advances that recently have taken place in hogs and hog products have, of course, been due to the scarcity, and the scarcity was due to the prevailing high prices of feed. Farmers evidently have considered that selling the grain was more profitable than raising hogs. But as to how long this will last cannot be forecast. Nobody knows how long the farmers of the world will decline to raise hogs, and, as an influential Canadian packer states, any person who predicts anything to occur in the future in the hog market is merely guessing.

A FINE POINT OF LAW.

An interesting case developed in the London, Ont., police court last week in connection with the alleged unlawful peddling of fruits and potatoes from door to door by a grocer.

His counsel contended that the defendant was within his rights since the fruit had been ordered through his grocery store and since the potatoes were the products of the Province of Ontario.

The question raised, therefore, was whether a hawker had the right to peddle goods which are the growth of the province without first taking a license. This point was strongly argued by the counsel for the defendant, but the magistrate was of another opinion. He contended that if the grocer had kept a market garden and was growing potatoes and other products of his own he would be a producer and not a middleman, and therefore would have the right to take vegetables around in his wagon and sell them. But not being a producer, he claimed that the defendant was getting an unfair advantage over those hawkers who were called upon to pay the license even on goods produced within the province, and that his act was unlawful.

Although the grocer was not convicted of breaking the law, the magistrate stated that if in future it was proven that anyone was peddling products of the province without a license he would hold him guilty and fine him accordingly.

LARGE APPLE SHIPMENTS.

The apple business is now booming in Nova Scotia and large shipments are going forward to the London markets. One of the Furness Line steamers that sailed from Halifax last week for Liverpool took 21,000 barrels. The crop is turning out much better than expected earlier in the season. The color is splendid, and few wormy apples are found; the chief fault is with the large number of codlings.

The weather has been particularly favorable for the picking of fruit and the warehouses are rapidly filling up. Several buyers for the foreign market were in Nova Scotia recently picking up the fruit. Fairly good prices are quoted and better are expected in the near future.

The show of fruit at the Horticultural Exhibition recently held in Middleton was the finest ever seen in Nova Scotia. From now on the shipments will be very heavy. Large quantities are also being sent to Cape Town and Newfoundland.

WESTERN MERCHANTS UNITING.

There is no better medium of obtaining rights that are due a trade than by an organization of that trade. Every merchant realizes that alone he is practically powerless in effecting trade remedies, but that by united effort, if it is strong enough, almost anything can be accomplished.

The Western Retail Merchants' Association has now been completely organized and it is the duty of western merchants to join the ranks and make the organization as powerful a one as is possible. Manufacturers and wholesalers have associations to look after their common interests, and why not retailers? An organization is of little use unless it is strong. It, therefore, needs members, and not only members, but their active co-operation at all times.

On another page of this issue appears a Winnipeg despatch, setting forth the purposes of the Western Retail Mer-

chants' Association, and what has already been accomplished. This should be carefully read by merchants, and particularly those in the west, and if it appeals to them, let them join the organization and aid in the betterment of the retail trade in general.

NOVA SCOTIA MERCHANTS ORGANIZE.

The organization of the Retail Merchants' Association of Nova Scotia has been completed and a definite course to follow has been decided upon. The merchants of Nova Scotia are determined on considering the prominent questions affecting the retail trade with a view to effecting reforms, as the objects below given indicate:

To deal with weights and measures of goods, as we are led to believe that there is a great amount of injustice done to the retailers and consumers in this way, and it should be the duty of all members of the said association to report to the secretary any cases of shortage, with the names of the parties responsible;

To enquire into telephone rates, which we find exorbitant in some districts; we consider this a matter in which we may have to ask special legislation;

To enquire into the matter of parcel post business, as it affects retail trade;

To ask the government to hold the manufacturer responsible for the adulteration of goods instead of the retailer;

To ask the government to make a uniform rate of bank discount not exceeding six per cent., in view of the fact that interest paid is only three per cent.;

To advocate the consolidation of the transportation companies in order to reduce the freight rates;

To prevent the retailing of goods by wholesale houses; all such cases to be reported to the secretary;

To establish a universal cash system in selling goods.

During the next few weeks the officers will communicate with the retail merchants throughout the province, and advise them of the formation of the association and asking their support in perfecting the organization. A set of by-laws were adopted and the membership fee was fixed at $20. The annual meeting will be held in Halifax the third week in January.

MERCHANTS HAD TO HELP.

Out in the west there was never a better crop. Business is already proving this to be so, but probably the mention here of an actual condition of affairs during the harvest-time will more strongly illustrate the fact that the crop of 1909 has beaten all its competitors.

It is well known that many farm assistants left eastern Canada, and particularly Ontario, to work in the harvest fields of the west. Thousands went out to help garner in the crops, as has been the custom year by year. But this year sufficient help could not be secured, even with the addition of the vast army from the east, and to overcome this handicap, and in order to get the crop harvested before it was too late, many merchants in smaller places throughout the west closed their stores and went out into the harvest fields themselves. In other cases, as reported by travelers, women and boys were left in the stores, while the merchants hired with the farmers to help with the crop.

These are actual facts and go to show not only the vastness of the grain production of western Canada, but indicates very pointedly the great possibilities of this section of the Dominion.

CHEESE INSURANCE.

The present depression in the English cheese market is partially responsible for a new idea—the insurance of cheese values.

The London Grocer, of October 2nd, contains an advertisement which is self-explanatory:

"This offer is to the retail trade, and only to those outside the metropolitan area of London and the cities of Liverpool and Manchester; and Aberfalls, Ltd., reserve the right to withdraw or vary the price should the market conditions alter before your application is received. Will September cheese go higher? It may. It is shillings cheaper than last year or 1907, and nearly all foods are on a higher basis. Will September cheese go lower? Perhaps it will. The higher prices may have stimulated production. But we are not going to discuss the prospects with regard to cheese prices. We are here to put your mind easy whichever way it goes.

"During the last year or two you must have realized that a cutting line in cheese has helped your competitors to get in. You have found the company shops, who are able to take advantage of the market, selling cheese at a less price retail than you can buy wholesale. These things need not be. Your trade can be covered. Protect your position!

"Listen to this:

"'You can, for a trifling sum, secure your stock for the next few months. We shall be pleased if you will let us protect your interest. You can use our capital and experience. We will buy for you first-hand, and you have no further responsibility. By these methods you are in the same position as the millionaire multiple shop-keeper.

"'Our Proposition: We will give you the option to call (on the terms of the form herewith) for from 10 to 10,000 for one shilling per cheese! Finest Canadian cheese (white or colored). If the market goes down and you do not call for delivery, you only lose 1s per cheese. If it goes up, you, by exercising your right of call, will secure cheese made in the best months of the year—viz., September or October—at a price which will not hurt you if you have to sell a cutting line at 6d retail. Many schemes—soap, margarine and tea—have been placed before you recently, but none, we venture to say, so sound and attractive as this. 10s will secure the right the right to call for 50 cheese; £5 will secure the right to call for 100 cheese, and £500 will secure the right to call for 10,000 cheese. Intermediate quantities at proportionate prices.'

"Our exporters of cheese state that they cannot understand the working of this trade innovation. Suppose, for instance, that the above firm agrees to give A. the option to call for 10,000 boxes of finest Canadian Western colored cheese, September make, at 55s per cwt. c.i.f. terms (the price mentioned in their form of contract) and the price advances 3s to 4s per cwt., is it to be understood that for a margin of 1s per cheese the firm will deliver the goods at a loss of 2s to 3s per box? It seems to us that the firm in question is figuring on low prices, in which case the buyers might not call for the goods, and the firm would make 1s per box. Some firms here think cheese is good property at 55s c.i.f. for Western and 54s c.i.f. for Eastern."

ALWAYS COPY ORDERS.

Many merchants neglect to take a copy of orders given to traveling salesmen, relying upon their memory to keep track of the stock, and upon the salesman to see that the order is filled properly.

This system is to be condemned, however, as a loose method likely to cause trouble for the merchant sooner or later. With few exceptions, salesmen can be relied upon to treat customers fairly, but the exception proves the necessity for a rule, and none should object to hand the retailer a carbon copy of the order booked. This will aid the merchant in checking the receipt of goods and will also be a guide in giving further orders.

A case in point occurred during the past week, when a retailer stated that he had placed an order with a salesman for a special line of goods. These were not delivered when promised, and the merchant could not remember the name of the firm with whom he placed the order, although he remembered the post office address. He was unable, therefore, to write a letter regarding the order until he had made inquiries and secured the name of the concern.

Traveler Tells of Weaknesses of Retail Merchants

Too Many Forget Importance of the Store Window — Sufficient Care Not Taken With the Goods—Thinks None Should be Left on the Floor—How a Grocer Lost a Good Customer Through a Basket of Peaches.

Written for the Canadian Grocer by a Traveler.

Of all men who visit the retail grocer perhaps the traveler has the greatest opportunity to know how a dealer may improve his business. He sees all classes of merchants and after some years of experience is in a position to competently pass judgment upon the methods and habits of the retailer. The traveler, too, who is anxious to do business is particularly desirous to have the goods which he is selling move well, and in his own mind often devises means by which the dealer might to a better advantage handle the goods. He is often tempted to voice his sentiments, but he learns to curb his wanton advice under such circumstance as where it is not well received.

The drummer who is writing these words is going to conceal his identity for once, and just draw attention to a few points where the retailer might improve his business in a general way.

I enter into sympathy with every dealer who makes mistakes or fails to recognize those things which it would most surely benefit him should he do so. The details of the business are so distracting while in operation that many things are overlooked for the moment. When overlooked a few times they are forgotten. Merchants, too, often pursue old methods which they have learned years ago and which now have become habitual, though with the advanced civilization and the change in customs and etiquette, they become repulsive to those who deal with him.

It is always necessary that the merchant should "keep up to the times." This takes in much. In these days crudeness is fast wearing off the surface of things. This is a refined age, modernization is being emphasized and it is just as necessary that this spirit should prevail in the grocery trade as any other institution.

Purpose of the Window.

To come to specific instances, the first thing I wish to mention is the matter of display and more particularly window display.

Optical sensation is the feature of this age if not a prominent feature of every age. Whether this is right from a moral view point or not cannot be discussed, but merchants are justified in falling in with that tendency which is so dominant everywhere. Often grocers build new stores, giving little thought to the display end of the business, with the result that they have not the facilities when the building is complete. It is a mistake not to plan the business so that the display feature will be one of the most fundamental for the success of the business to which your whole life is given over.

We hear much in these days about sunlight. The introduction of sunlight within the walls of a building has become so popular that at present it is almost a craze on the part of architects and modern house dwellers. Now why do not all merchants take advantage to a greater extent than they do of this feature, which is so necessary and build more spacious windows. The more glass in front of the store the better. Enlarge your window seat and let the light come in upon the whole store, making the whole scene attractive from without and more cheery within.

I once heard of a lady who was driving past a grocery store which had made the display feature a leading one, and she saw from the buggy seat an article on the wall shelf fully twenty feet from the front window, she stopped at once, went in and made a dollar and a half purchase.

The open front gives the customer the assurance that there would be no objection to going inside. The more they can see inside the greater to them is the welcome.

Taking Care of the Goods.

Tastiness and refinement cannot be too strongly emphasized. It is the custom in many places to leave cases of goods exposed to the dust and flies, not to speak of the tendency of customers to pick and nibble at the goods. It is much nicer to see cases of dried fruit and the like, covered with glass. Cases as a rule are a uniform size and it is not very difficult or expensive to keep a stock of glass plates on hand cut the proper size to fit neatly on the case. Think about it, and try it. It will appeal to you, and it will certainly appeal to your customers.

I have seen grocers and clerks handling goods with the bare hand which the customers had to carry home and eat. Yes, I have seen it so often that my stomach feels queer when I think of it. It may be said that the grocer's hands are clean and that that sort of thing is expected, but it does not matter it is naturally repulsive to a twentieth century mortal. It is habitual and really there is little excuse for it.

How much more tasty it is to see a dealer lay oil paper on his hand before he lays sliced meat on it so that he can roll it up without touching it. Details of this kind count for much. Customers notice them and appreciate your endeavor to cater to their tastes.

Keep Vegetables off the Floor.

In some places more than others, I have noticed that grocers insist upon leaving such goods as vegetables on the floor, or in boxes on the floor. Goods on the floor give the interior the appearance of overcrowding. Get the goods up and your stock will look better and you will have plenty of room in which to turn around.

Goods also can be kept cleaner if they are off the floor, and whether this is true or not they assuredly look cleaner. A neat shelf built separately for vegetables about the height of a barrel is much better than the floor where dogs smell them, and customers of a rude sort may spit on them.

Smoking Behind the Counter.

Should the grocers smoke behind the counter? There are few who will admit that it would be policy for him to do so. There are many grocers who take a whiff at the pipe between customers and perhaps run back to the rear to spit and return to the counter wiping the mouth.

If we could see ourselves as others see us, we would dispense with many of our crude traits.

But the merchant above all should endeavor to win rather than repel by his personality. It is personality that counts.

How Customers are Lost.

The lack of working harmony between the employes of the same store often leads to serious blunders that is an impediment to business. For instance a case comes to my mind of a lady who ordered a basket of peaches; picking out a special basket in doing so. Her name was put on the basket by the salesman, who in this case was the proprietor, she ordered a long list of goods besides this and left the store. The proprietor handed the list over to a junior clerk to fill out without drawing his attention to the special basket of peaches. The result was that the clerk innocently picked up the most convenient basket and had them delivered. The peaches were rotten.

If the grocer had been within reach of the lady when the peaches arrived, something would have happened. She never entered his store again, and only phoned once and then there was an "electric storm."

This was an oversight on the part of the grocer, but his working machinery should be such that such a thing could not occur. I cannot name the system you need. There are more ways than one to get over the difficulty. Devise your own systems to suit the circumstances.

In conclusion I wish to state that it is in the minor details that many merchants are weak. They would be giants in the larger sphere of business could they get over the little things.

Be clean in appearance, civil and courteous to customers and to everybody including, of course, ourselves, the travelers.

It pays to be genial, pleasant and painstaking to all who enter your store whether to "do business" or "to get business."

PERSONAL NOTES.

J. B. Cullens, who was for several years with Bovril, Ltd., Montreal, has joined the selling force of the E. W. Gillett Co. His territory will be the north shore, province of Quebec.

Ald. S. J. Carter delivered an interesting address before the Literary and Debating Society of the Y.M.C.A., Point St. Charles, Montreal, last week, on "Our Municipal Government." The lecture was appreciated by a large audience. W. C. Murray occupied the chair in the absence of Ald. Manning, of Verdun.

Membership of Montreal Association Increasing.

More Than 600 Now Belong to the R.G.A.—Annual Meeting Held and Officers Elected—New Fee of the Retail Merchants' Association Discussed.

Montreal, Oct. 12.—The annual meeting for the election of officers of the Retail Grocers' branch of the R. M. A., took place at the offices, 270 St. Catherine St. East. Last year's officers were returned with the exception of the 2nd vice-president and the auditors. The results are as follows :

President—J. A. Dore.
1st Vice-President—J. B. Boileau.
2nd Vice-President—J. I. Lussier.
Treasurer—A. Laniel.
Secretary—A. Sarrazin.
Auditors—J. A. Labonte and P. Daoust.

Those present at the meeting, in addition to the above were : R. Gervais, P. St. Pierre, L. E. Panchand, R. Martel, J. B. de Baulieu, E. P. Lalande, W. Girardin, A. D. Paquette, L. P. Tougas, E. Dubuc, A. Dubuc, Z. Colpron, E. H. Montpetit, F. J. Beaulieu, O. Dupuis, A. Landreville, S. Gagne, W. Fleury, H. Benoit, E. Brais, J. Denault, J. A. Beaudry and J. G. Watson, all of Montreal.

A letter was read from the National Brewers, Ltd., regarding the sale of beer to peddlers. They stated it would at present be impossible to do what the grocers wished—restrict the sale to peddlers—as some one else would simply take the business.

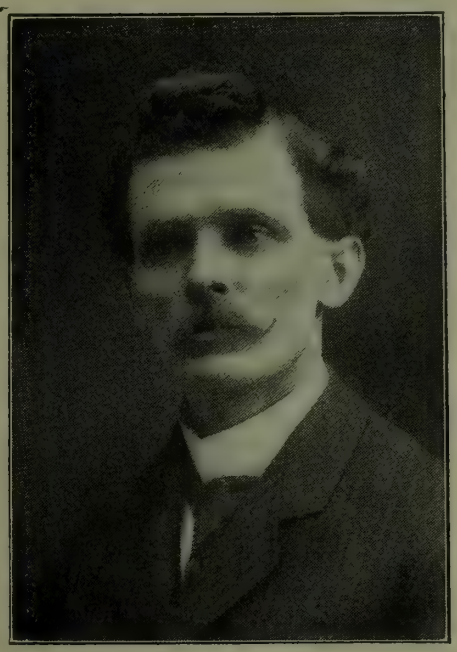
The importance of the peddler system to the grocers of Montreal is very great and a continuous effort is being put forth to curtail their trade. At present the peddler's license is $50, but it looks as if, through the efforts of the Grocers Association, it would be raised to $200 within a short space of time. The city council has recommended that change in the city charter to the provincial govment which has ratified it.

Regarding the trip to Albany, Boston and New York, recently taken by fifty members of the association, all seemed to have had a most enjoyable time. They were particularly pleased with the reception accorded them in Boston by the Fleischmann Yeast Co. To quote the words of one of the men "our money was no good" explains the hospitality precisely.

An invitation was read from the Saloonkeepers' Association, for the members to take part in a banquet at the Windsor, but no action thereon was taken.

J. B. Boileau suggested that it was high time the association took an active part in local elections. At the next meeting plans for such a step will probably be made.

The main object of the meeting, outside the election of officers, was to consider the amendment recently passed by the parent organization, the R.M.A. raising the dues from $2 per year to $5. It was pointed out by J. A. Beaudry and J. G. Watson, that the work could be much more efficiently and thoroughly carried out if more money were available to do so. It was found impossible to continue on the present basis. The $5 is to be divided as follows : R.M.A. Dominion Board, $1, R.M.A. Provincial Board $2.50, and local branches, $1.50.



J. I. LUSSIER,

The Only New Officer Elected at Annual Meeting of The Montreal Retail Grocers' Association. He is the 2nd Vice-President.

Some of the members seemed dissatisfied with the new fee, but nevertheless most of those present paid up. The matter will be further discussed at the next monthly meeting. It was not definitely accepted. In talking the matter over afterward with some of the representative grocers, the feeling seemed to be that they had been neglected for the other branches. Membership of the local section is now over 600 and is growing daily.

TRADE NOTES.

Wm. Brawley, Orangeville, Ont., has purchased the grocery stock of S. E. Buchanan. Mr. Brawley is putting in a full line of choice groceries, flour, etc. Butter and eggs will be accepted as cash.

The Wylie Milling Company have decided to rebuild their large flour mill at Almonte, Ont., recently destroyed by fire, and the contract has already been awarded. The mill will be a one hundred and fifty barrel capacity, larger than before, and will be up to date in every respect.

M. R. & M. H. Cox, of Morell, P.E.I., who have for some years conducted a general store in the village, are dissolving partnership the first of the New Year. M. R. Cox will continue the business in the old stand. M. H. Cox is fitting up a store building on the opposite side of the street, where he intends to open out a new business early in the year.

J. J. Hughes, Souris, P.E.I., is erecting a large and up-to-date store building on the opposite side of the stret from his present stand. This structure, when completed, will be a creditable addition to the business blocks of the thriving town and will enable Mr. Hughes to take ample care of his increasing business.

J. H. Magor, of Frank Magor & Co., Montreal, has been unable to make his usual fall trip through Western Canada, owing to an illness of several weeks duration in London, England. He is now improving, and hopes to be able to return to Canada before the end of October.

THE FIRST OFFICERS.

The officers of the recently-formed Retail Merchants' Association of Nova Scotia are as follows:

President—C. H. Clements, Port Medway.
Vice-President—A. S. Burgess, Canning.
Secretary—Ed. Fulton, Bass River.

The executive committee is composed of the above named officers and the following members—R. H. Lemont, Kings; T. E. Bentley, Annapolis; L. C. Layton, Colchester; A. W. Shatford, Halifax; G. W. Silver, Lunenburg; A. A. Morrison, Richmond, C. B.; Mr. Carter, of A. W. Whitman & Son, Guysboro; H. J. Smith, Cumberland; A. D. McIsaac, Inverness; A. B. Dean, Pictou.

NEW STORAGE WAREHOUSE.

The new building of the Storage & Transfer Co., Hamilton, Ont., is now practically completeed, and will be opened on Nov. 1st. The warehouse is represented as fireproof and is situated so that it has the accommodation of three railways. It has 20,000 square feet of floor space, and a capacity of 220.000 cubic feet. Jno. H. Precious is the manager.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS.

Teas.—A few low grades expected.
Coffee.—Strong in primary market.
Spices.—High.
Sugar.—Steady at reduction.

Montreal, Oct. 21, 1909.

The canned goods situation is much the same as last week except that dealers are beginning to feel more keenly the shortage of peas. The lucky men who got all the peas they ordered are feeling very happy over it.

The disastrous fire at Quebec partially destroyed the dried fruit cargo of the S.S. Bellona, and has caused the firms to whom they were consigned considerable loss and inconvenience, owing to the fact that most of the goods were already sold.

Sugar is steady at the reduced prices and trade is good. The market, as a whole, is quiet, and presents no sensational features.

SUGAR—The demand continues good with little prospect of any immediate change in the situation. The raw sugar market continues high but it is not thought it will become strong enough to affect local conditions.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 35
" Beaver	4 35
Paris lump, boxes, 100 lbs.	5 40
" " 50 lbs.	5 50
" " 25 lbs.	5 70
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 30
" 100 lb. boxes	5 40
" 50 lb. "	5 50
" 25 lb. "	5 70
" 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls.	4 85
" 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 " bags	4 20

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—The demand for molasses is good, while that for syrups is only fair. Supplies of both are short, but sufficient to fill present demands.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 27	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03¾
" ½-bbls.	....	0 03¾
" ¼-bbls.	....	0 03¾
" 38½-lb. pails	....	1 80
" 25-lb. pails	....	1 30
Cases, 2-lb. tins, 2 doz. per case	....	2 50
" 5-lb. " 1 doz. "	....	2 85
" 10-lb. " ½ doz. "	....	2 75
" 20-lb. " ¼ doz. "	....	2 70

TEA—Some low grade teas are expected this week from Japan. They will in all probability, be taken up immediately. No immediate change in the present situation is expected.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—Coffees are still very strong in the primary markets. Prices here are unchanged.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Valencia raisins are in good demand owing to the fact that they came in on a bare market. The quality of newly arrived goods is only fair.

The Quebec fire destroyed a considerable proportion of the goods recently landed from the S.S. Bellona, and seriously damaged more. The full extent of the damage is not yet known.

Currants, fine filiatras, per lb	....	0 05½
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, per lb	0 04	0 05
Sairs, per lb	....	0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins	....	0 06
California, choice seeded, 1-lb. pkgs	....	0 07½
" fancy seeded, 1-lb. pkgs	....	0 08½
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 08
Valencia, fine off stalk, per lb	....	0 05
" select, per lb	....	0 05½
" 4-crown layers, per lb	....	0 06

NUTS—Almonds and walnuts are very scarce and prices unusually high. Filberts have recently advanced. No. 1 Spanish peanuts are entirely off the market. Sales in most lines are very good, but supplies are not what they should be.

Unshelled—		
Filberts, per lb	....	0 09½
Tarragona Almonds, per lb	....	0 10
Walnuts, per lb	....	0 09¼
Shelled—		
Almonds, 4-crown selected, per lb	0 32	0 33
" 3-crown " "	....	0 31
" 2-crown " "	....	0 30
" (in bags), standards, per lb	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
French, No. 1	0 07½	0 07½
Spanish, No. 1	....	None
Virginia, No. 1	....	0 10
Pecans, per lb	....	0 65
Pistachios, per lb	....	0 75
Walnuts		
Bordeaux halves	0 23	0 24
Brokens	0 18	0 19

SPICES—Whole cinnamon is up, owing to the shortage in crop. There is a big demand for all lines, though individual orders are small.

Speculative buying of peppers in New York and Europe is now the cause ascribed for the recent rise in these lines. Many also think the price has only reached its natural level. Possibly a combination of the two is a good solution. At any rate they seem to be up to stay.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 22	0 29
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 16	0 18

BEANS AND PEAS—Not many peas are being offered, and those which are, have been rapidly taken up. Prices are steady.

Ontario prime pea beans, bushel	1 90	2 00
Peas, boiling, bag	....	2 50

RICE AND TAPIOCA—Rice continues in pretty fair demand. The feature of the tapioca market is the rapid rise in values in the primary markets, they having advanced more than ½ per cent. or ¼c. per lb. from lowest quotations. In some quarters a return to old-fashioned prices is looked for, but the wish seems to be father to the thought, from present indications. When the demand from the States slackens a little, there will probably be a reaction.

Rice, grade B, bags, 250 pounds		2 95
" " " 100 "		2 95
" " " 50 "		2 95
" " pockets 25 pounds		3 05
" " ½ pockets, 12½ pounds		3 15
" grade c.c., 250 pounds		2 85
" " 100 "		2 85
" " 50 "		2 85
" " pockets, 25 pounds		2 95
" " ½ pockets, 12½ pounds		3 05
Tapioca, medium pearl	0 04¼	0 04¼

EVAPORATED APPLES—None of the winter stock is yet on the market, though two cars are expected this week. Prices of the few old goods available have declined. The quality of the new stock is reported good.

Evaporated apples, prime	0 08½	0 08¾

MAPLE PRODUCTS—There are no changes in last week's conditions, except the appearance of considerable Beauce sugar. Apparently holders are letting go. Prices remain the same.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL.—The demand for peas continues particularly strong, owing to the short pack. Other lines of vegetables are in good demand. It is thought that from now on fruits will show a decline, owing to the expected arrivals of dried California fruits.

Peas, standard, doz	$1.00	$1.05
Peas, early June, doz.	1.05	1.07½
Peas, sweet wrinkled, doz	1.07½	1.12½
Peas, extra sifted, doz.	1.52½	1.60
Peas, gallons	3.87½	3.92½
Beans, doz.	.75	.80
Corn, doz.	.77½	.82½
Tomatoes, doz. (Ontario and Quebec)	.82½	.90
Strawberries, doz.	1.37½	1.40
Raspberries, 2's, doz	..	1.75
Peaches, 2's, doz	..	1.65
Peaches, 3's, doz	....	2.65
Pears, 2's, doz	..	1.60
Pears, 3's, doz	..	2.30
Plums, Greengage doz.	1.50	1.55
Plums, Lombard, doz.	.95	1.00
Lawtonberries, 2's, doz.	..	1.60
Clover Leaf and Horseshoe brands salmon:		
1 lb. talls, per doz.		1.87½
½ lb. flats, per doz.		1.30
1 lb. flats, per doz.		2.02½
Other salmon:		
Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz	1.60	1.65
Red Sockeye, doz	1.85	2.00

TORONTO.—The Canned goods situation becomes more settled, and the canners now know where they are at. The canning work is finished and packers know just what stock they have to handle. Prices are unchanged, but a somewhat easier feeling prevails.

Beans	$ .75	.80
Corn	.80	.85
Peas	1.00	1.40
Tomatoes, 3's	.82½	.85
Strawberries, 2's	1.32½	1.37½
Raspberries, 2's	1.60	1.65
Peaches	..	1.55
Lawtonberries	..	1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.40	2.50
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90

Clover Leaf and Horseshoe brands salmon:

1 lb. talls per doz	1.87½
½ lb. flats per doz.	1.15
1 lb. flats per doz.	2.12½

Other salmon prices are:

Humpbacks, per doz.	.95	1.00
Cohoes, per doz.	1.40	1.50
Red Spring, per doz.	1.55	1.65
Red Sockeye, per doz.	1.55	1.65

ONTARIO MARKETS

POINTERS—

Coffee—Tending to higher prices.
Sugar—Steady demand.
Dried Fruits—More new arrivals.
Figs—High prices.
Nuts—Firm market.

Toronto, Oct. 21, 1909.

The wholesale grocers are all reporting excellent business. One said that "it is exceptionally good." Orders are satisfactory and accounts are promptly paid. Advances are noticeable in some lines, but declines in none. On the whole trade is healthy and active. Brooms are "up in the sky." Some of the dried fruits are higher, and somewhat different from former reports, are also below the average in quality.

Coffee also is taking an upward tendency. Tea is firm. Although the fruit preserving is practically over, the retailers stocks of sugar are pretty well sold out and the demand for sugar still continues.

SUGAR—Owing to the strong feeling in raw sugar it was thought that the drop of 10c in refined sugar would again be recovered, but it is likely it will stay for some time where it is at present.

St. Lawrence "Crystal Diamonds," barrels	5 40
" " " ½ barrels	5 50
" " " 100 lb. boxes	5 60
" " " 50 lb. boxes	5 70
" " " 25 lb. boxes	5 90
" " " cases, 20-5 boxes	6 45
" " Dominos, cases, 20-5 boxes	7 45
Paris lumps, in 100-lb. boxes	5 70
" in 50-lb. "	5 60
" in 25-lb. "	5 90
Red Seal	0 35
St. Lawrence granulated, barrels	4 75
Beaver granulated, bags only	4 45
Redpath extra granulated	4 75
Imperial granulated	4 45
Acadia granulated (bags and barrels)	4 65
Wallaceburg	4 65
St. Lawrence golden, bbls.	4 35
Bright coffee	4 65
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—There is no change in prices in these goods, although quite an improvement in the output.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels	0 03⅜
Half barrels	0 03½
Quarter "	0 03⅝
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00

Molasses—		
New Orleans, medium	0 31	0 33
" bbls.	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 62

DRIED FRUITS—New raisins, currants and figs are in stock, but prunes, dates and apricots have not arrived yet. While some of the dried goods are not up to the usual standard, layer figs appear to be of exceptionally good quality, and prices will rule high. Prunes are up on the California market on account of scarcity due to wet weather. High priced prunes are being widely sold contrary to the usual custom. The 70 to 80 size are about the smallest called for by many merchants.

Prunes—	Per lb.
30 to 40, in 25-lb. oxes	0 10½
40 to 50 " "	0 09
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ¼ cent less.

Apricots—				
Standard				0 13½
Choice, 25 lb boxes				0 14½
Fancy, " "				0 15
Candied and Drained Peels—				
Lemon	0 09	0 11	Citron	0 15 0 18
Orange	0 09½	0 11		
Figs—				
Elemes, per lb				0 08 0 10
Tapnets, "				0 03½ 0 04
Bag figs				0 03½ 0 04
Dried peaches				0 08 0 08½
Dried apples				0 07½
Currants—				
Fine Filiatras	0 06¾	0 07	Vostizzas	0 08½ 0 09
Patras	0 08	0 08½		

Uncleaned ½c less.

Raisins—				
Sultana				0 05 0 05½
" fancy				0 06 0 07
" extra fancy				0 08½ 0 09
Valencias				0 06 0 06½
Valencias, new				0 07
Seeded, 1 lb packets, fancy				0 08
" 16 oz. packets, choice				0 07½
" 12 oz. " "				0 06
Dates—				
Hallowees	0 05½		Fards choicest	0 08
Sairs	0 05		" choice,	0 07½

TEA—The tea market continues firm with a very strong feeling.

COFFEE—Coffee also has taken the notion to be in line with almost everything else, and has started on the climb.

Rio, roasted	0 12 0 13
Santos, roasted	0 15 0 17
Maricaibo, roasted	0 16 0 18
Mocha, roasted	0 25 0 28
Java, roasted	0 27 0 30
Rio green	0 08 0 09

RICE AND TAPIOCA—These lines are also waking up and think they are worth more money, and in consequence the market is firm.

	Per lb.
Rice, stand. B	0 03¼
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03¼ 0 03¼
Patna	0 05¼ 0 05⅜
Japan	0 05½ 0 06¼
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½

SPICES—September is the great month for spices which is generally followed by the quiet month of October.

Peppers, black, pure	0 14	0 17
" white, pure	0 20	0 25
" whole, black		0 16
" whole, white		0 23
Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25

NUTS—It is still too early in the season for nuts. Retailers are waiting for new stock to arrive. New nuts are on the way and the market particularly for almonds and walnuts will be firm. Filberts recently advanced on the first markets.

Almonds, Formigetta		0 12½
" Tarragona		0 11½
" shelled	0 28	0 32
Walnuts, Grenoble		0 13½
" Bordeaux		0 11
" Marbots		0 11½
" shelled	0 23	0 26
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils		0 15
Peanuts	0 08	0 09

EVAPORATED APPLES —Evaporated apples are still firm, and in good demand. The high price is firmly maintained.

Evaporated apples	0 08½	0 09

BEANS—The second car of new beans has arrived and the price is expected to be a little lower.

Beans, per bushel	1 85

ST. JOHN N. B. MARKETS.

St. John, October 19.—In the local markets last week Ontario flours advanced ten cents; new beans came in causing a decline in quotations; pork advanced again and in several other lines prices were marked up or down. The following quotations prevail:

Sugar, standard granulated	4 75	4 85
" Austrian "	4 45	4 65
" yellows	4 25	4 65
Flour, Manitoba	6 45	6 55
" Ontario	5 85	5 95
Cornmeal, in bags	1 60	1 65
Rolled oats, bbls.	5 40	5 50
Val. raisins, lb	0 06¾	0 07
Cal. raisins, seeded	0 08	0 09
Currants, lb	0 07	0 07½
Prunes, lb	0 06½	0 09
Rice, lb	0 03¼	0 03¾
Beans, hand picked, bus	2 10	2 15
" yellow eye, bus	3 50	3 70
Cheese, lb	0 13½	0 13½
Lard, compound, lb	0 12½	0 13
" pure, lb	0 16½	0 16¾
Pork, domestic mess	28 50	29 00
" American clear	27 00	27 50
" clear backs	29 50	30 00
Beef, American plate	18 00	18 50
" Canadian plate	16 75	17 50
Molasses, fancy Barbadoes, gal	0 34	0 35
Butter, lb	0 20	0 24
Eggs, doz	0 26	0 30
Potatoes, bbl	1 10	1 25
Canned goods—		
Peas, doz	1 10	1 50
Corn, doz	0 80	1 90
Tomatoes, doz	1 07½	1 10
Raspberries, doz	1 85	2 00
Strawberries, doz	1 45	1 50
Salmon, case	6 00	6 50
Peaches, 2's, doz	2 00	2 05
" 3's, doz	3 12½	3 15
Baked beans, doz	1 15	1 25
Fish—		
Cod, dry	2 75	4 00
Herring, salt, half bbls	2 30	3 50
" smoked, box	0 10	0 11

VANCOUVER MARKETS

Sugar, standard granulated		5 50	Evaporated apples	0 08½
Val. raisins, lb.		0 05½	Butter, Eastern	0 29 0 30
Cal. " "		0 06¾	Butter, local	0 35
Prunes	0 05¾	0 07½	Butter, Western	0 21 0 22½
Currants	0 06½	0 07½	Eggs, Eastern	0 33
Dried apricots	0 11	0 13	Eggs, local	0 50
Flour, Standard, bbl.		7 10	Cheese, per lb.	0 15 0 15½
Cornmeal, p. 100 lbs.		2 60	Canned Goods—	
Beans, per lb.	0 03½	0 04½	Peas	1 00
Rice, per ton	68 00	76 00	Tomatoes	1 32½
Tapioca, per lb.		0 03¾	Corn	1 10
			Apples	3 42½
			Strawberries	2 15
			Raspberries	1 65

CALGARY MARKETS.

Sugars—	
B. C. granulated	5 54
Raymond, beet	5 44
Icing sugar, in boxes	7 10
Powdered sugar, in boxes	7 10
Lump sugar, in boxes	7 10
Raisins—	
Valencia, layers, 28 lb. box	2 40
California, 3-crown muscatels, per lb	0 06½
" 12 oz. choice seeded, per pkg	0 06
" 16 " " " "	0 07
" S.C. prunes, 90-100, per lb. (½c. rise on a size).	0 05½
" S.C. prunes, 30-40, per lb	0 10
Currants, fine Filiatras, per lb	0 08
Cal. evap. peaches, choice, in 25 lb. bxs	0 07½
Cal. evap. apricots " "	0 13
Cal. evap. dates, bulk, Hallowee, per lb	0 07½
Pure maple sugar, per box 40 ½-lb. cakes	4 00
Rolled oats, B. & K. brand, 80's	2 50
Flour, Hungarian, per 98 lb. sack	3 10
" Economy	2 85
" S. Bakers	2 35
Cornmeal, yellow, per 98 lb. sack	2 40
" " " 10-10's	2 65
Beans, Ontario, hand picked, per bush	2 45
" California, limas, per lb	0 06½
" " pinks, per lb	0 06
" " Bayos, per lb	0 06½
Rice, Japan	0 04
Tapioca	0 05
Evap. apples	0 10
Butter, Alberta creamery	0 27
" " dairy, No. 1	0 20
Cheese, Alberta	0 14½
" Ontario, large	0 15½
" " twins	0 15½
Eggs, Ontario, fresh, per case	9 25
Pork, prime Alberta s.c., per brl	22 50
" " " per ½ brl	12 00
Canned Goods—	
B. C. salmon, clover leaf sockeye, 1 lb. tall, 4 doz	7 00
" " cohoes, 1 lb. tall, 4 dozen	5 25
" " pinks, 1 lb. tall, 4 dozen	4 00
Peas, in case, 2 dozen	2 35
Tomatoes, in case, 2 dozen	2 90
Corn, in case, 2 dozen	2 40
Apples, per case ½ doz., gallon	2 00
Strawberries, per case 2 doz. gallon	4 50
Raspberries, per case 2 doz	4 50

ON A SIX MONTHS' HOLIDAY.

J. H. Devaney, who has been associated with Front St., Toronto, for the past 29 years, representing three of the largest grocery houses, has retired from the road temporarily, feeling that a six months' rest will bring him around to perfect health. Some five months ago Mr. Devaney was very ill, with pneumonia and heart trouble. Leaving the road for six months will no doubt help him materially.

A HANDSOME ISSUE.

The special autumn number of "Die Kolonialwaren-Woche," the German grocery trade paper, published in Berlin, Germany, has arrived at the Toronto office of The Grocer. The management is certainly to be commended for the fine, artistic work executed on the covers and the general attractive appearance of the paper. The editorial features have been carefully selected, and present the grocery trade questions as they exist in Germany in the most practical manner. The publishers of "Die Kolonialwaren-Woche" are to be congratulated for their enterprise.

FEWER FAILURES THIS YEAR.

Bradstreets recently sent out a circular containing a concise tabulated report of business failures in Canada during the first nine months of the current year, accompanied by a list of those for the same months in 1908. In Ontario the figures for 1908 were 481 and this year 386, practically a hundred less. In Quebec last year there were 449 and this year 506. The figures for the other provinces last and this year are: New Brunswick, 32, 53; Nova Scotia, 37, 60; Prince Edward Island, 4, 3; Manitoba, 99, 64; Alberta, 76, 35; Saskatchewan, 57, 40; British Columbia, 42, 54, making a total last year of 1,227, and of this year, 1,201. These failures in 1908 were represented by liabilities of $14,394,248 and this year $9,555,707.

A CHINA DEPARTMENT.

Morrish & Vanatter, Goderich, Ont., have opened a china department in connection with their Maple Leaf Grocery. They purpose making their china department a feature of their store.

RAIN SPOILS PEA CROP.

In last week's Grocer mention was made of the high prices of canned peas due to an unexpected shortage. Evidently similar conditions exist in the Old Country according to a circular issued by an English manufacturing firm. It says that since their special offer was sent out on Sept. 1st, owing to the practical failure of the Dutch crop due to the continuous bad weather and an almost equal state of affairs in the growing districts in England, they were compelled to raise prices and to accept orders only on condition that they were able to obtain the peas they required. In some cases the crops are so poor that it is hardly worth while having them threshed.

TRADE NOTES.

D. & M. Nichol, grocers, Ottawa, Ont., have made an assignment to Wm. A. Cole, for the benefit of their creditors.

The Dominion Sugar Co. is extending invitations to friends to visit their factory at Wallaceburg, Ont., on Thanksgiving Day.

Joseph Kavanagh, for many years a grocer in Ottawa, and a keen, active business man, died last week at the age of 65 years.

Dana F. Ward, general manager of the Freeman & Cobb Co., wholesale fish dealers, Boston, Mass., was in Montreal this week on his regular trip.

Thomas Moore, Montreal, won Spratts' Challenge Cup, offered by Spratts Patent, Ltd., London, Eng., at the dog show run in connection with the Canadian National Exhibition in Toronto.

Edouard Labourdette, representing Joseph Ramell, Paris, France, has been in Montreal for two weeks, calling on the trade. He sails for Europe this week, but will return some time in February.

Fred Hughes, of F. Hughes & Co., Canadian agents Spratts Dog Foods, has returned to Montreal, after a holiday spent at the Kaneron Club. Harold Hughes leaves to-day for a shooting trip in the same district.

D. F. Percy, representative of the John Clouston Co., St. John's, Newfoundland, codfish packers, was in Toronto on business this week, and called upon the company's agents there, the Lind Brokerage Co. He left for the west on Wednesday and will go as far as Edmonton before returning.

On Monday morning of this week prompt action on the part of the Montreal fire brigade averted what might have been a serious fire in the spice mill belonging to Herron, Leblanc, Limited, Montreal. The cause of the fire has not yet been discovered, but that the loss would have been heavy is without a doubt. As it is damage to the extent of $5,000 was incurred.

E. M. Walcott has joined the staff of the West India Co., Montreal, coming from the Demerara office of Sandbach, Parker & Co., who are represented by the West India Co. in Canada. Mr. Walcott should make a fine lieutenant to Mr. Brookfield, the manager, possessing, like Mr. Brookfield, such an intimate and broad knowledge of the West Indies.

Geo. H. Allen, of Allen, Taylor & Co., Waterloo, Que., died recently. He was one of the most influential business men in his native town, where he had been for many years. In a recent issue of The Grocer a cut of the old store of Allen, Taylor & Co. was published, it being 70 years of age. Mr. Allen was 74 years old.

W. C. Murray, general Montreal agent of E. W. Gillett Co., Toronto, will deliver a series of papers during the coming winter before the Literary and Debating Society, Point St. Charles, on the following subjects: "Essential Features of Detail in Business," "The Successful Business Man, Both as Employer and Employee," "Salesmanship."

J. W. Steeves, Elgin, N.B., has purchased the grocery business of David Steeves, Moncton, N.B. Mr. Steeves has replenished the stock, and now has a first-class line of groceries. The store has been newly painted and everything presents a neat and tidy appearance. David Steeves will remove to Harcourt, where he will open a general mercantile business.

A fire which consumed the stables of the Laing Packing & Provision Co., Mill St., Montreal, broke out Monday night, Oct. 11th. A number of the horses and delivery wagons were rescued, but 20 horses and 26 wagons were consumed. The loss is fully covered by insurance, but the inconvenience caused by it is considerable. The cause of the fire is unknown.

NEW FACTORY COMPLETED.

The Imperial Extract Co. has just completed the erection of a large new manufacturing establishment on Matilda Street, Toronto, and have now removed from 22 Church Street, Toronto, where they have been for some time. The main building of the new factory is 100 feet x 80 feet with three floors and basement. The growth of the business during recent years has made the present move necessary. The new building is about two and a half times as large as the old one on Church Street; it is up-to-date in all particulars and adequately equipped to meet the demands of the business which now extends from coast to coast. The company is about 28 years old. The present managers are F. W. and W. M. Shirriff.

New Sugar Refining Company Formed in Vancouver

Capitalized at $2,000,000—Nothing New Regarding Ultimation of the B. C. Sugar Refining Company—Dealers Awaiting Ashcroft Potatoes — Ripe Olives From California — Important Change in Fish Companies Advances Halibut Prices.

Vancouver, Oct. 18.—There is something doing in the local sugar situation, another refining company being in the process of organization. The name is the Vancouver Sugar Refining Co., with a capitalization of $2,000,000, the main movers being Robert Kelly, of Kelly, Douglas & Co., wholesale grocers; J. W. Stewart, of Foley, Welch & Stewart, railway contractors; E. J. McFeely, of McLennan, McFeely & Co., wholesale hardware merchants; T. McCaffry, manager of the local branch of the Union Bank, and Macdonald, Marpole & Co. It is proposed to go ahead as quickly as possible, a site having been purchased, and at a meeting of the company on the 14th instant, progress was reported. Those in the trade state they are not surprised, as the local company already established here is firm in its terms of 14 days. This they claim, does not allow the wholesaler time to even hear in many instances from his customers in the interior to whom he may have shipped sugar, let alone getting any returns. It means a big investment alone for a company that handles much sugar, and large quantities of such a staple article are turned over.

Nothing further has been heard of the notice sent out by the B. C. Sugar Refining Co. that no sugar would be sold to dealers who sold the product of any other refinery. More outside sugar has come along, and it is not being sold surreptitiously, but in some instances is being prominently displayed.

Kelly, Douglas & Co., have purchased 42 feet frontage on Cordova street, adjoining their present location, and it is proposed to extend their warehouse.

Vancouver dealers are daily expecting potatoes from Ashcroft, where some of the best come from. They are late in arriving on the Coast this year. Revelstoke is now achieving a reputation for growing high-class potatoes. There is no reason why good potatoes could not be grown all through the dry sections of the interior, and with the gradually clearing up of the land it is probable that people will see the advantage in growing potatoes for which there is a steady demand, good market and firm prices.

Ripe olives from California, done up in deep cans, are being placed among the dealers here. They are practically new in Vancouver, and somewhat of a luxury.

An important move in the fishing industry has been the disposal of the business in Canada of the New England Fish Co., to the Canadian Fishing Co., a move which is rather misleading. The New England Fish Co. is a United States concern, which has been catching fish in the north, and shipping its product from Vancouver, through in bond to the markets in the eastern states. Objection has been raised time and again, since Canadian companies could not operate successfully, with the foreign company enjoying these privileges. Objection was also raised since it was able to do business in Canada also, although duty was paid on what fish it brought in. Now it is announced that it has sold its Canadian business to the Canadian Fishing Co., which has been known to be a Vancouver organization. Since the sale was announced, it has been discovered that the New England Fish Co. controls the stock of the Canadian Fishing Co., the Vancouver men having sold out. As the thing stands, the New England Co. practically sold to itself, the company with the new name having all the appearances of being a purely Canadian concern, when in reality there is little difference in the former conditions. In the meantime, the sale has been marked by the advance in the wholesale prices of halibut from 4½ to 6½ cents, almost 50 per cent. A. L. Hager, manager of the New England Fishing Co., who was very eager to have the news of the sale made public, without the additional information, is now on his way east on a business trip.

Fawkes & Co., dealers in choice family groceries, fruit and vegetables and salt and cooked meats, have been in business in Cornwall, Ont., only a short time yet they find their methods are bringing good results.

CROWN BRAND TABLE SYRUP.

The exhibit of the Edwardsburg Starch Co., Cardinal, Ont., at the Owen Sound fall fair was one that met with much favor from the many visitors. This progressive company has had remarkable success in selling Crown Brand Table Syrup, and the miniature pails of this popular brand, which were given away to the crowds which surrounded the booth will do much to further increase the demand for it in the district contiguous to Owen Sound. Attractive literature was handed out including recipes in which Crown Brand Table Syrup figured prominently. This pure and wholesome product is made from select Indian corn and is a table commodity that most retail dealers find absolutely necessary to carry.



Exhibit of the Edwardsburg Starch Co. at the fall fairs in Owen Sound, Collingwood and Elmvale, Ont.

The booth at Owen Sound was artistically arranged, pyramids of the yellow label Crown Brand tins standing out distinctly on a background of snow white. It made the exhibit the most talked of one in the main building and as nearly every house in Owen Sound was provided with a sample of syrup, this exhibit will do much to aid the retail trade in that district.

The same booth was also shown by the Edwardsburg Starch Co. at the fall fairs in Collingwood and Elmvale, where the same receptions were given Crown Brand syrup. As these places are in the midst of splendid farming communities, and as every visitor from the country carried away a sample, the company has already realized the advantages of this system of advertising. The exhibits were in charge of J. T. Paul and F. A. Verey, the Toronto agent, was also present during the fairs.

The Real Nature of Selling Work—

TO judge of the value of the trade paper as an advertising medium, the real nature of selling work must be kept in mind.

Remember that advertising, except for mail order propositions, is never designed to complete sales—that's what you employ a staff of salesmen for.

Yet, trade paper advertising performs necessary selling work, becauses it carries the buyer through at least two stages toward the buying point—the attention and interest stages.

The inquiries that come from your trade paper advertising must therefore always be regarded as incidental to the real selling work this advertising is doing.

The Selling Talk that Sells

The strongest selling argument is the self-interest of the buyer. And you know, if you have tried Red Rose Tea in your home, that it is the best value in tea, and that it is **always** "good tea." You convince your customer that the best tea for her is Red Rose Tea, and she is going to buy it. When you sell it to her once she will keep on buying it, and there is where **your** self-interest is rewarded. You know that so long as you supply her with Red Rose Tea, she will not be going elsewhere to buy tea—and the rest of her order.

Try Recommending Red Rose Tea

It will please more of your customers than any other tea.

3 Wellington St. E. Toronto, Ont.
315 William Ave. Winnipeg, Man.

T. H. ESTABROOKS
ST. JOHN, N.B.

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THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS
OPPORTUNITY OFFERS TAKE IT TO-DAY

WHITE SWAN SPICES AND CEREALS LIMITED
TORONTO

MANITOBA MARKETS

(Corrected by Telegraph.)

POINTERS—

Advances—Buter, eggs, brooms and coffee.

New Goods—Beans and brooms.

Weaker—Salmon and matches.

Winnipeg, Oct. 21, 1909.

There has been a noted falling off in the demand for several lines this week. This is probably due to the fact that merchants are ordering futures for Christmas trade at present, and also because farmers everywhere are engaged with their fall work. The collection departments in the wholesale houses are working overtime just now sending out receipts. Yesterday a local house received four letters each containing cheques for four figured accounts. The manager said, "it is coming in bunches now."

Markets are firm with the exception of the cereals, which are plentiful at this season of the year.

SUGAR—Orders are coming in freely since the recent decline, and prices are firmer again. It is interesting to note that to-day's prices are 10 cents lower than the quotations one year ago.

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 15
" yellow, in bbls	4 70
" " in sacks	4 65
Icing sugar, in bbls	5 45
" " in boxes	5 65
" " in small quantities	5 70
Powdered sugar, in bbls	5 25
" " in boxes	5 45
" " in small quantities	6 0
Lump, hard, in bbls	5 95
" " in ½-bbls	6 05
" " in 100-lb. cases	6 05

SYRUP AND MOLASSES—The following prices in syrup are maintained this week. Molasses is also firmer than usual, this output having revived considerably.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 27
" " 5-lb. tins, per 1 "	2 72
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar Syrup, per lb.	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case	2 27
" 5 " 1 "	2 72
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal.	0 50
Porto Rico molasses in ½-bbls., per gal.	0 60
Gingerbread molasses, ½ bbls., per gal.	0 40
New Orleans molasses ½ bbls. per gal	0 36

FOREIGN DRIED FRUITS — The 1909 crop of California apricots was about 14,000 tons, of which European buyers took 10,000 tons. This left a small amount for American buyers and was soon sold, so that now the market is practically cleaned up. Present holders are now offering for 3 cents above opening prices, and it is expected that the prices will go higher.

Advices state that the demand for peaches exceeds the supply. A big shortage in the eastern apple crop has increased the demand for peaches and prices are advancing.

Although the prune crop in California, Oregon and Washington is large, the demand has been correspondingly so, European buyers being the heaviest for the past 10 years. It is estimated that three-fourths of the crop is already sold for shipment.

The dried fruit situation is strong, and it looks as if higher prices will rule on nearly every line.

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " " cleaned, per lb.	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 90
" " selects " 28's	2 05
" " layers " 28's	2 15
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb.	0 05½
" 4 " " "	0 06½
Prunes, 90-100 per lb.	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07¼
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 07
" choice	0 08½
Apricots, standard, per lb.	0 14
" choice, per lb.	0 14½
Plums, black pitted, per lb.	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 07

HONEY—There is plenty of stock at present in local houses. The quality this year is said to be excellent. The following prices are the lowest quotations which have been made this week. The tendency is to go up. Ontario supplies the bulk of the product.

Honey, 2½ lb tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb.	0 12½

TEA AND COFFEE—Green coffee is moving at 10 cents per pound now.

Importers, Roasters and Grinders of

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Manufacturers of

Jams, Jellies, Pickles, Sauces and Flavoring Extracts

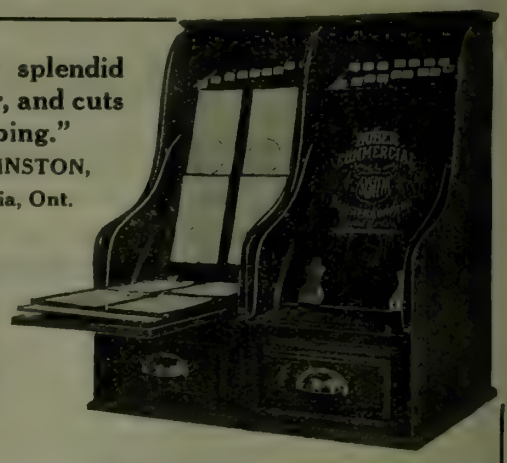
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Grocer, Sarnia, Ont.



The interior takes out and fits any safe, thus giving complete fire protection.

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TRY A
Condensed Ad.
IN
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None better and few of equal quality.
The line for you to push for a good profit.



The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents; C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks St., Ottawa; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

Owing to the report of a damaged crop the Rio coffee went up ½ cents. The west is noted for the good brands of tea that are in demand. The higher priced grades are moving well, and the market is growing stronger. Japan tea is higher, particularly.

QUAKER OATS — These goods are moving well and markets are likely to be higher in the near future. Prepared breakfast foods are popular in the west.

Family size	4 50
Quaker oats, 36's	3 50
Puffed rice	2 90
Puffed wheat	2 90
Cornmeal	2 40
Pettijohn breakfast food	2 25
Cornflakes	2 00

RICE AND TAPIOCA—The trade is fair, with prospects of a revival. The movement is always heaviest during the winter months.

Japan rice, per 100 lbs		3 85
Pearl tapioca, per lb	0 04	0 04½

MAPLE PRODUCTS—Prices are unchanged and goods are moving in small lots only. The sugar market is very poor.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per doz	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

BARLEY—The market is strong and may continue so, wholesalers find it difficut to get supplies. These prices may advance if the present situation continues.

Pot barley, per sack	2 60
Pearl barley, per sack	3 65
" per ½ sack	1 90

NUTS — Shelled stuff is high-priced and scarce. Lots of goods are moving. Chestnuts are being ordered for future delivery.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 27
" Almonds, in boxes, per lb	0 32
" " small lots, per lb	0 34
Peanuts, Virginia, per lb	10 0 13

CORNMEAL—Easier is the word this week. The tension has been high for some time.

Cornmeal, per sack	2 10
" per ½ sack	1 05
" per bale (10, 10's)	2 35

BEANS—New crop goods are coming in. Next week we may quote a decline, but these prices are not high.

3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50

ROLLED OATS — This fluctuating line is weaker just now. In some houses it is moving at lower prices. We cannot quote a lower price, however.

Rolled oats, 80 lb. sacks, per 80 lbs	2 15
" 40 " " 80	2 20
" 20 " " 80	2 30
" 8 " " 80	2 50

BROOMS—Prices still soar, a 30 per cent. advance is recorded this week. They are going from $4 to $6 per dozen today.

CANNED GOODS—Markets are firming up in fruits and vegetables. Peas are particularly firm. Salmon is showing signs of weakness to-day.

Peas, standard, per case 2 doz	1 80
" early June, per case 2doz	1 85
Beans, per case 2 doz	1 98
Corn, per case 2 doz	1 75
Tomatoes, per case 2 doz	2 00 2 10
Strawberries, per case 2 doz	3 00 3 25
Raspberries, per case 2 doz	3 65
Peaches, per case 2 doz	4 08
Pears, per case 2 doz	2 70
Plums, per case 2 doz	2 60
Salmon (Horseshoe Brand), per case 4 doz	6 50

FRESH FRUIT AND VEGETABLES —Fruit is nearly all cleaned off. Vegetables are getting more scarce, and prices are going up. Apples and lemons are higher.

New potatoes, per bushel	0 40
Native cauliflower, per dozen	1 00
Native cabbage, per lb	0 03
Native celery, per doz	0 50
Native beets, per bushel	0 40
Native lettuce, per doz	0 30
Native onions, per doz	0 20
Native radishes, per doz	0 30
Native cucumbers, per doz	0 40
Ontario tomatoes, per basket	0 80
Oranges	3 75 4 50
Lemons	5 50 6 80
Apples, Ontario, per bol	3 75 5 00
Grapes, Ont., per basket	0 20
Peaches, Alberta, per crate	1 75

MEATS—The market is in good condition. The following one the latest quotations. Best fresh meats are lower and this may affect the canned market.

Clark's 1 lb., pork and beans, plain, per case	2 80
" 2 " " " " "	2 40
" 3 " " " " "	2 30
" 1 " tomato sauce, per case	2 80
" 2 " " "	2 40
" 3 " " "	2 30
" 1 " Chili " "	2 80
" 2 " " " "	2 40
" 3 " " " "	2 30

Soups, per doz	1 20
Corned beef " 2's per doz	2 65
" " 1's per doz	1 40
Roast beef, 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 00
Sliced smoked beef, ½-lb. tins, per doz	1 65
" " 1-lb. tins, "	2 80
" " 1-lb. glass, "	3 60
English brawn, 1's, per dozen	1 60
" 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" 2's, "	3 25
Geneva sausage, 1's, per dozen	2 00
" 2's, "	3 40
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 35
" " 2's, "	6 70

EVAPORATED APPLES — They are nine cents (9) per pound to-day, and very firm. Wholesalers claim that the price is ont in keeping with the stocks. Shipments will arrive in about 10 days.

BUTTER—

Creamery	27 cents
Creamery bricks	30 cents
No. 1 Dairy	25 cents
No. 2 Dairy	20 cents

These prices are higher and as winter comes on they will continue to go up. The local demand is good for the No. 1 variety, in both creamery and dairy.

EGGS—These are jobbing from 27 to 28 cents per dozen just now. There are few Manitoba eggs on the market. They are coming from the east, and one car was brought in from the south.

TRUMILK AND MILKSTOCK

Pure milk reduced by our new process to a sterile powder, retaining all the flavor and goodness of the fresh milk. Soluble in cold water.

TRUMILK is a very rich milk, containing 27% of butter-fat.

MILKSTOCK is the cheapest and best milk for cooking. Lumber and construction camps, etc. Easy to transport. Not hurt by freezing. Will keep even after can is opened.

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Canadian Milk Products, Limited

Head Office: Mail Building, TORONTO

MILLING COMPANY'S ANNUAL.

At the annual meeting of the shareholders of the Lake of the Woods Milling Co., held in the head office of the company, Montreal, Robert Meighen, president and managing director, submitted the financial statement for the year ending August 31, 1909.

This statement showed net profits of $723,380.38 for the year, an amount which warranted, an adition to the dividends, a bonus of $10 per share to the holders of the common stock. In addition Mr. Meighen showed that the liabilities had been reduced below the low figure of 1908. The liquid assets were $1,518,420.35, or $351,625.71 more than last year. The amount now at credit of surplus (31st August), is $1,284,395.49.

It was also pointed out that Lake of the Woods Milling Co. were now guaranteeing the Keewatin Flour Mills bonds, amounting to three quarters of a million, with interest at 6 per cent.

Officers for the ensuing year were elected as folows:—

President and Managing Director, Robert Meighen; Vice-president, Hon. Robert Mackay; General Manager, G. V. Hastings; Eastern Manager, W. W. Hutchison; Secretary, Frank E. Bray; Treasurer, F. S. Meighen; Assistant Secretary, Robert Neilson; Local Manager (Montreal), B. S. Sharing, and Assistant Treasurer, T. F. McNally.

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The Land of Golden Opportunities and Golden Realisations.

Are you participating in these chances that lead to fortune ? This year there has been a record crop ; and the farmer is a good spender, if the quality is right. We have a thorough grasp of the Western trade and its developments, and have large track warehouses at the three strategic business points. We are at your service, and offer efficient and conscientious help in the disposal of your merchandise.

Let us have details of your business, and we will advise you fully of the possibilities of selling your wares out West.

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Wholesale Commission Merchants and Brokers

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Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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VANILLA BEANS
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GUM TRAGACANTH
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W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East



"Mephisto"

BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and Pictou, N.S. Canada

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IF NOT — WHY NOT?

Many Grocers find this a PROFITABLE "SIDE LINE"

You take no chances if you sell only

GUNNS

Fresh Pork Sausage

Our reputation is behind them.

Your customers will appreciate this High Class Dainty.

Made in Canada's finest Packing Plant, under Government Inspection.

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SAUSAGE

There is no line of meats more appetizing or more economical than fresh pork Sausage. Your customers will be asking for it as the weather grows colder, and we would recommend a constant supply. We guarantee our stock to be made of carefully selected Canadian pork and made under Government inspection.

Let us have your orders for daily or weekly shipments.

F. W. Fearman Co.

LIMITED

HAMILTON, ONT.

VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—*TOM MURRAY, Chicago.*

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We want large quantities of

TURKEYS, GEESE, DUCKS, CHICKENS and FOWL

We have been 54 years specializing in Dressed Poultry. This valuable experience is at your service. We are the largest dealers and have the largest outlet of any house in Canada. All shipments paid for daily.

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Breakfast Bacon
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Made under Government inspection.

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FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Produce and Provision Situation of the World

An Easier Tone Exists in Provision Market — Light Stocks on Hand—Opening for Canadian Butter Made on English Market on Account of Danish High Prices—Cheese Supply Above Requirements.

The provision market is easier. The supply of hogs is still insufficient to meet the requirements, and as the stocks on hand are very light, if not entirely exhausted, cured meat cannot be expected to come down very much from the high point to which it has climbed.

Butter is also weak with the exception of the local trade. Prices for export had to give way to effect sales. The "Danish Selling Committee" in their efforts to force the English people to pay more for their butter, caused a little stir in the market, and made an opening for some of our Canadian butter, but they found out that they made a mistake and are now willing to accept from 1 to 2 shillings less. While a large quantity of Canadian butter is held by speculators, it is more concentrated and more in the hands of a few than last year, and therefore under better control.

Cheese remains dull and weak, and the supply keeps ahead of the requirements. Already the New Zealand prospects are eagerly watched, and as they are favorable to a large production, it has a weakening effect on the market in general.

With the exception of the hog product everything is in abundance and looking for buyers.

MONTREAL.

PROVISIONS—Supplies are light and trade is only fair this week. The market presents no unusual features.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16¾
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16⅞
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16¾
Pails, tin, 20 lbs. gross, per lb	0 16¾
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 10⅞
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 11¼
" 5 " " " "	0 11⅜
" 3 " " " "	0 11½
Pails, wood, 20 lbs. net, per lb	0 11¼
Pails, tin, 20 lbs. gross, per lb	0 10¾
Tubs, 50 lbs. net, per lb	0 11
Tierces, 375 lbs., per lb	0 10¾
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Canada short cut back pork, bbl. 45-55 pieces	31 00
Heavy clear pork, bbls. 20-35 pieces	31 0
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14
Long clear bacon, heavy, lb	0 15½
Long clear bacon, light, lb	0 16
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14
Large sizes, 18 to 25 lbs., per lb	0 15½
Medium sizes, 13 to 18 lbs., per lb	0 16
Extra small sizes, 10 to 13 lbs., per lb	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17
" " " small, 9 to 12 lbs., per lb	0 17½
Breakfast bacon, English, boneless, per lb	0 18
" " " "	0 17½
Windsor bacon, skinned, backs, per lb	0 18½
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	8 50
" dressed, per cwt	12 50

BUTTER—The market remains steady with light receipts, 6,297 packages as against 7,339 packages for the same week last year. For the season they are 326,032 packages as against 358,856 packages same season last year. There is some export inquiry, which tends toward the idea that stocks, although large, are not greater than will be required for local consumption.

Creamery, solids, lb	0 25
Creamery prints	0 25½
Dairy, tubs, lb	0 19 0 21
Fresh dairy rolls	0 21

CHEESE—The English market is in a state of deplorable depression, owing to the expectation of a big New Zealand make. The New Zealand futures are now selling at the same price as Canadians for immediate delivery, thus making Canadian sales very slow. No improvement is expected until after the close of navigation. The Quebec factories will close in about two weeks. The cheese now coming forward is rather poor in quality, and will have to bring a lower price.

Receipts for the week are 60,790 boxes as against 61,814 boxes same week last year. For the season they are 1,694,099 boxes as against 1,667,221 boxes same period 1908.

Quebec, large	0 11½ 0 12
Western, large	0 11½ 0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12 0 12½
Old cheese, large	0 15 0 16

EGGS—The market continues firm, with a good demand. Country receipts have been small. For the week they are 2,404 cases as against 2,171 cases same week last year. For the season they are 176,154 cases as against 174,040 cases same period 1908.

New laid	0 32
Selects, dozen	0 28
No. 1, dozen	0 25
No. 2, dozen (nominal)	0 19 0 20

HONEY—The honey situation is unchanged, though supplies have been dropping off. The quality of this year's goods is fully up to the average.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11

TORONTO.

PROVISIONS—The provision market is easier, hogs a little more plentiful, and prices of cured meats a shade lower. The stocks are light and business, as a rule, from hand to mouth.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14½ 0 15
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15½ 0 16
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 18 0 19
" pea meal	0 18½ 0 19½
Heavy mess pork, per bbl	25 00 25 50
Short cut, per bbl	27 00 27 25
Lard, tierces, per lb	0 14½ 0 15
" tubs "	0 15 0 15½
" pails "	0 15½ 0 16
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	7 15
Dressed hogs	10 50

BUTTER—The local demand for fresh, choice goods is keen, and outside prices are readily paid for suitable butter. Fall flavors which are not desirable, are beginning to be noticeable, and buyers are more careful in making their selections.

	Per lb.	
Fresh creamery print	0 25	0 26
Fresh creamery solids	0 24	0 25
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 22	0 23
Tub butter	0 20	0 21
Baking butter	0 17	0 18

CHEESE—The cheese market remains dull and inactive, and if there is any change at all it is about ¼c lower. The local demand is fair, and if the grocers would consider their own interests and act accordingly, they would talk up the food value of cheese, and very much increase their sales. Let any grocer post himself thoroughly on cheese, put it in an attractive condition and talk cheese intelligently as every good salesman should and he can easily double his cheese sales in a week. Try it and if you do not accomplish it, learn more about cheese.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

EGGS—Strictly new laid eggs are very scarce and are selling at 35c a dozen. Ordinary held eggs are in good demand and prices are well maintained. Receipts from the country are light, and are not satisfactory.

Fresh eggs	0 25 0 26
Strictly new laid	0 35

POULTRY—To meet the Thanksgiving requirements poultry is beginning to pour in, in large quantities and of all grades of birds. As is usually the case, a large percentage of them are in bad condition. Farmers in some cases spend all summer in building the frames and then forget to put meat on them. This seems to be the height of folly. With this condition of affairs the farmers will never get paid for the cost of the frame, and the consumer pays for the weight of the bones without getting the meat he looks for, and the end of it is disappointment, dissatisfaction and loss all round. Failing in the attempt to teach farmers to dress their poultry properly, dealers prefer to buy them alive, and dress them themselves. In this way the dressing is very much improved, but the feeding which belongs to the farmer is still far from what it should be.

The writer saw a box of turkeys opened when it arrived this week, which were not fit to sell. A prospective buyer lifted one up and remarked: "This one must have died from consumption." It certainly looked like it.

Early spring chicken, alive, per lb	0 11 0 12
Spring chicken, dressed	0 13 0 14
Hens, per lb, dressed	0 12
Turkeys, per lb., large	0 16 0 18
Spring ducks, alive	0 10 0 11
" " dressed	0 12 0 13
Old ducks	0 08

FRESH FOR 26 YEARS.

An interesting feature of the reports from the Peary expedition was the statement of Prof. McMillan concerning the discovery of the abandoned base of supplies of the Greely expedition of 1881-3 at Fort Conger, in latitude 81 deg. 44 min. The storehouse, with its twenty-seven years of snow covering, stood just as the despairing Greely party had abandoned it when they made their dash southward to escape after vainly waiting for relief. In it the Peary party found quantitites of supplies, including a great pile of bacon, which was just as sweet as the day it came out of the smokehouse.—The National Provisioner.

SUGAR COMPANY ENTERTAINS.

Wallaceburg, Oct. 19.—On Thursday of last week the Dominion Sugar Co., of Wallaceburg, formerly the Wallaceburg Sugar Co., entertained its beet growers to the number of more than 1,000.

Invitations were sent out some time before to all the company's beet contractors, to visit the factory and attend the Walaceburg Fair at the company's expense. Upwards of 1,000 accepted. In the morning the visitors were shown through the factory, the various processes being pointed out and explained by guides from the company's staff. Between 11 and 2 o'clock the guests were entertained to dinner in the company's large new warehouse, after which such as desired were given a free electric car ride to the Wallaceburg Agricultural Society's grounds and furnished with free tickets.

This is the second time the company has entertained its patrons, and the affair was successful.

THINGS THAT SHOULDN'T BE.

Pointers for Grocers and Their Salesmen While on Duty in the Store.

Here are some suggestions picked up from visits to Canadian grocery stores on things that should not exist:—

A bundle of codfish within two feet of the butter.

A young clerk sitting in a chair waiting for a lady to tell him what she wants before he gets up.

A grocer lighting his pipe and throwing away the match carelessly before it is out.

A store where the goods are arranged in order, as follows: Butter, grapes, eggs, cabbages, biscuits, sugar, apples, flour, bread, lemons, and oranges.

A grocer who keeps his comb honey in the refrigerator.

Two clerks talking baseball while a lady is waiting to be served.

The habit of sprawling on the counter to take an order from a lady.

The "boss" soliciting orders and the clerk staying in a dirty, neglected store.

Handling candies with his hands instead of with a scoop.

JAPANESE COMMISSIONERS.

Four members of the Japanese trade commission passed through Montreal last Tuesday on their way to Ottawa. They were met by influential Japanese residents of Montreal and given a hearty reception. The Japanese commission consisting of about fifty men, all prominent in their own country, has been touring the United States and Canada with a view to establishing better trade relationships between the countries. The Canadian contingent is under the guidance of W. T. R. Preston, formerly Canadian Commercial Agent to Japan.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S
CHOCOLATE & COCOA



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

J. P. THOMAS
25 St. Peter St. QUEBEC
Open to represent another progressive house in this territory. Al connection and highest references.
Write me to-day.

Do You Want To Save Money?

on discounts and freight.

We can put dollars in your pocket if you will handle



You will do a much more profitable soap business than ever before if you will stock our full line.

RICHARDS—
Quick Naptha Soap
Snow Flake Soap
Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Custard Powder
The BIG Two-Power 5c. pkg.
Manufactured only by
EDWARD J. NATION & CO.
BRISTOL, - - ENGLAND
WE STOCK IT
W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



Royal Yeast Cakes.

Most Perfect Made.

Sold and Used Everywhere.



With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

A Pure Dry Hop Yeast.

E.W.GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Highest Honors at all Expositions.

CLARK'S MEATS

Well Made
Well Advertised
Well Known

All the factors of successful sales are in CLARK'S MEATS.

Their reputation and quality are never questioned.

They are known all over Canada.

Their sale is an absolute certainty.

The manufacturer assists the grocer most generously by liberal advertising.

The variety is large, meeting the requirements of every buyer—

Clark's Pork and Beans
Clark's Mince Meat
Clark's Ham, Tongue or Veal
Clark's Ox Tongue
Clark's Sliced Smoked Beef
Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WRITE FOR SPECIAL PRICE LIST.

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties

Cafe Francais

is a winner for you. It sells quickly and profitably. It is simply coffee, with none of that beverage's after effects. No caffeine in it.

Is put up in 1-lb. and 2-lb. cartons, retailing at 25c. lb.

Get a supply to-day from us, direct.

SAMPLES FREE

Dominion Cereal Mfg. Co.

VICTORIAVILLE, QUE.

Also makers of Imperial Self-Raising Flour

CANADIAN BOOKSELLER AND STATIONER'S SILVER JUBILEE.

The Bookseller and Stationer, of Toronto, with its September number celebrates its silver jubilee, having evolved out of Books and Notions, started by J. J. Dyas, of Toronto, during the month of August, 1884. Year by year the journal taken over in 1888, by the MacLean Publishing Co., gained in strength, usefulness and influence until now in its twenty-fifth year it may compare itself with the best book and stationery trade journals in America. This is due as much to the editorial management as to the enterprise of its publishers.

Since its establishment Bookseler and Stationer has been in charge of several editors, and it is in fact worth noting that each of these men have achieved distinction in the work he has since taken up. After the acquisition of the paper by the MacLean Publishing Co., the first editor was C. A. C. Jennings, who was in charge until the summer of 1892. Mr. Jennings is now one of the editors of the Toronto Mail and Empire. Following him for three years was John A. Cooper, M.A., who resigned in 1895 to accept the editorship of the Canadian Magazine, and who is now the managing editor of the Canadian Courier. After him the paper was under the editorial control of Frank Smith, who is to-day financial editor of the Toronto News. His successor was Dr. A. H. U. Colquhoun, M.A., LL.D., now Deputy Minister of Education of the Province of Ontario. In 1902 the present editor, W. A. Craick, suceeded Dr. Colquhoun, and has ever since been in charge.

In the name of the book trade of the United States, we offer congratulations coupled with the wish that our contemporary may enjoy many more years of usefulness and prosperity.—From Publishers' Weekly.

WANTS ONLY PURE SPICES.

Perth Merchant Appreciates Visit of the Food Inspector.

Editor Canadian Grocer,—J. G. Rickey, of the Inland Revenue Department, recently took a number of samples of pepper from stores in this town. Most 20th century grocers wish to handle pure goods only, so are glad to have their spices tested, looking upon this inspection as a safeguard to their own interests, and why should they not?

We buy from a wholesale spice house what is called pure pepper. If, upon analysis, this is found to be adulterated, we know where not to buy the next time. If, on the other hand, it is found to be as labeled, we are given greater confidence in our goods, greater confidence in our wholesale spice house, and we can, with full confidence, recommend our spices cheerfully to all customers.

PERTH MERCHANT.

Perth, Ont., Oct. 18, 1909.

NEW SUGAR-REFINING PLANT.

A syndicate of Vancouver capitalists has purchased a site in Vancouver for the establishment of a sugar-refining plant. The purchasers of the property are J. W. Stewart, of Foley, Welch & Stewart, railway contractors; Robert Kelly, head of Kelly, Douglas & Co., wholesale grocers; the Macdonald, Marpole Co., coal dealers, and E. J. McFeely, of McLennan, McFeely & Co., wholesale hardware merchants. It is stated that the price paid for the property was about $350,000.

"Premium Goods"

Storekeepers wishing to handle premiums, write for our Picture proposition. We have the finest line in Canada.

Merchants Portrait Co.

TORONTO

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

BROOMS

We Make

Brooms of Quality

ORDER NOW—Sample lot of our FINE CARPET, 4-String, Bamboo Handle, at $3.60 per dozen. Sample lots only UP TO 10 DOZEN—just to show you our goods.

Walter Woods & Co.

Hamilton and Winnipeg

Half the toil

of household work is taken away when

ASEPTO

SOAP POWDER

"The enemy of dirt"

is brought into the house.

This most efficient and economical SOAP POWDER should prove a powerful lever to move the whole of the family trade to your store.

SEND FOR PRICES

There's Money in It For You

ASEPTO MFG. CO.

ST. JOHN, N.B.

Some Grocers have decided that it is not good business to import Fancy Biscuits

They do not question the quality of Fancy European lines—*before shipment.* But, they know that a long sea voyage depreciates the flavor of any food stuffs. Besides, it ties up cash in considerable quantities placing long orders months ahead. That's how they argue the point. They stock

CHRISTIE FANCY BISCUITS

because Christie's are immensely superior in *Quality*, *Purity*, *Nutriment* and lasting *Goodness* to any fancy lines baked on this continent. Our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, et cetera, are equal in every quality that makes for biscuit perfection to the best fancy lines in the old lands. Then our fancy goods have the merit of freshness. You can get them when you want them.

N.B.—Our latest fancy lines "Madeira Mixed" and "Cherry Rings" are the delight of biscuit connoisseurs.

Christie, Brown & Co., Limited, Toronto

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails
½ doz. in crate

25-lb. Pails and 75-lb. Tubs

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Biscuits Promptly Shipped

We can guarantee you expeditious delivery of all goods ordered from us. Next time you require any biscuits in a hurry try us, both for quality and prompt shipment.

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

You can very easily work up a snug little trade in

Cowan's Cake Icings



Just get your customers who are not already using them to try a single package.

That will be pretty sure to make them regular users, to their satisfaction and your profit.

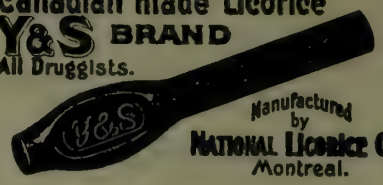
The Cowan Co., Ltd.

Toronto, Can.

Canadian made Licorice

Y&S BRAND

All Druggists.



Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes	M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins	Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse, Calgary and Edmonton

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Peculiar Conditions Existing in the Wheat Market — Flour Market Firm—No Changes in Cereal Markets, but Trade is Active.

MONTREAL.

There is perhaps nothing so difficult to understand as the wheat and flour markets, and it appears that the older dealers do not seem to bother their heads about it. Supply and demand do not seem to figure much in the calculations, but all depends on what the other fellow is going to do. One day wheat is up and the next day it is down again, and no one can, or cares to give the reasons why, but accepts the situation because it happened so. With the crops in almost every wheat-producing country in the world, in excess of the estimates, still wheat holds its price firmly, and even future deliveries are higher than for present deliveries. This in itself would indicate that prices are not expected to drop. The crop of the United States according to the government report is 50 million bushels in excess of last year and the Canadian crop in the Northwest is now estimated at about 120 to 125 million bushels. Russia increased her shipments last week by nearly a million bushels, and yet the market is strong with only slight variations.

Considerable anxiety or even alarm is felt at the fact that the largest part of our Northwest wheat for export finds its way out through the U. S. via Buffalo, instead of through Canadian routes. The cause of this is principally owing to cheaper insurance.

FLOUR.—The market is very strong at present prices, and trade is unusually brisk. No immediate change in the present low prices is expected. The total exports of wheat and flour from the United States and Canada for the past week were the largest since August 26th, 1908, showing an increase of 3,471,157 bushels over last week, and of 71,208 bushels over the corresponding week last year.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

ROLLED OATS.—The price of oats is somewhat lower, but not sufficiently so to affect the rolled oat market. Trade has been somewhat dull at present prices owing to the prospects of a future drop.

Fine oatmeal, bags	2 65
Standard oatmeal, bags	2 65
Granulated "	2 65
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 40
" barrels	5 00

FEED.—The volume of business is only fair at present prices, and no changes are expected in the near future. Stocks in most lines are good, with even better prospects ahead.

Ontario bran, per ton	21 00
Manitoba shorts, per ton	23 00 24 00
" bran, per ton	21 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 85

TORONTO.

FLOUR.—The flour market is firm with an advance anticipated, although there is no change since last week. Wheat however has fluctuated several cents but has settled to a point not much removed from last week. If there is such a thing possible, it may be said that the natural feeling is bearish while the speculative feeling is bullish.

Manitoba Wheat.

1st Patent	5 20 5 30
2nd Patent	5 00 5 10
Strong bakers	4 90 5 00

Winter Wheat.

Straight roller	5 00 5 20
Patents	5 20 5 30
Blended	5 20 5 30

CEREALS.—The cereal trade is active with a good healthy demand. Prices are firm but no change this week.

Rolled wheat, car load	2 75
" oats "	2 25
Oatmeal, car load	2 50
Rolled wheat in barrels, 100 lbs	3 00
" oats in bags, per bag 90 lbs	2 40
Oatmeal, standard and granulated, in bags 98 lbs	2 65

CROP EXCEEDED ESTIMATES.

Optimism Expressed by Vice-President of Ogilvie Flour Mills Co. at Annual Meeting.

The annual general meeting of the shareholders of the Ogilvie Flour Mills Co., Ltd., was held at the head office of the company in Montreal on October 14th, 1909, C. R. Hosmer, president, in the chair.

The president's report gave a brief resume of the growth of the company during the year, one item of which was the acquirement of seventeen country elevators. In the vice-president's address the following interesting information was given :

"At the commencement of the Northwest harvest, our official estimate of the crop was placed at 115,000,000 bushels, but the results of the threshing returns to date indicate that the yields are over running expectations, and this estimate, in my judgment, will be very considerably exceeded. Over ninety per cent. of the crop inspected to date is high grade. The production of oats, barley and flax is also heavy, and prices for all agricultural products being at very remunerative figures to the producer must have the effect of creating prosperous conditions throughout the whole Dominion. I believe fundamental conditions are sound throughout Canada, and in consequence of our magnificent harvest and the financial returns resulting therefrom, there will naturally follow a steady and conservative expansion in all branches of trade."

The following gentlemen were elected directors of the company for the ensuing year :—

C. R. Hosmer, president ; F. W. Thompson, vice-president and managing director ; Sir George A. Drummond, K.C.M.G., Sir H. Montagu Allan, C.V.O., Sir Edward S. Clouston, Bart., H. S. Holt, Shirley Ogilvie.

And the following officers were appointed : W. A. Black, general manager Western Division ; S. A. McMurtry, treasurer ; T. Williamson, secretary ; G. A. Morris, assistant secretary ; F. H. Anson, general superintendent ; Lt.-



Don't experiment in handling so many kinds of SODA BISCUITS, when the public are insisting with no uncertain voice on

MOONEY'S PERFECTION CREAM SODAS

The extra care taken in the mixing and baking and the effective methods of packi g, give these Crackers the distinguishing flavour and crispness for which they are so justly famed.

Don't forget the name

"PERFECTION"

Order to-day

The Mooney Biscuit & Candy Co. STRATFORD, ONTARIO.

Cox's Gelatine



When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills, EDINBURGH



"BORDO"
(REG.)
CHOCOLATES

What can they mean to you?

Just what you make them.

They're winners, profit-getters, customer-landers.

Why?

Because 25 years' experience in turning out this particular chocolate—our leader—has taught us just how to make it to suit the taste of the critical public.

Therefore, these Bordo Chocolates, pleasing the fancy of the public, meet a popular demand.

By having Bordo Chocolates in stock you cater to the public—get this profitable, "waiting to be taken" trade.

A Sample and prices obtainable from

The Montreal Biscuit Company, "The Originators"
MONTREAL

Col. A. E. Labelle, Montreal Manager; George A. Coslett, Fort William Manager.

Among the items of note in the financial statement were the total active assets of $1,996,070.10; profits for the year of $716,054.01, and an addition of $100,000 to the property reserve account.

BURMA'S GREATEST INDUSTRY.

Two-thirds of the Land Produces Rice —How it is Cultivated.

In all Burma there are prabably 12,000,000 acres under cultivation, of which 8,000,000 acres are devoted to rice, says E. A. Wakefield, of Rangoon. Two-thirds of the entire cultivated area is in Lower Burma, and six-sevenths of this is paddy fields. In addition to this cultivated area there are arable tracts of unoccupied land aggregating 25,000,000 acres, waiting until the population is sufficiently large to provide cultivators.

The cultivation of rice—plowing, sowing, transplanting, and harvesting—is conducted in the most primitive manner. After reaping, the grain is separated from the plant by thrashing, rolling, or treading. It is then placed in bags or loaded in bulk into cargo boats for transportation to the mill. If for local consumption the rice is prepared in local mills, in the old-time primitive manner, but if intended for export it is shipped to Rangoon.

As Rangoon is the greatest rice port in the world, it is quite natural that the rice mills in and near the city should be distinctive industrial features. Many of these mills are of the most modern type, capable of handling very large quantities of rice, varying according to the quality of the rice to be milled.

Rice which has been highly polished is not considered by the Burman fit for food. Curry and rice, with a little meat or fish, is the ideal meal for a Burman. The rice available for export during the present season was estimated at 2,600,000 tons, valued roughly at $65,000,000. Burma rice is marketed in Europe, Asia, Africa, North and South America, and Australia.

FIG SHIPMENTS HELD UP.

Conditions Under Which They are Packed Said to be Unsanitary.

A report comes from Washington, D. C., U.S.A., to the effect that shipments of Smyrna figs had been held up by the Department of Agriculture on account of alleged unsanitary packing conditions. As to the precise nature of these unsanitary conditions, officials decline to speak on the ground of a clause in the food law, which directs that in such cases the investigation of food conditions shall be kept private until such time as the facts in the case have been carefully examined and a decision rendered.

There was, however, general unanimity of opinion among the officials that the action taken in holding up the figs was warranted by the facts that had come to their knowledge in the inquiries thus far conducted. But, of course, nothing could be given out definitely.

E. L. Harris, the United States consul at Smyrna, has sent in a report which has been placed before the Department of Agriculture for careful examination and verification, pending which it is the intention to hold up the importation of figs, where release has been refused by the authority of the Board of Food and Drug Inspection.

Inquiries were made at some of the offices of Canadian importers regarding this situation, but none could be found who had heard anything of it. Shipments of figs have arrived in this country apparently in good condition, with nothing they claim, to warrant the action of the United States authorities. One expressed the opinion that the Pure Food Law in the United States was so mixed up on account of Federal and State laws, that results were sometimes ridiculous. Another did not believe that all fig shipments could have been held up, as many exporting houses packed them in such a manner that they will stand all investigation. Their figs were of the finest quality and packed in a superior manner and their sanitary condition could not be questioned. A third spoke along simlar lines, stating that he did not see why all shipments should be held up or why there should be any discrimination.

At any rate none had heard through cable or otherwise anything about the circumstances.

THE HOTEL CECIL.

As a first-class, comfortable hostlery, the Hotel Cecil, in Ottawa, has won its way into the regard of hundreds of commercial men, who cover the Capital. The patronage extended it by this class—to which it caters particularly—demonstrates the appreciation of the knight of the grip for perfect service in an excellently appointed house. Walter B. Walby, the proprietor, has been dealing with the traveling public for such a long time that he knows just what is desirable, and what should be eliminated. His new venture, The Cecil, he has made a most successful one, and he thanks the commercial travelers, in a large measure, for his success.—Advt.

The Yorkton Cereal Mills Co., Regina, Sask., has commenced building a new oatmeal mill, the contract price of the building is $9,000.

Geo. "Mooney" Gibson, the catcher of the Pittsburg world's champion baseball team, is a London boy. The citizens are going to give him a royal welcome on his arival home, and have organized a citizens' committee with Wm. T. Mullins, grocer, as treasurer and E. J. Ryan, grocer, as chairman of the Finance Committee.



Compelling the Call-again

In our beloved Canadian Metropolis, Brother Grocer, the artful Street Railway exact Five Per.

But, if you invest a "quarter," you collar an *extra* ticket: you get *six* instead of five.

If, however, you spread yourself and "blow in" one whole dollar of the Hard-earned, you become the proud possessor of Five Free Fares. Surely, this is Unwonted Generosity, smacking of the "free, gratis for nothing"!

Well, hardly.

It is merely *Good Business*—it is to insure the "return of the Customer."

To make *sure* of that self-same dollar.

And to make sure of it they are willing to sacrifice 25 per cent

* * * *

Some members of the retailing fraternity hold the five-center so close to the eye that they fail to see the *dollar* in the offing.

To "bank" on the Come-again, Brother Grocer, are you willing to pay the price?

To sacrifice just a little immediate profit to-day for the sake of a *bigger* to-morrow?

To absorb out of your *permanent* profits the trivial difference between the "*just as good*" and the "*has made good*"?

The difference between "near good" flour and FIVE ROSES.

* * * *

Would it help some, Brother Grocer, to know that this Deceptive Difference in first cost is fast swallowed up in lost sales and shelf-staying proclivities. That instead of continued profit on "near-good" flour, *you* are in fact a loser on "Call-again" sales which the price of Satisfaction would have engendered.

FIVE ROSES, Brother Grocer, has never been surpassed.

Its quality is the ideal which so-called "best" brands are forever striving to attain.

Its name is the *most copied and travestied* of any flour brand in Canada (names on request.)

That so many, besides the FIVE ROSES *legitimate* retailers, are anxious to cash in on its reputation proves its Popularity with the housewife.

* * * *

And now, Brother Grocer, why should YOU take the minimum profit when the maxium profit is yours for the taking?

Don't you want to handle a Swift Seller and Repeater?

Wouldn't you like to sell FIVE ROSES?

FIVE ROSES FLOUR

LAKE OF THE WOODS MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES.

Canadian Trade Changes of Recent Occurrence

Sales That Have Been Made During the Past Week—Losses by Fire and Assignments Made.

Ontario.

E. R. Fuller, grocer, Toronto, is selling out.

Thos. E. Clark, grocer, Toronto, is out of business.

A. J. Smith, grocer, Toronto, has sold to W. J. Nogar.

Martha McLean, grocer, Toronto, has sold to D. Simpson.

Guymer & Co., wholesale fruit merchants, London, have dissolved.

R. E. Oliphant, grocer, Toronto, has sold to R. Saunders.

A. Willis, general merchant, Malvern, Ont., has sold to Mr. Cunningham.

C. Schleuter, general merchant, Preston, Ont., has sold to G. A. Schleuter.

R. W. Davidson, general merchant, Stanley Junction, Ont., has sold to R. A. Martell.

D. Gillespie & Co., general merchants, Stayner, Ont., have advertised their stock for sale.

Meyers & Kay, grocers and boot and shoe merchants, Stouffville, Ont., advertise their business for sale.

Quebec.

J. Cardinal, grocer, Montreal, has compromised.

Assets of J. Phaneuf, grocer, Montreal, are sold.

Assets of John S. Boa, grocer, Montreal, have been sold.

Art. Leblanc, grocer, Montreal, advertises assets for sale.

J. Raymond & Co., manufacturers of preserves, Montreal, have registered.

The Standard Cigar Co., Montreal, has dissolved, Louis Rosin registered.

A meeting of creditors of J. N. Godin & Co., biscuit manufacturers, Three Rivers, Que., is called.

Western Canada.

A. Minik, grocer, Regina, Sask., is succeeded by Clara Baru.

E. Sellar, grocer and butcher, Edmonton, Alta., is out of business.

Reid & Fries, general merchants, Perdue, Sask., are succeeded by Reid & Thompson.

Burlingham & Speers, general merchants, Batleford, Sask., recently suffered loss by fire.

Jas. A. Sturrock, grocer and dry goods merchant, Edmonton, has admitted his brother David L., under style of Sturrock Bros.

New Companies.

The Dominion Produce & Cold Stores, is a new Ontario company, with head office at Morrisburg, to operate cold storage warehouses, and to deal in dairy products.

The Canada Fruit Company has been granted an Ontario charter to manufacture and deal in all kinds of canned fruits, vegetables, jams, jellies, etc. The head office of the company is to be at Grimsby.

The Canada Gazette this week contains notice of the incorporation of the Western Sugar Refining Co. Those interested are Jas. R. L. Starr, Jas. H. Spence, Matthew C. Cameron, Andrew S. Grant and Lillian McHeal, all of Toronto, where the head office of the company will be located.

Allister Fraser Bentley, M.P.P., Wendell B. Bentley, Mary J. Bentley, Mabel Bentley and Anna Bentley, all of St. Martins, N.B., are applying for incorporation to take over and carry on the general store and lumber business now operated by A. F. Bentley & Son, under the name of A. F. Bentley & Son, Ltd., with a capital of $75,000.

RESPECT THE PASSERS-BY.

It is never good judgment for a retailer, or for that matter, any merchant, to so obstruct his sidewalk with packing boxes, ice or outside display, to such an extent that pedestrians must either go around or climb over, keep the front of your store neat if you wish the best results.

UNFAIR PORTERAGE CHARGE.

A delegation recently waited upon the Hon. Mr. Brodeur, with a view to improving the situation of Montreal importers as regards porterage charges at Quebec. It was pointed out that goods, landed at Quebec from one of the Empresses on a through bill of lading to Montreal, had to pay a porterage charge, whereas goods consigned to any other point paid none. The protest was lodged by thirty representative Montreal importers.

FELL THROUGH WINDOW.

Lawrence Lacy, of Bracebridge, Ont., had an unfortunate accident happen him last Saturday morning. He was on a ladder, in front of the store cleaning the window, when the ladder slipped and hurled him through the plate glass front.

H. Laporte, president of Laporte, Martin & Co., Montreal, has returned to the city from a two weeks pleasure tour in New York state.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade



BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES, FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Sweet Potatoes
Spanish Onions
Almeria Grapes
New Figs and Dates

Have also full supply of Oranges, Lemons, Cranberries, in fact everything in our line. Price lowest for best stock.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

BE PRECISE

When ordering Lemons —to simply order Lemons is not the best for your pocket—by saying "St. Nicholas" or "Home Guard" you would be getting from one to four shillings per box more Lemon value.

Specify
"ST. NICHOLAS" or
"HOME GUARD"
when ordering.

BE PRECISE

J. J. McCABE
AGENT
32 Church Street, TORONTO

Canadian Fruit, Vegetable and Fish Market.

Heavy Shipment of Apples to the Old Country — Season's First Florida Oranges Arrive—Cheaper Prices Than Last Year —Potatoes Likely to be Cheap—Oysters in Good Demand.

MONTREAL.

GREEN FRUITS—Few crab apples are left on the market, but some are still available at last week's prices. Grapes are coming in freely, particularly Canadian varieties. Limes and peaches are very scarce. Other lines are much the same as last week.

Shipments of apples to England have been large this year. C. W. King & Co. report shipments for the week, of 67,837 bbls., as against 37,531 bbls. same week last year. This is almost up to the figures for 1907, when they were 71,306 bbls. For the season they have been 221,368 bbls., as against 149,013 bbls. same season 1908.

Apples, crabs, bbl	3 50	4 00
" basket		0 35
" Duchess, No. 1		3 00
" Alexanders, No. 1		3 50
" Mackintosh reds	5 00	5 50
" " No. 2		3 00
" St. Lawrence, No. 1		3 50
" " No. 2		3 00
" Wealthys, No. 1, bbl		3 00
" " No. 2, bbl		2 50
Bananas crated, bunch	1 75	2 25
Cranberries, per bbl	8 00	9 00
Cocoanuts, bag	3 00	3 25
Grapes, California, Malagas, crate		1 75
" " Tokays, crate	2 75	3 00
" Delaware, crate		1 50
" Concords, per basket	0 20	0 22
" Moores, early		0 25
" Niagara		0 30
Lemons, Verdillis, box		4 00
" Maoris, box		4 50
Limes, per box		1 00
Oranges, late Valencias	3 50	3 75
Peaches, California, box	1 50	1 75
" Canadian, basket	0 50	1 00
Plums, California, per crate	1 75	2 50
" Canadian, basket	0 40	0 70
Pears, California, (Bartlett) per box	3 50	4 25
" Canadian (Bartletts), in bbls	4 50	5 50
" Canadian, basket	0 60	1 00
Pineapples, Florida, box	4 00	5 00

VEGETABLES—Owing to the cold weather, supplies are short in most lines. Sufficient to fill all demands are on the market, however. Vegetables are slow in sale at present.

Beets, new, dozen bunches		1 00
Carrots, dozen bunches		1 00
" bag		0 60
Cabbage, dozen	0 15	0 30
Celery, Canadian, dozen	0 40	0 75
Cauliflowers, dozen	1 00	2 00
Corn, dozen	0 06	0 10
Cucumbers, dozen	0 05	0 10
" basket		0 25
Green peppers, crate	1 50	2 00
Lettuce, dozen	0 40	0 50
Leeks, dozen		1 00
Onions, doz. bunches		1 00
" red, per bag		1 00
" large, white, dozen		0 40
" Spanish, cases 150 lbs		2 75
" " half cases		1 65
" " crates 50 lbs	0 90	1 00
Potatoes, Montreal, bag	0 60	0 90
" sweet, per bbl		3 50
" " basket		1 75
Parsley, dozen	0 10	0 15
Parsnips, dozen bunches		1 50
Pumpkins, doz	1 25	1 50
Sage, dozen	0 40	0 50
Savory, dozen	0 40	0 50
Spinach, Canadian, box		0 50
String beans, bag	0 35	0 50
" " basket		0 25
Squash, Hubbard, per dozen		1 50
Thyme, dozen	0 40	0 50
Tomatoes, Montreal, gin box	0 25	0 75
" hot-house, lb		0 10
" Chateauguay, per basket	0 35	0 40
Turnips, bag		0 50
" dozen		0 15
Vegetable Marrows, dozen	0 50	0 60
Watercress, dozen		0 40

FISH—Haddock and cod are again scarce, causing a rise in prices of those lines. Lake fish are more plentiful, and oysters in shell have arrived in such quantities, since the opening of the season, as to somewhat demoralize the market.

FRESH	
Barbotte	0 08
Bluefish, per lb	0 14
Dore, per lb	0 12
Eels, fresh, per lb	0 08
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 06
Lake trout, per lb	0 10
Mackerel	0 12
Market cod, per lb	0 05
Perch, dressed, per lb	0 10
Pike, headless and dressed	0 09
Salmon, B.C.	0 14
Sea trout, per lb	0 14
Steak cod, per lb	0 07
Whitefish, per lb	0 10
FROZEN	
Dore, winter caught, per lb	0 08
Halibut, per lb	0 09
Mackerel, per lb	0 10
Steak cod, per lb	0 05
Salmon, B.C., red, per lb	0 10
Salmon, Gaspe	0 18
Salmon, Qualla, per lb	0 09
Whitefish, large, per lb	0 09
Whitefish, small, per lb	0 06
SALTED AND PICKLED	
Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Green cod, No. 1 medium, per lb	0 03½
" small, per lb	0 02½
" large, per lb	0 03½
Dry cod in bundles, per bundle	5 50
Labrador herring, bbl	5 25
Labrador herring, half barrel	2 90
Labrador sea trout, bbls	12 50
" " " half bbls	6 50
No. 1 mackerel, pail	1 90
No. 1 " half bbls	8 00
Skinless cod, 100 lb. case	5 25
Salmon, B.C., half bbls	8 00
Salmon, B.C., bbls	15 50
Salmon, B.C., pink	14 00
Salmon, Labrador, bbl	18 00
Salmon, Labrador, ½ bbls	9 50
Salmon, Labrador, tierces, 300 lb	27 00
Salt sardines, 20 lb. pail	1 00
Sardines, Quebec, bbl	5 50
SMOKED	
Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb	0 08
Herring, new smoked, per box	0 12
Kippered herring, per box	1 10
Smoked salmon, sugar cured, per lb	0 25
SHELL FISH	
Labsters, live, per lb	0 25
Oysters, choice, bulk, Imp. gal	1 40
" "Sealshipt," standards, Imp. gal	1 75
" " select	2 00
" shell, per bbl	6 00 10 00
Frogs legs, per lb	0 40
PREPARED FISH	
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS—The fruit market, which has been a busy spot all summer, is beginning to look forsaken. Most of the fruits which arrived from day to day are no more. Peaches are still coming in small quantity, but of inferior quality. The irrepressible California peach, which has fought it way against our best varieties, has now again a fair show. Grapes are now practically owning the market, and are King there. In spite of the snow storm with threatened frost they escaped with very little injury, and are arriving daily in large quantities, and in splendid condition. They are selling for 12c to 15c per small basket, and are looking for buyers. Pears still hold a respectable position. Apples are receiving more attention and are selling from $1.50 to $2.50 per barrel. They are fall varieties and in many cases they are culls. The first car of Florida oranges arrived this week and will be sold for a dollar to a dollar and a half cheaper than the first arrivals last year. New lemons are

also expected, in a few days, which means to the retailer—get rid of your old stock.

Apples, green, basket	0 15	0 35
" per barrel	1 50	2 50
Bananas	1 50	1 75
Cranberries, per bbl	8 00	8 50
Grapes, small basket	0 12½	0 15
" large	0 20	0 25
" Almeria	5 50	6 50
Grape Fruit	....	4 00
Lemons, Verdelli	3 25	3 50
Limes, crate	....	1 25
Oranges, Cal. Valencia	3 25	3 75
" Cal. small	....	3 00
" Porto Rico	2 00	2 50
Peaches	0 4	0 60
Plums, Canadian, basket	0 20	0 50
Pears, Can., basket	0 40	0 60
Pineapples, per doz	....	2 40
Quinces, per basket	0 30	0 40

VEGETABLES—Potatoes are a great crop, and the likelihood is that they at least will be a fairly cheap article of food this winter. Turnips, beets, and in fact, all root crops are fine. Tomatoes are holding out well, and still arrive in liberal quantities, and in good condition. Cabbage, celery, etc., are also plentiful and cheap.

Beets, per bag	....	0 75
Cabbage, Canadian, per dozen	0 25	0 30
Cantaloupes, Canadian, per basket	0 25	0 30
" per case	0 40	0 50
Carrots, new, per basket	....	0 20
Celery, Canadian, per doz	0 25	0 30
Corn, dozen	0 08	0 10
Cucumbers, per basket	1 00	1 50
Egg plant, per basket	0 25	0 30
Onions, Canadian, green, per bag	1 00	1 25
" new, Valencias, crate	2 75	3 00
" Spanish	....	2 75
" " half cases	....	1 75
Peppers, green, per basket	0 30	0 35
" red, per basket	0 50	0 60
Potatoes, Canadian, per bag	0 60	0 65
" sweet, basket	....	0 65
" sweet, per hamper	2 00	2 25
" sweet, per barrel	3 50	3 75
Radishes, per dozen	....	0 25
Tomatoes, Canadian, per basket	0 20	0 30
Turnips, per bag	....	0 50
Watermelons, Canadian, each	0 10	0 15

FISH—Lake fish are not as plentiful as they should be, owing to the continual strong winds, which hinder the fishermen. The trade in Finnan Haddies is booming. The demand is great, and the turnover is immense. Oysters are also in

For Thanksgiving

We are offering a fancy lot of goods for this festive occasion.

New Raisins and ***Fancy Snow Apples,***
New Florida Grape Fruit,
Cranberries,
Figs of Every Kind,
Oranges,
Bananas,
Grapes.

Long Island Native OYSTERS
THE FINEST IMPORTED SOLID MEATS.
$1.85 per Imperial Gallon.

WHITE & CO., LTD., TORONTO and HAMILTON
Phone Main 6565

Phone Main 5115

Finest Quality **Oranges** Sweet

"The Mark of Quality."

FLORIDA CITRUS EXCHANGE

See that every box you buy bears this mark.

Phone Main 5672

Finest Selected **Grapefruit** Appetizing

W. B. STRINGER, District Agent, TORONTO

DATES

We want to state that we do not think there is any pack of dates that will give you better satisfaction to handle. When ordering, mention the Brands

"CAMEL" HALLOWI (Packages)
"EAGLE" SAIR (Packages)
"MONOGRAM" Extra Fancy
"CAMEL" Extra Choice
FARD

WM. HILLS, JR.
IMPORTER
W. B. STRINGER, Agent, TORONTO

FANCY

Jersey Sweet Potatoes Bbls. and Hampers
Cape Cod Cranberries
Almeria and Domestic Grapes
Chestnuts New Figs
New Dates Due Next Week.

(Established 1861)

HUGH WALKER & SON
GULEPH, ONTARIO

good demand. The fish trade on the whole is satisfactory.

Bloaters, per box		1 20
Blue fins		0 06½
Carp		0 03
Cod, fresh caught		0 07
Cod, Imperial, per lb		0 05
Cod, Arcadia		0 10
Ciscoes, per basket	1 10	1 20
Eels, per lb		0 08
Finnan haddie	0 07½	0 08
Haddock, fresh caught		0 07
Halibut, fresh caught		0 10
Herring, medium, per lb., fresh caught	0 05	0 06
Herring, sea, per 100 count		3 00
Herring, Digby, per box		0 15
Lobsters, each	0 25	0 30
Mackerel, each	0 20	0 25
Perch		0 07
Pike		0 06
Quail on toast		0 05½
Sea salmon		0 17
Trout, fresh caught		0 10
Whitefish, fresh caught		0 10
Yellow pickerel		0 09
Oysters, selects, per gal		1 75
" standards, per gal		1 60
" extra selects		1 90

KEEPING FISH FRESH.

New Method Which is Just Being Introduced into Maritime Provinces.

Men engaged in the fish trade down by the sea are interested in a new method of handling fish that has been recommended by Inspector O'Reilly, who looked into the matter when he was in England giving expert advice to the counsel who were preparing the Colony's case for submission to The Hague tribunal. Each fish is wrapped in a specially prepared paper (the invention of Captain Solling, commissioner of the Danish Government Fisheries Department, and a man of reputation in British fishing circles), and then packed in ice. The moisture from the ice cannot touch the fish because of this envelope, but the cold water keeps the fish chilled or cool, and thus it will remain fresh for a longer period, as decomposition is slower in setting in, while the fish also retains its natural flavor. One firm in Fleetwood has been using this paper for nearly twelve months, and as an example of its efficiency, it is stated that they bought some turbot at 5s per stone, kept it fourteen days wrapped in this paper, ad then sold it at 14s per stone.

An article in the Fish Trades Gazette, of May 22, states that fish caught on the west coast of Greenland and Iceland were wrapped in Captain Solling's paper, and after a lapse of twenty-six days were delivered to the Grimsby market in such perfect condition that they were equal to fish just taken out of the water.

Results of the use of the paper in India with the temperature 90 degrees F. indoors are said to be equally good.

On the strength of Inspector O'Reilly's report, Sir Edward Morris, the Premier of Newfoundland, has ordered $200 worth of the paper, in order that experiments might be conducted with it in that Colony. It has also been arranged that Captain Solling shall come out to Newfoundland to set on foot the experiments.

THERE MAY BE BETTER WAYS.

Never become so set on doing business in one way that you will not take a better if it is demonstrated. Always be open for suggestions.

One Montreal grocer says he spends several hours each week with some of his fellow merchants, just to talk over new hints. "Read the best trade papers" is the maxim of another grocer.

H. Laporte, of Laporte, Martin & Co., Montreal, is expected back from the United States next week.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

FINNAN HADDIE
If you want something deliciously wholesome and appetizing try our
"BEACON BRAND" HADDIE
Something different and something better than the ordinary Haddie. Smoked and cured by Scotch experts and packed under our own registered trade mark. *Write us for quotations on all kinds of fish and oysters.*
THE F. T. JAMES CO., LTD.
Wholesale Fish and Oyster Dealers - - TORONTO



It is an

UNQUESTIONABLE FACT

that a great majority of the Grocers throughout this Great Dominion have pronounced

BRUNSWICK BRAND SEA FOODS

" to be the Acme of Perfection. Every detail that extra care and skill can suggest has been embodied in preparation and canning of this brand of fish.

QUALITY GOODS TALK

You can talk through Brunswick Brand and get the better-class family trade.

See you get the name right

CONNORS BROS., Limited

BLACK'S HARBOR, N.B.

AGENTS - Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Levitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton Alta.

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System,

SOUTH NORWALK, Inc.
Connecticut.



"Concord" Norwegian Sardines

are distinguished by many exclusive features. We reject all but the very finest small fish, autumn caught. We handle the fish with the greatest care, pay every attention to sanitary details and use only the highest grade oil. They are the only sardine which has an extra cover for use after the tin has been opened. Between 24 and 30 sardines of a most delicate flavor will be found in each tin, which is guaranteed by the CONCORD CANNING CO. of Stavanger. *Send your order to any Wholesale Grocer.*

LIST OF AGENTS:

R. S. McIndoe, Toronto.
A. H. Brittain & Co., Montreal.
W. A. Simonds, St. John, N.B.
Watson & Truesdale, Winnipeg.
Radiger & Janion, Vancouver & Victoria, B.C.

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Corlstine Building
Manitoba; Watson & Truesdale, Winnipeg, Man,
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

Part II:—

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation Order?
Bulk versus Package Teas.
How to Establish a Tea Trade.
Tea Blending.

275 Pages Price $2.00
Fully Illustrated

MacLean Publishing Co.
Technical Book Dept.
10 Front St. East - - Toronto

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

Mr. Grocer! Look at the Situation as it exists

The credit customer is a valuable asset—IF HE PAYS. Right there is the vital point. He MUST pay, or YOU lose—he must be made to pay without being offended—or, again, YOU lose. There is one sure, safe, satisfactory way—the

Allison COUPON BOOK SYSTEM

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, U.S.A.
Order them from your Jobber



ABSORBINE

Will reduce inflamed, strained, swollen Tendons, Ligaments, Muscles or Bruises, Cure the Lameness and Stop pain from a Splint, Side Bone or Bone Spavin No blister, no hair gone. Horse can be used. Horse Book 2 D free. $2.00 a bottle at dealers or delivered.

ABSORBINE, JR., for mankind, $1. Reduces Strained Torn Ligaments, Enlarged glands, veins or muscles—heals ulcers—allays pain. Book Free.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

"ENTERPRISE"

The great success of the "Enterprise" works is built on the policy that they have no time to waste in making anything but the *best*.

Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.



This Company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

"ENTERPRISE"

Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a new Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only $6.00; Auger, 75c.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50c. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U.S.A.
21 Murray St., New York, 438 Market St., San Francisco

A PUMP THAT SHOWS A PROFIT



Exclusive
SPECIAL
Adjuster

Elgin National Coffee Mills

can be regulated to grind coarse or fine when running, and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

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Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of the leading packers of Tea in Canada

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Tel. Address: "Laminated," London. A.B.C. Codes used 4th and 5th Editions.
LIMEHOUSE, LONDON, E., ENG.

Canadian Agents:
ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL



Time means MONEY
Save Your Time and

Save Your Bags

McGregor's Patent Bag Holder

Indispensable to every grocer.

Get prices from
KILGOUR BROS.
19 Wellington Street West, TORONTO



THOMAS MARTINDALE
Prominent Philadelphia Merchant, Sportsman and Writer

What a Millionaire Wholesale Grocer Says About Advertising in Trade Papers

"The advertising of wholesale grocers in trade papers is to be commended. The trade papers exist primarily to help in promoting the interests of the particular trades they represent, and they generally are filled with the latest trade news, advice, statistics. etc., pertaining to their field. Besides, it stands to reason that such advertising ought to be profitable in thus being directed right at prospective buyers."

The above is an extract from an address delivered by Mr. Martindale on "Advertising: Its Practice and Rewards," at a banquet given by the Canadian Club, of London, Ont., his former home. Mr. Martindale is one of the many Canadians who have won prominence as broad-gauged business men in the United States.

If Mr. Martindale were in business in Canada he'd be a large user of space in The Canadian Grocer. He realizes what a powerful agent advertising of this sort can be made in building up good-will among possible customers.

Read next week what Mr. Martindale says about houses of big capital and fine reputation that have tried to hold trade without advertising.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
½-doz.	5-lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	5 oz.	
1 "	12 "	Per case $4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 80
" 3 lb.	13 80
" 5 lb	25 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz	Peach	1 80
		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk.

	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

	In Cartoons per dozen
No. 1, 1-lb., 4 dozen	2 40
" " 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" " 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " 2 "	2 20
No. 2, 4-oz., 6 dozen	0 70
" " 3 "	0 75
	In Tin Boxes per dozen
No 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs.	14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.92.

White Swan Wheat Kernels, per doz. $1 40

White Swan Flaked Rice, per doz. 1 00

White Swan Flaked Peas, per doz. 1 00

Blue

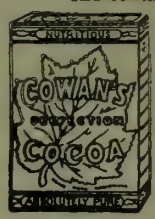
Keen's Oxford, per lb. 0 17

In 10-box lots or case 0 16

Gillett's Mammoth, ½ gross box 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—

Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Solu le, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.

	Per lb.
Unsweetened Chocolate—	
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 10c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen 0 90

	Per lb.
Confections—	
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. P. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ¼'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	.. .	0 17
Macaroon	0 17	....	0 1
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4-oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 00

Reindeer" brand per case (4 doz.) 5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Pr[illegible] with 8 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins $0 33

"Gilt Edge" in 2 lb. tins 0 32

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

[illegible] – Imperial

Large size jars, per dz 8 25

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 40

Individual size jars, per doz. 1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1	"	3 00
"	4 "	" 1	"	4 50
"	20 "	" ½	"	4 75
"	20 "	" 1	"	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 25
" "	1-lb. tins		2 25
" " groats	½-lb. tins		1 25
" "	1-lb. tins		2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.



Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½lb tins	4 80

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12 oz. glass jars, 2 doz. in case, per doz	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 6 pails in crate, per lb	07



ALWAYS RIGHT. SUN PASTE Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.



BLACK KNIGHT STOVE POLISH

will earn for you that most desirable of all business assets---the good-will of the ladies. It comes quickly and goes slowly, and will not stain the hands. Be sure you are handling this profitable line.

F. F. DALLEY CO., Ltd.

Hamilton, Can. **Buffalo, N.Y.**

TRADE MARK KEYSTONE BRAND REGISTERED

AT THIS SEASON THERE IS ALWAYS A GOOD DEMAND FOR

BRUSHES

FOR HOUSECLEANING PURPOSES

We make a specialty of this class of goods—and have the largest range in Canada to choose from. You will also find our goods of SUPERIOR QUALITY AND FINISH —AND VALUES UNEQUALLED Place your order now for the Keystone Brand

Manufactured by

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO

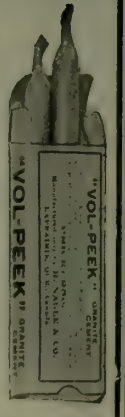
"VOL-PEEK"

GRANITE CEMENT

WON'T wash clothes, but
WILL mend holes in every kind of pot or pan.

Every household in the Dominion wants "VOL-PEEK." Tell the women what it will do. It sells at sight.

H. NAGLE & COMPANY
LAPRAIRIE, QUE.



THE RETAILER classes the houses who advertise in his trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.



Goodwillie's

PURE FRUITS IN GLASS

¶ Possess that exquisite delicacy of flavor which arouses a desire for more which must be satiated.

¶ If you make yourself the original vendor of GOODWILLIE'S it is to you the customer will return, and, with her request for "more GOODWILLIE'S," she will leave her order for other groceries.

¶ Have you customers coming back for GOODWILLIE'S ? You should and can.

You Can Secure Prices From Your Wholesaler.

Rose & Laflamme, Ltd. - Montreal and Toronto

AGENTS

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

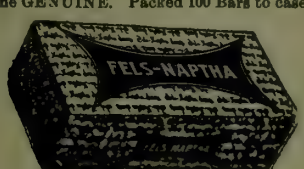


Assorted Case,	Contains 4 doz. $3.60
Assorted Case,	Contains 2 doz. $1.80
Lemon (Straight)	Contains 2 doz. $1.80
Orange (Straight)	Contains 2 doz. $1.80
Raspberry (Straight)	Contains 2 doz. $1.80
Strawberry (Straight)	Contains 2 doz. $1.80
Chocolate (Straight)	Contains 2 doz. $1.80
Cherry (Straight)	Contains 2 doz. $1.80
Peach (Straight)	Contains 2 doz. $1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices -Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95



List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard

N. K. FAIRBANK CO. BOAR'S HEAD BRAND COMPOUND.

Tierces	$0 12
½-bbls.	0 12½
Tubs, 60 lbs.	0 12½
20-lb. Pails.	2 50
20-lb. tins	2 40
Cases 3-lb	0 13
" 5-lb	0 12½
" 10-lb.	0 12½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 11½
Tubs	0 11½
20-lb. pails.	0 12
20-lb. tins.	0 11½
10-lb. "	0 12½
5-lb. "	0 12½
3-lb. "	0 12½
1-lb. cartons	12¼

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case .. per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$3 50
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F. ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham ¼-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases	60 1-lb. packages	$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	30 1-lb. "	2 75
	60 ½-lb. "	

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	11 06
Straw berry polish	"	10 20



3 doz. to box..... $3 60
6 doz. to box .. $7 20
30 days.



1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 0
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Lily Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

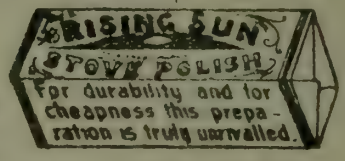
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 48-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
3-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	08 0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼ barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ⅓'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ⅛'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 30
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

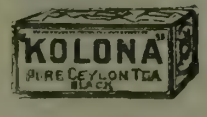


MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbr. & ½s.	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ⅛s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb. "	0 21
Blue Label, retail at 30c	0 23
Green Label	40c	0 30
Red Label,	50c	0 35
Orange Label,	60c	0 42
Gold Label	80c	0 55



Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s.	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug moking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	51

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " ⅛-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - - Ontario

DWIGHT'S



BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and it is always in packages *only*.

CHURCH & DWIGHT
Manufacturers
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied, You'll be, Too!

The Beardwood Agency

313 New York Life Building - MONTREAL

DO NOT WAIT until freight rates advance to the winter basis, **NOVEMBER 14th.** Order your **SALT** now

FROM

VERRET, STEWART & CO.
LIMITED

No. 12 Port Street
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand
THE GUARANTEE OF QUALITY

SPICES All kinds of whole spices going steadily up. Prices of Ground are bound to be higher soon.

VINEGAR Buy the Imperial Brand White Wine and Cider because it is the best.

Special Value in New Catsup and Salmon.

COFFEE

We want your Roasted Coffee Business

1st. We can make a little profit out of it.

2nd. We can save you some money.

4
FREE PHONES
USE FREELY

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, OCTOBER 29, 1909. NO 44.



The most appropriate and healthy food for young and old during the next few months is

ROBINSON'S PATENT BARLEY

Selling food products is your business—selling the best is your policy—

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

"Crown" Brand Table Syrup

has made such a remarkable success that grocers and general merchants throughout Canada now make it their leading Syrup.

It pays you to inquire for it from your jobber. Do so and insist upon getting "Crown" Brand.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal



THE SURE SELLER.

WHY?

"SURPRISE" Soap is sold before it ever goes into your store.

You never have to think about bad soap stock if it is "SURPRISE," because everybody knows that "SURPRISE" is the best laundry soap in the country.

To you it is as negotiable as government bonds or coin of the realm.

"SURPRISE" is a bigger seller this year than it was last year, and it will be still bigger as the country's population increases.

The St. Croix Soap Manufacturing Co.

Factory at St. Stephen, N.B.

Branches: Montreal, Toronto, Winnipeg, Vancouver, West Indies

On The Square

"Thistle" Canned Fish

Haddies packed under the "Thistle" brand are in lined tins. Absolutely clean, superior in flavor, because canned where caught. The favorites, because the choice of folks who are particular to always get the best.

Olsen & Kleppe Sardines

Quality Sardines that are packed "on the square." The "Albatross" brand for those who prefer small fish—the "Ambrosia" (equally as fine) for those who want fish a trifle larger. Packed in Norway and packed with scrupulous care, in pure Olive Oil.

Griffin & Skelley Fruits

Whether dried or canned, the "Griffin" brand of fruits is always the same high quality—the natural flavor is never wanting. Raisins, seeded or seedless, White and Green Asparagus, Prunes. The "Griffin" Brand assures that absolute satisfaction coincident with being "always on the square."

IF the line hangs plumb then go ahead and lay the foundations of business—if the spirit level rests fairly and squarely in the centre—then go ahead. If each timber in your structure dove-tails and is "on the square," then too go ahead.

Be "on the square" with "quality." Do not deceive yourself if the line hangs out of plumb, the spirit level be out of centre or the timbers fail to dove-tail.

"Be on the square" for your own and your customers' good.

ARTHUR P. TIPPET & CO., Agents



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative — 30-32 Main East
'Face-to-Face Business" — HAMILTON

Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?
Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 — BOND 28

Largest and Finest Pure Whole Skinless Codfish "Royal Crown" in 100 lb. boxes.

Distributing Sole Agents

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.
Manufacturers' Agent and Warehouseman.
Importing Commission or Buying Agent.

Warehouse: City Spur Track.
Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Selected Raisins, Currants, Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Ceylon Teas, Coffees, Spices, Mustard, Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea—stood the test in Western Canada for over 12 years—sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.

Yours truly,
G. C. WARREN

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Finest Bordeaux Whole Halves SHELLED WALNUTS

New Three Crown Shelled Almonds

LIND BROKERAGE CO.
23 Scott Street — Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

J. P. THOMAS

25 St. Peter St. — **QUEBEC**

Open to represent another progressive house in this territory. A1 connection and highest references.

Write me to-day.

TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep—your name and field of operations before—Manufacturers, Importers and others—looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

NEW SEASON'S GOODS for Immediate Shipment

WE CAN TAKE CARE OF YOUR ORDERS FOR

CURRANTS, FIGS, DATES, PEELS

CALIFORNIA PRUNES, PEACHES AND APRICOTS

RAISINS

California Seeded, Valencias, Malaga (Table), Sultanas

OUR PRICES ARE RIGHT

EBY-BLAIN, LIMITED

Wholesale Grocers - - - TORONTO

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs	you	20c. for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1 00	"	"	"	70c.

THE BLUE RIBBON TEA CO, Limited

266 St. Paul St., MONTREAL

THE WISE GROCER

looks to the future more than to the immediate present. There are lines of canned fruit and vegetables on which larger profits can be made but there is none that equals in quality, cleanliness or flavor the

RIVERDALE BRAND

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO



By Special royal permission.

It is of grave import——

to you that your stocks in such an important line as sardines should be of the most reliable and satisfactory kinds. And by stocking

"King Oscar"

Brand Norwegian Sardines

you will be handling a line of canned fish that have won the public favor by their purity, freshness, and excellence in packing. Are *you* stocking them ?

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON, ONT.

BROOMS

We Make

Brooms of Quality

ORDER NOW—Sample lot of our FINE CARPET, 4-String, Bamboo Handle, at $3.60 per dozen. Sample lots only UP TO 10 DOZEN—just to show you our goods.

Walter Woods & Co.

Hamilton and Winnipeg

The Canning Season Is Now Over

and Eighty Per Cent. of Our Pack is Already in the Hands of the Trade

Can Still Book a Few Assorted Cars of the Following :

VEGETABLES

Tomatoes	2s	3s	Gallons
Corn	2s		
Pumpkin		3s	Gallons
Squash		3s	
Beets, Choice	2s		
Peas	2s,	Standards, Early June, Sifted.	

FRUITS

Raspberries	2s		
Strawberries	2s		
Pears	2s	3s	
Peaches	2s	3s	Gallons
Plums	2s	Damson, Purple Egg.	
Lawtonberries	2s	3s	
Blueberries	2s		
Cherries	2s		

Write us at once for prices on assorted cars.

AFTER NOVEMBER FIRST WE WILL HAVE GALLON APPLES TO OFFER

Keep this in mind and write us for price.

ESSEX CANNING AND PRESERVING CO., LIMITED

ESSEX, ONTARIO

CANNED LOGIC

THE ONLY REASON

Some one doesn't put up as good goods as we do is because they can't. The only reason we don't put up better goods than we do is because we can't : : : : : : :

If some other grocer is selling **OLD HOMESTEAD BRAND CANNED GOODS** and you are not, some other grocer is selling a better brand of canned goods than you are.

If you have a customer who isn't buying **OLD HOMESTEAD BRAND,** you have a customer who isn't getting the best, and her only reason is that she doesn't know. But you do know, and should make money out of your knowledge.

Tell your customers about the absolute purity, excellence of quality and skilled packing of **OLD HOMESTEAD BRAND.** You will be handling a real profitable trade if you do.

Old Homestead Canning Co.

PICTON - - - - - ONT.



Goodwillie's

PURE FRUITS IN GLASS

¶ Possess that exquisite delicacy of flavor which arouses a desire for more which must be satiated.

¶ If you make yourself the original vendor of GOODWILLIE'S it is to you the customer will return, and, with her request for "more GOODWILLIE'S," she will leave her order for other groceries.

¶ Have you customers coming back for GOODWILLIE'S? You should and can.

You Can Secure Prices From Your Wholesaler.

Rose & Laflamme, Ltd. - Montreal and Toronto
AGENTS

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSIAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

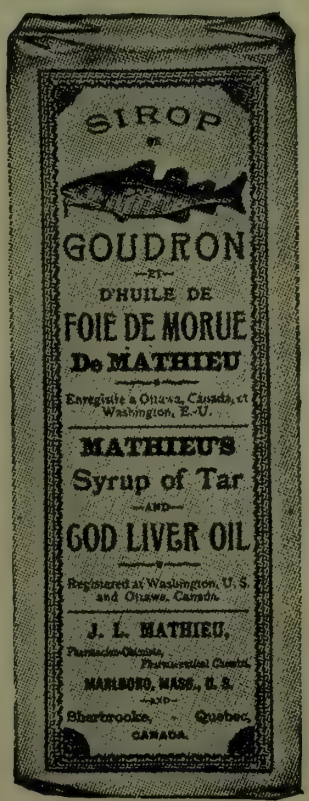
CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg
J. A. KAVANAGH, Hamilton and London
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal

GREEK CURRANT CO.

260 West Broadway, - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.

2. One person recommending it to another, and probably telling him that he got it at your store.

3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

If
you
have
not
ordered

QUAKER SALMON

It is
high
time
that you
should!

MATHEWSON'S SONS

Wholesale Grocers
202 McGill St. : : MONTREAL

Ginger-Bread
BRAND
Molasses
(The Best There Is)

Produced and sold under the British flag

When ordering from your wholesaler specify the above well-known brand

RESULTS
Satisfied Customers Increased Sales

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

OK

THE
COLD
MEAT
SAUCE

GEO. MASON & CO., LTD.
Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig



Harmless Antiseptic

Are you handling the original magic hand cleaner

SNAP?

There is nothing to equal it for the rapid chasing of dirt, grease, paint or tar from soiled hands. Sells at sight. Profitable to handle.

Order from your jobber.

The Snap Co., Ltd., - MONTREAL

HOUSE CLEANING

becomes a pleasure instead of being a monotonous drudgery when the housewife has the helping hand of

ASEPTO
SOAP POWDER

(The enemy of dirt)

The housewife will be indeed friendly disposed towards your store if you can only get her to use ASEPTO—the housewife's friend.

STOCK UP AT ONCE—
There's Money in It For You

ASEPTO MFG. CO.
ST. JOHN, N.B.



THIS TIN CONTAINS

100%

PERFUMED - POWDERED

LYE

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS — TAKE IT TO-DAY

WHITE SWAN SPICES AND CEREALS LIMITED
TORONTO



Made In Canada

Disputed Accounts A Thing of The Past

With the ***McCASKEY REGISTER SYSTEM*** your customers have a complete itemized combination bill and statement of every purchase—balance brought forward and totaled down to the minute and ready for settlement without making another figure.

If companies operating from six to eighteen stores buy one register to test it and then supply all their stores, is it not good evidence that the ***McCASKEY*** is saving them money?

Over fifty thousand in use

THE McCASKEY GRAVITY ACCOUNT REGISTER has fewer parts to get out of order, is stronger built and easier to operate than any register made.

You are paying for a register in losses every day you do without one.

Information is free. Let us tell you about the ***McCASKEY.*** A Postal will do.

DOMINION REGISTER COMPANY, Limited

Successors to the McCaskey Register Co. in Canada

96 to 104 Spadina Ave. - - - TORONTO, ONT.





Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

To the Trade:

THAT

CEYLON TEA

HAS THE CALL,—

A statement recently made by the Grocery House which has the greatest number of important Retail Establishments, and is consequently in touch with the greatest number of consumers, of any in the country,—

IS

Convincing Evidence

THAT

Ceylon Tea is the Best

AND THAT

Ceylon Tea is the Cheapest

The most insistent demand



of the present day is for **absolute purity** in all foodstuffs, and to this demand

E.D.S. BRAND
JAMS and JELLIES

cater most honestly and happily. Of proved purity (Government Analysis finds them 100%), they are just the line to handle to reach and retain the better-class trade. Order to-day.

E. D. Smith's Fruit Farms, Winona, Ont.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

A LEADER
FOR OVER
50 YEARS



W. D. McLAREN, LIMITED
Manufacturers
583-585 St. Paul Street - MONTREAL

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.
W. A. Carson, Manager NAPANEE, ONTARIO

Borden's New Size Package Retails at 5c.



"Peerless Brand" Evaporated Cream $2 per case of 4 doz.

UNSWEETENED

ORDER NOW

BORDEN'S CONDENSED MILK COMPANY ESTABLISHED 1857

WILLIAM H. DUNN - - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Canada First

is the purest, richest and most digestible product in the line of evaporated cream that any grocer can handle.

ORDER FROM

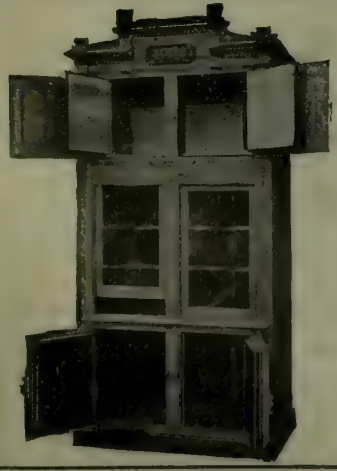


Evaporated Cream

It is a perfect infant food, efficiently sterilized and unsweetened. It creates steady custom.

YOUR JOBBER.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.



The "ARCTIC" REFRIGERATOR

has proved and is still proving uniformly and completely efficient.

The system of construction gives a perfect circulation of cool, dry air.

Get our Catalogue and Discounts

JOHN HILLOCK & CO., Ltd.
154 George St., Toronto

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

See that broom!

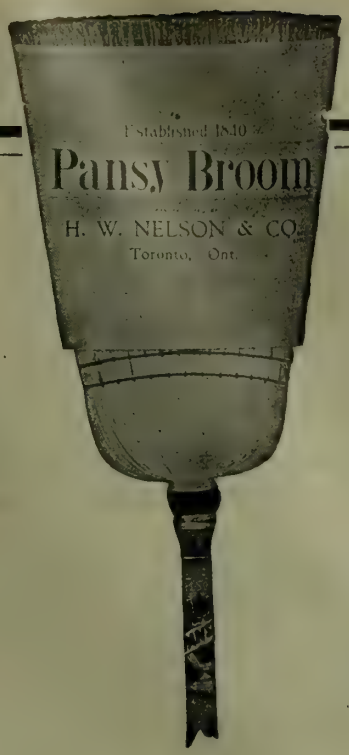
Read its Wrapper! Remember the Maker's Name!

In buying a Broom you should look for strength, elasticity, durability and selected materials.

You will find them all in the

PANSY BROOM

in the manufacture of which only the highest grade of broom corn is used. You can influence the better class family trade to your store by handling quality articles like PANSY BROOMS. Ask for our price list.



Buy from the makers

H. W. Nelson & Co., Ltd.

TORONTO, - CANADA

"White Dove" Cocoanut

Purest and Best



Proved by Test

MADE BY

W. P. DOWNEY

MONTREAL

"We will never be buried with the unknown dead---we ADVERTISE. There's the whole thing in a nutshell ---we ADVERTISE; and, therefore, we CANNOT be unknown."

MONTREAL BUSINESS

is worth going after. If you are not represented here correspond with us. If your proposition is a good one we will take it up

Snowdon & Borland

Manufacturers' Agents

34 Guardian Building :: MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.



It dries them up ***Common Sense KILLS*** { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK.

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. **WINNIPEG**



When she asks for salt she means, of course,

Windsor Salt

She never thinks of using any other kind for the very good reason that she knows no other kind is as good as "Windsor" Salt, for table or dairy.

Are you prepared to supply her?

The Canadian Salt Co.
Limited
Windsor - - - Ontario

SUGARS

The best are the cheapest.
Ask for, and see that you get

Redpath

Extra Granulated

and other grades of refined. Supply your customers with only the best sugars obtainable.

IT WILL PAY!

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

Winter Festivities!

The supper table is incomplete without

SHIRRIFF'S JELLY POWDERS

They produce instantly that sparkling, pure and natural flavored Jelly which delights the dainty housewife.

See that your shelves are well stocked with

SHIRRIFF'S Jelly Powders, Essences and Marmalade.

They are sellers all the time!

Imperial Extract Co.
18-22 Church St., Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST

VINEGAR



LONDON, ENGLAND — MADE FROM THE FINEST MALT

COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

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W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

SOAP SENSE

is a sense very much akin to common sense which comes to a grocer after a while and tells him his best interests are served by handling only soaps whose quality and purity are known and proved. Such a soap is

WONDERFUL SOAP

which will establish confidence and build up your general connection. The public is getting wise and will rather pay a little more for a good article than pay through the nose for premiums. We sell the good article and offer no premiums.

Send for quotations.

THE GUELPH SOAP COMPANY

GUELPH — ONTARIO





NEW SEASON'S

Fine Old English

Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.

R. B. Wiseman & Co.

123 Bannatyne Avenue East — WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

BUY FROM YOUR WHOLESALER

or

The Harnett-Ridout Company

Manufacturers — TORONTO

Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - - Montreal

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE

A reputation for selling only high-class goods is one of the most valuable assets any storekeeper can possess. Keeping always in the front

STERLING Brand PICKLES

is one sure way of building up this kind of reputation. "Sterling" goods have met with popular favor from the Atlantic to the Pacific.

Made in Canada by

The T. A. Lytle Co.
Limited

Sterling Road :: TORONTO, Can.

You might as well have first-class

Rubber Stamps

at reasonable and
=Reliable Prices=

Send us an order for Rubber Stamps and see the difference between what you have been getting.

Hamilton Stamp and Stencil Works, Ltd.

HAMILTON, ONTARIO

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market

Buyers of Poultry, Game, Eggs and Feathers
Prompt Remittance—No Commission
Reference—any Bank.

(Our Own New Modern Cold Storage Plant Just Completed.)



McLEAN'S WHITE MOSS COCOANUT

A pure cocoanut of many years' manufacture, which will satisfy your most critical customers. The paying cocoanut to handle.

The Canadian Cocoanut Company
Montreal

Tartan BRAND

IN STORE

Finest Selected Valencias, Sultanas, Malaga Raisins, all kinds
Finest Figs, Peels, Apricots, Peaches, Nectarines
Finest Shelled Almonds, all grades
Finest New Santa Clara Prunes
New Labrador Herrings, Mackerel
New Sea Trout, Holland Herrings, etc.

Phone or write for quotations
Long distance 596 free to buyers

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**



Money in This?
WELL, RATHER

Medical men say that the food we offer you for sale is about the finest and safest proposition in the eating line yet manufactured.

Holland Rusks

You can offer to your trade with the guarantee that they are something safe and nourishing for every member of the family.

HOLLAND RUSK CO, HOLLAND, MICH.
Sole Makers in America

If your jobber cannot supply you, please notify

McGREEGOR SPECIALTY CO.
672 Yonge Street, TORONTO



BULK—25 lb. Pails and 60 lb. Tubs
ALL WHOLESALERS.
NICHOLSON & BROCK, - TORONTO

St. Lawrence Sugar

GRANULATED

and

GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

Club Jelly Powders

Made of pure calves' foot jelly—a delicious table dessert. Two parcels in each package, the jelly powder itself and a powder with which to make a cream for the jelly.

ALL FLAVORS *NEAT CARTONS*

S. H. EWING & SONS, Montreal and Toronto

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book keeping Machine. Everybody helps to sell it who has seen it or it will sell itself when exhibited. It combines in one machine the cash and credit register, time recorder and account register. We want representatives everywhere—men alert, intelligent, not afraid to hustle. Write for our proposition. Book-keeping Machines, Limited; head offices and show rooms, 424 Spadina Ave., Toronto. Branches, Vancouver, Winnipeg, Montreal. (tf)

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (48p)

BOOKS FOR THE GROCER.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—Vancouver suburban grocery, an established business taking over $50 a day. Low rent and good lease. Will sell at invoice price, about $1,150, including fixtures. Vancouver Business Mart, 9 Hastings Street East, Vancouver, B.C.

FOR SALE—An up-to-date grocery business in the town of Sarnia, Ont. Good location and well established. Good reason for selling. Address Box 321, care CANADIAN GROCER, Toronto. (44p)

FOR SALE—Bakery and grocery in good village; good country; reasonable price for quick sale; reasons for selling ill health. Box 323, THE CANADIAN GROCER, Toronto. (44p)

GROCERY BUSINESS FOR SALE on Main Street Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

SHOW CASES AND STORE FIXTURES for grocers. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont.

GROCERY, crockery and confectionery business for sale in best farming section of Western Ontario; good sized thriving village; stock $2,200 in first class condition. Best location. Newly remodeled premises. Address, Box 324, CANADIAN GROCER, Toronto, Ont. (45p)

FIRE-PROOF SAFES, VAULTS, ETC.

IF YOU are in the market for a safe or vault door, let us send you our illustrated catalogue "S." Our Safes are made to suit all requirements, from the smallest household Safe to the largest bankers' Safe made. The material and workmanship used in the construction of our Safes are the best obtainable. They are made to stand any fire through which they may be called upon to pass. Write to-day for book showing Safes which have passed through Canada's most severe fires. Address all inquiries to Dept. "S," The Coldie & McCulloch Co., Ltd., Galt, Ont. (tf)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

MISCELLANEOUS.

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will instal a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

INSTAL an Otis-Fensom Hand Power Elevator. Costs only $70. Merchants and other business men can turn a second story lumber room into a properly equipped warehouse, leaving ground floor unhampered by reserve stock, packing cases, etc. When power is available, we suggest a belt-driven elevator operated by motor or line shaft. Write for catalogue containing illustrations of the different kinds of elevators we handle. Otis-Fensom Co., 1401 Traders Bank Building, Toronto. (tf)

KEEP AN ACCURATE ACCOUNT of you Employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

PEERLESS CARBON PAPERS AND TYPEWRITER RIBBONS are unequalled in typewriting, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies, handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SIR GILBERT PARKER is to the fore again with his latest book entitled "Northern Lights." It pictures the life of that portion of our country upon which all eyes are now turned. The stories portray conditions in the Great West before and after the effects of modern civilization and treat the subject with a master-hand. For sale at all bookstores. Cloth bound, illustrated, $1.50. The Copp, Clark Co., Limited, Publishers, Toronto. (tf)

THE "Kalamazoo" Loose Leaf Binder is the only binder with a flexible back. There are no exposed metal parts to injure the desk. It is a book, not a box; and will hold firmly ten sheets or a thousand sheets—just as many as you actually require and no more. The book is stronger than any other, the alignment perfect, the sheets lie close to the desk, and the writing surface is flat. Booklet on request. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE ability of your hand-writing as well as the ease and speed with which you execute it are matters of great importance They are also matters of pen point. Use "Crucible" Steel Pens and settle the matter. 15 different styles. Ask your dealer for free samples and pick out the pen you want. If he cannot supply you ask us and we will send samples by return mail. The Copp, Clark Co., Ltd., 64-66 Front St. West, Toronto.

THOUSANDS OF DOLLARS go astray in the mails every year. YOU should therefore insure against a possible loss by sending YOUR remittances by Dominion Express Company Money Orders and Foreign Drafts. If delayed, lost or stolen, a refund will be promptly arranged or a new Money Order issued without further charge. The Dominion Express Company also transfers money by telegraph and cable and buys and sells foreign money. If you want to send money to any part of the world the Dominion Express Company will be pleased to accommodate you. Hundreds of agencies throughout Canada. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment, will interest you—there's nothing like it on the market. That's why we sell so many. All kind of supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

SILENT SALESMEN as represented by your show cases and fittings work all the time, show all the goods and make sales unaided. Efficient display half sells any article, and our illustrated catalogue has points of interest in this direction for every merchant. Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E., London, Ont. (tf)

YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

WHEN BUYING BOOKCASES insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited, General Offices, Woodstock, Ont. (tf)

BUSINESSES FOR SALE.

TO GROCERS—If you are looking for an opening in Vancouver or in any other part of British Columbia, it will be to your advantage to get in touch with us. We have a very large list of good paying businesses which only need aggressive people with some capital. This country is growing rapidly and there are many excellent opportunities for prospective buyers to get in and grow with the country. Correspondence solicited. The buyer pays us no commission. VANCOUVER BUSINESS MART, 9 Hastings Street East, Vancouver, B.C. (tf)

FOR SALE—Cash grocery business in good Saskatchewan town on C P.R. main line. Good district; excellent crop; $2,500 stock; $1.500 will handle. Building solid brick, for sale or rent, easy terms. Clear profit last year $2,200. Address Box 316, CANADIAN GROCER, Winnipeg. (46p)

PERIODICAL DEPT.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to day. The Busy Man's Magazine, Toronto.

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T A.—Scottish, Liverpool

"Compare our Coffees with others at similar prices and you must admit that

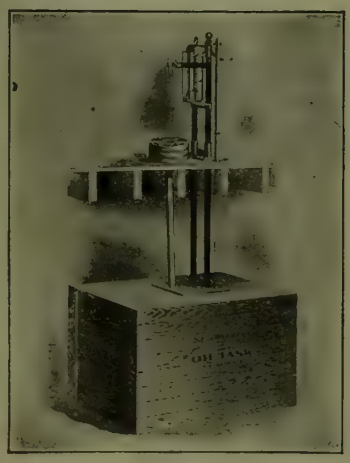
CHASE & SANBORN'S COFFEES

are the best value on the market to-day."

Chase & Sanborn

Montreal

Saves Money at Every Point



CUT 1
CELLAR OUTFIT

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil—and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time—and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil—and labor is money.

When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?

Write us for catalog 5044. It is free.

S. F. BOWSER & CO., Inc.

66-68 FRASER AVENUE, TORONTO

If you have an old Bowser, and want a new one, write for our Liberal Exchange Offer.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company

10 Front Street East, TORONTO, CANADA

The

Condensed Ads.

on page 18

will interest you

Don't Miss It!—This Is a Real Bargain

Red, Black, White, Pitted Cherries

2s, $1.00 dozen.

Gallon Peeled Pears

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MONTREAL and JAPAN

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 58
American Tobacco Co. 52
Asepto Mfg. Co. 9
Aylmer Condensed Milk Co. 12

B

Balfour, Smye & Co. 17
Belden, R. B 59
Benedict, F. L. 44
Bickle, J. W., & Greening 4
Blue Ribbon Tea Co. 3
Borden Condensed Milk Co. 12
Bostock, J. J. 39
Bowser, S. F. & Co. 19
Brack & Co. 2
Brand & Co. 20
Bristol, Geo. & Co. outside back cover

C

Canada Sugar Refining Co. 14
Canadian Biscuit Co. 47
Canadian Canners 32, 33
Canadian Cocoanut Co. 16
Canadian Milk Products, Ltd 50
Canadian Salt Co 14
Capstan Manufacturing Co. 47
Cargill, H. 43
Cereals, Ltd 44
Ceylon Tea Ass'n 10
Champion & Slee 15
Chaput Fils & Cie 20
Chase & Sanborn 19
Christie, Brown & Co. 47
Clare & Little 2
Clark, W. 44
Clawson & Co. 2
Common Sense Mfg. Co. 13
Computing Scale Co. 40
Concord Canning Co. 56
Connors Bros. 57
Constant, H. 43
Cowan Co. 48
Cox, J. & G. 49

D

Dalley, The F. F., Co., Limited 62
Davies, Wm., Co 42
Dignard, Ltd. 47
Dominion Cereal Co. 44
Dominion Molasses Co. 8
Dominion Register Co. 9
Dominion Warehousing Co. 2
Downey, W. P. 13
Duncan, W. W 38

E

Eastern Canning Co. 39
Eby-Blain Limited 3
Edmonds & Baker 38
Edwardsburg Starch outside front cover
Empress Mfg. Co. 41
Epps, James & Co 50
Erb, Herman 39
Escott, W. H. 43
Essex Canning Co. 5
Estabrooks, T. H.
Evans, F. G., & Co. 39
Ewen, J. W 46
Ewing, S. H., & Sons 17

F

Fearman, F. W., Co. 42

G

Gibb, W. A. Co. 56
Gillard, W. H., & Co. 16
Gillett, E. W., Co., Ltd. 44
Goodwillie & Co. 7
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 14
Grant, W. J. 52
Guelph Soap Co. 15
Gunns Ltd. 42

H

Hamilton Cotton Co. 53
Hamilton Stamp & Stencil Co. 16
Harnett-Ridout 15
Hillock, John & Co. 12
Hills, Wm. J. 55
Holland, Rusk Co. 19
H. P. Sauce.
Huber Account System 59

I

Imperial Extract Co. 14
Imperial Tobacco Co. 52
Irish Grocer 2
Island Lead Mills Co. 59

J

James, F. T., Co. 56
James Dome Black Lead 61
Jameson Coffee Co. 38

K

Kilgour Bros. 59

L

Lake of the Woods Milling Co. 51
Lakeside Canning Co. 4
Lambe, G. W. A 2
Laporte, Martin & Co.
Lind Brokerage Co. 2
Lytle, T. A. Co. 15

Mc

MacKay, John, Ltd. 43
MacNab, T. A., & Co. 2
McCabe, J. J. 54
McDonald, Gordon & Co. 18
McDougall, D., & Co. 52
McGreegor Specialty Co. 17
McIntosh, F. R., & Co. 39
McLaren, W. D. 11
McLeod & Clarkson 39
MeWilliam & Everist 54

M

MacLaren Imperial Cheese Co. 2
Magor, Frank outside front cover
Mahiques, Domenech 63
Malcolm, Jno, & Son 12
Marshall, E. A. 39
Mason, Geo. & Co. 8
Mathewson's Sons 8
Mathieu, J. L., Co. 7
Merchants Portrait Co. 46
Michigan Show Case Co. 59
Midland Vinegar Co.
Millman, W. H., & Son. 2
Montreal Biscuit Co. 50
Mooney Biscuit and Candy Co. 49
Morse Bros. 62
Mott, John P. & Co. 48

N

Nagle, H. 62
Napanee Canning Co. 11
National Licorice Co. 48
Nelson, Dale & Co. 48
Nelson, H. W. 13
Nicholson & Bain. 41
Nicholson & Brock 17
Nickel Plate Stove Polish Co. 62
Nishimura, S. T. & Co. 21

O

Oakville Basket Co. 13
Oakey, John & Sons inside back cover
O. K. Sauce. 8
Old Homestead Canning Co. 6

P

Pickford & Black inside back cover
Poulin, P 16

R

Ram Lals Tea Co. 3
Richards Pure Soap 43
Robertson, R., & Co. 39
Robinson, O. E., & Co. 56
Royal Polishes, Ltd. 53
Ryan, Wm. Co. 42

S

St. Charles Condensing Co. 57
St. Lawrence Sugar Refining Co. 17
Salada Tea. 21
Sanitary Can Co inside back cover
Scott, David, & Co. 18
Sealshipt Oyster System 57
Segalerva, Jose 63
Sherbrooke Cigar Co. 53
Smith, E. D. 11
Snap Co., Ltd. 8
Snowdon & Borland 13
Sprague Canning Machinery Co. 43
Spratts Limited inside back cover
Stamper, D. 2
Stewart, I. C. 58
Stringer, W. B. 55
Storage and Transfer Co 59

T

Thomas, J. P 2
Thurston & Braidich 41
Tippet, Arthur P., & Co. 1
Toronto Salt Works 43
Truro Condensed Milk Co., Ltd. 9
Tuckett, Geo. E., & Son Co. 53

V

Verret, Stewart Co. outside back cover
Victoria Fruit Exchange 38

W

Wagstaffe, Limited 15
Walker Bin and Store Fixture Co. 58
Walker, Hugh, & Son. 55
Warminton, J. N.
Warren, G. C. 2
Watson, Andrew
Watson & Truesdale 2
Weese, G. Wallace 2
West India Co. 21
Western Salt Co. 50
Wethey, J. H. outside back cover
White & Co. 55
White Swan Spice & Cereals, Ltd 9
Wilson, W. Harry 39
Wiseman, E. B. & Co. 15
Wood, Thomas & Co., Ltd. 64
Woodruff & Edwards 59
Woods, Walter, & Co. 4

Y

Young, W. F. 58

Making Successful Salesmen from Your Employees

Salesmanship an Art and Must Be Studied—How to Overcome the Opposing Attitudes of Customers—Avoiding the Causing of Displeasure to Them—Personal Appearance Should be Kept in Mind.

By Frank Farrington.

There are plenty of clerks in retail stores who are ambitious to develop into first-class salesmen. There are plenty more who don't care if they develop into first-class stoughton bottles. There is a middle class that can be developed into salesmen if some energetic mind takes them in charge.

Salesmanship is the ability to sell goods. It ought to be the ability to sell goods so that they will give satisfaction to the buyer.

If there is a secret of successful salesmanship, that secret is courtesy. Courtesy has not a very scientific sound. It seems to incline more towards the opposite pole. The reason that it sounds wrong in that connection is that we confuse in our minds courtesy and politeness, two terms which are not interchangeable—not by a good, long shot.

To be courteous is to think of the feelings of another, to view any transaction from the other's point of view, and to incline toward generosity. To be courteous is to be polite at heart.

The form of salesmanship that was considered best fifty years ago was the kind based upon the every-man-for-himself principle, if that is a principle. When the buyer and the seller came together it was a case of "dog eat dog," or "diamond cut diamond"; and the plan worked out more satisfactorily than it would now because every man who set out to buy expected to be "trimmed" if the seller proved to be the sharper man. Nowadays there are so many men in the business of selling things "on the level" that the fellow who tries to follow the old method soon finds himself stranded.

The Scientific Plan.

You positively cannot succeed now with any kind of salesmanship but the honest kind. No other sort is scientific, practical, or useful in any way. It would not seem that there is need to reiterate such a statement, but one meets constantly with young men who have yet to learn that straight honesty in selling is of paramount importance.

The retail clerk probably finds much less temptation to dishonesty than the traveling salesman, upon whose individual sales so much of his own and his firm's success depends. With the retail clerk the failure to make a sale is usually simply so much less profit for his employer and makes no vital difference in his own immediate success. A lazy traveling salesman realizes that his tenure of job is affected by every failure and by every success. He knows that to land a good prospect to-day is a feather in his cap to-night, while to wait to land him next trip may be a feather in someone else's cap before that next trip comes 'round. Consequently, there is great temptataon to make the sale now, make it as big a sale as possible, and get the bird into the hand.

The value of honesty is in a direct ratio as the temptation to dishonesty. The more the temptation to trick the customer, the more necessary it is that he be treated fairly. In the store a customer may be cheated in an unimportant sale and never know it. In a store many sales are unimportant. On the road many sales are relatively unimportant, but rarely so much so that that the buyer will not be permanently disaffected by unfair or dishonest treatment.

The retailer who is himself careless about the treatment of his customers will not stand a bit of the same treatment from his jobber.

Good salesmanship then seems to mean, among other things, honest salesmanship.

The reason that more clerks do not become salesmen is just the same reason that more men do not become successes. They do not try. Success is in most men, probably in all men in some degree, if they would but try to get it out.

Nine men in ten fail to make the most of themselves; not because they do not have the chance, not because they do not know or cannot find out how; but because they do not care enough about it to make the effort. The one ferment that must be implanted in a man's mind to hake him struggle all his life for success is that of ambition. Once get ambition seething in a man's brain and it stands a good chance to make him amount to something. Without that desire to surpass, to get ahead, to lead the whole procession or some division of it, he stands little chance of ever leading anything.

You can became a good salesman even if you at first lack all the prime essentials. There are men born with the selling ability in their mouths, like the traditional gold spoon. And to be born with an obvious talent is a thousand times better than being born with a mouth full of gold spoons. But better be born with energy, enthusiasm, ambition and no talent than with a talent and no ambition to make that talent of value.

We know plenty of men who have a talent that ought to be making them leaders. They are straggling along somewhere in the rear. They are hanging over bars or holding down the extra chairs in front of cheap hotels, just because they haven't the determination, or even the desire, to get to work with their talent.

Would you be a salesman? Then make up your mind that you will be a salesman, and set about becoming one, and no man shall stop you. Will power is greater than the greatest obstacle.

Study people. Study your customers. Study yourself. The greatest study for the man who is to handle people is people. The only way to succeed with this study is to keep at it until success does come, until what in others seemed at first to be hypnotism becomes merely the knowledge of how to lead the mind opposed to you.

Salesmanship an Art.

In selling goods you meet with many variations of attitude. But after all they may be divided into two groups—the opposing attitude and the friendly or favoring attitude. The customer whose attitude is favorable requires no urging. He has come to buy a certain article and does not require encouragement.

The opposing attitude is what causes all the trouble and makes salesmanship an art instead of a mechanical process.

The status of the customer must first be discovered. It must be located as friendly or otherwise. If opposite, then comes the battle of the wits; your own striving to outreason the other, to show that the purchase is desirable, even necessary; the other striving to show that it is not necessary, that it is even detrimental.

The man or woman buying goods is interested in those goods more than in you or your methods. The effects or results of what you do will be what the customer will note in the end. The way you do it is unimportant to him. You must know as far as possible, and as intimately as your circumstances will allow, the personality of the various people to whom you are to try to sell goods. Extend your personal acquaintance just as far as it can be extended.

When you go into a man's office, or when he comes into your store, if you greet him with a cordial "Good morning," it will be pretty hard for him to turn you down in cold blood. If you simply give him a meaningless "Good morning," the greeting does not open the way to anything more. There is no personality in it for either the customer or yourself.

The harder you make it for the buyer to be cold and distant, the easier you make it to sell him goods. Get him warmed up to a point where he must take an interest in spite of himself, and the sale is pretty well sprouted.

What is back of the greeting and the smiling countenance has a great deal to do with the results it accomplishes. A customer may thaw out under a smiling greeting if it comes from a man who is pleasant spoken, well dressed, and correct in language, while from a chap in soiled linen and having a boisterous manner, ungrammatical speech, or an ill-smelling breath, or any one of a dozen unpleasant personal qualities, he may be repelled, no matter what the words are

that come from the mouth of the ill-omened individual.

Avoid Displeasing a Customer.

Customers are of many kinds and many notions. They represent all varieties of temperament and disposition and no salesman may know what the particular idiosyncrasy of any one is until experience has taught him, perhaps too late.

There is only one way to avoid the possible displeasing of the customer, and that is to avoid doing or saying or being anything that could in any way be offensive to anyone. That is a pretty large contract, but like any other proposition that might be too much to handle, if you can't achieve perfection, come as near to it is you can. If you can't be perfect, be as perfect as you can.

With women it is especially necessary that the salesman avoid possible unpleasant mannerisms. An unpleasant voice may drive away trade. It can be prevented to voice culture, a few lessons from someone who knows how the voice ought to be trained. An evil breath can be prevented by a little care of the mouth, teeth, and stomach, and these ought to get care enough for that without waiting for the necessity of doing on account of customers.

Mourning bordered finger-nails call for prompt treament or they will drive away fastidious trade. Same with unkempt hair, or collars and cuffs worn too long. Neatness is, or should be, a cardinal principle of salesmanship. Without neatness, a glib tongue and a knowledge of mankind can avail little.

NEW RAISIN TRUST.

A $1,000,000 trust has recently been floated by California raisin growers to control the price of that fruit. A five year selling agreement has been signed by most of the men prominent in the industry. The organization took place at Fresnau, Cal.

ANONYMOUS COMMUNICATIONS.

Sometimes anonymous letters find their way to one of the offices of The Canadian Grocer. These communications are usually of such a character that they could not be published unless we know the name and address of the writer; principally as a matter of good faith. Not long ago the Toronto office of The Grocer received a communication from someone signed "Baird Lovechild" with nothing else to indicate who the author was. It could not of course be published.

Every communication must bear the signature of the writer or firm expressing the opinion, not necessarily for publication but as a matter of good faith.

Original Methods of Orangeville Merchants

The Value of Treating Children Kindly — Grocer's Ideas on How the Delivery Department Should be Watched — Farmers Think They are Being Treated Unfairly—Advisability of Running an Honest Business.

Special correspondence.

Orangeville, Ont., Oct. 28.—The stores in Orangeville are, as a rule, well kept and are a credit to this town. They ought to be able to give the people in this part of the country nearly all the service they require. There are three merchants who handle groceries exclusively, and they are up to date.

Quite a number keep general stores and carry groceries as one of their lines. These stores are well managed and the different lines kept separate and in place.

All big things are made up of little things, and sometimes little things are big in themselves. A little girl came into one of these grocery stores recently and showed considerable bashfulness. The proprietor at once met her with a smile that only comes to a kind man's face, and said, "What can I do for you, Queeny?" When the litt'e girl was served, and had reached the door she turned round to catch the eye once more of the man who had treated her so kindly, and then called out, "Good bye, Mr. ——."

To treat children properly has a great advertising value, besides the satisfaction it brings through their thorough appreciation of kindness.

Evolution of Better Methods.

The aim to improve trade mehods is apparent everywhere. Cleanliness is a special feature with all up-to-date grocers. One of the Orangeville grocers remarked that even the delivering has to be done in altogether a different style from that of some years ago. It is very well to have a clean store, but unless the delivery corresponds with the store, it spoils it all. It does not matter how neatly and carefully goods are put up, if they are delivered in dirty boxes, by a dirty slovenly driver, the customer will not be satisfied.

Another one, said, "I used to be a farmer, and I was laboring, like the most of the farmers are, under the impression that merchants were constantly taking advantage of us. Since I am in the retail business I have entirely changed my mind, and I now realize that honesty in business can alone make it a success." He, like many others, feels the necessity of cultivating a more friendly feeling and giving farmers a better understanding of trade conditions.

Trouble Caused by Ignorance.

Most men like to be fair, and if they appear to be unreasonable in business matters, they are simply ignorant of something they ought to know. Never in the history of Canadian merchandizing was there such an awakening to the importance of truthful methods and practices in buying and selling. Through ignorance people are suspicious, and imagine they are not treated fairly, and they wander round, waste their time in searce of something better than they can get at their own doors.

A certain writer says, "that a man in business who tries to conduct business on dishonest lines is a fool." This idea will be endorsed by every prosperous merchant, and on this fact the consuming public should be enlightened.

There is no system that can give the people in general as good service as the retail stores in towns and villages throughout the country, and if this is once understood, and prejudice and misconception removed, the people will naturally support their local stores, and will cease to support institutions which interfere with their best interests.

NO VINEGAR MERGER YET.

At a meeting of the leading vinegar manufacturers of Canada, held in the Windsor Hotel, Montreal, recently, it was decided to postpone any action regarding a merger until winter, as the bulk of the orders have already been placed for fall trade. In preparation for the spring it is expected a selling agreement will be entered into by the leading makers. At present, they claim, there is hardly a living margin in vinegars.

A report was published by a Montreal daily paper that there was to be a ginger ale merger. The foundation for the report was a meeting of several men in the trade, who have been holding such meetings for the past three years, with a view to protecting themselves from having other makers use their bottles. From all present indications the "merger" will not go beyond this stage for some time to come.

PERSONAL NOTES.

H. G. Connors, with A. H. Brittain & Co., Montreal, who has been operated upon for appendicitis, is well on the way to recovery.

R. J. Sharpe, with W. P. Downey, Montreal, is back from the Maritime provinces, and is now in Western Ontario, on a business trip.

T. Kusanobu, of S. T. Nishimura & Co., Montreal, is the proud father of another boy. He weighs nearly eight pounds, and has the distinction of being the third Japanese baby born in this city, all being children of Mr. Kusanobu.



An Interior View of the McDowell & Kinnis Store, Vancouver, B.C., Illustrating the use of Banners—Confectionery Show-cases, Computing Scale and Cash Register are Other Features.

Successful Methods Adopted by Canadian Grocers

Halifax Grocer Believes in Getting Rid of Old Stock Before the New is Offered For Sale—No More Late Saturday Night Deliveries in Bracebridge—How Enterprise and Advertising Helped Western Merchant—The Need of Proper Shelf Arrangement—Value of a Catch Phrase in Advertising.

Care in Advertisements.

Montreal, October 26.—So many grocers make the mistake of trying to put the names of half their goods in an advertisement. One of the most judicious advertisers among Montreal retailers recently commented on this fact. "I always specialize one or two good lines each issue and devote my space to their exploitation. It pays best in the end. People haven't time to use a magnifying glass on small type items."

Another Graft on the Merchant.

Chatham, Oct. 26.—Another means of levying tribute upon the merchant has just come to light, in the shape of the school "corn fair."

A couple of schools in this vicinity are this fall holding corn fairs under the auspices of the Ontario Corn Growers' Association. Recently representatives of the schools canvassed the merchants here for prizes for these fairs.

President Westman of the Retail Merchants' Association was among those canvassed, but stuck to his guns, resolutely refusing a donation of any kind, though he was, it is understood, threatened with the loss of a substantial plumbing job if he didn't comply with the request. A few merchants contributed, though contributions seem to have been given chiefly by non-members of the association, the members backing up the president in his refusal to contribute.

The matter was discussed at the R. M. A. meeting last week, when it was unanimously decided that the "corn fair" came under the ban of the association, which some time ago decided that members must not give prizes of any kind.

A Coffee Window.

Chatham, Oct. 26.—A coffee window was featured in H. Malcolmson's grocery last week, which, while simply designed, attracted considerable attention. Mounted on a box at the back of the window was placed the firm's handsome new electric coffee grinder, flanked on each side by bags of green or unroasted coffee beans. In front of this were ranged wooden basins containing, respectively, green and roasted Mocha and green and roasted Java coffee beans. Each variety was conspicuously labeled, the whole forming a sort of object lesson in coffee. A basin of the Mocha and Java mixture, unground, which retails at 40c. a pound and which is one of the firm's best lines, was also displayed, in addition to cheaper lines.

The display attracted much attention from the very fact that it was something away out of the run of the ordinary, highly colored window display.

Sweet Potatoes in Kent.

Chatham, Oct. 26.—There was recently on exhibition in E. R. Snook's grocery here a sweet potato grown upon the farm of Jas. Livingston in Harwich township, a few miles from Chatham.

The sweet potato was propagated from one of the ordinary southern tubers, being sown at the same time and in the same manner as Mr. Livingston's Irish potatoes, and cultivated in much the same way. The sample shown, which was one of a number raised, weighed 4¾ pounds. It was considerably larger than the usual run of imported potatoes, and instead of being brownish yellow was rather pink in color.

It is possible that farmers here will experiment more largely with the crop next year.

Unfair to Country Buyers.

Bracebridge, Oct. 26—A short time ago there was a holiday here to allow all who wished to accompany the lacrosse team to Toronto to plan a final game. The habit of closing stores other than on legal holidays is considered to be entirely wrong by many merchants here. The towns-people, of course, know all about the holiday and prepare themselves accordingly. But its unfair to the country folks who drive miles to town on shopping trips only to find the "closed" sign hanging out.

Clearing Out Old Stocks.

Halifax, October 26.—"I have great difficulty" remarked a large retail grocer here, "to get my salesmen to sell off the old goods first."

Here is a problem which is causing worry among many merchants throughout Canada. They buy new goods and the salesman and salesladies shove back the old into the farthest corners of the shelves so that eventually there are many dollars worth of goods almost too dirty and too stale to offer for sale.

This is exactly what the Halifax grocer has to contend with. He says he loses custom every year through no other reason, and while his otherwise progressive methods attract new ones all the time, yet he might be further ahead at the end of the year providing the old goods were all sold before the first of the new stock. He explains at different times the necessity of putting forward the finish of every stock before the various departments are replenished. Nevertheless the salesmen neglect in many cases to carry out the instructions so that frequently losses occur because stale goods reach good customers.

He believes that other merchants have the same trouble and he wants to know a remedy that will cause his salesmen, who otherwise are good men, to be more careful in watching stocks.

Late Deliveries Eliminated.

Bracebridge, Oct. 27.—On Saturday night last, the grocers discontinued the delivery of parcels ordered after six o'clock. Due notice had been given in both town papers for three issues back and also dodgers were distributed. The new regulation established by the grocers was a complete success the first night. Every merchant, clerk and delivery man are congratulating themselves on the step taken. Best of all, nearly every citizen of Bracebridge feels that the right course has been taken and all are joining hands with the grocers to complete the success.

It's up to other towns to follow the path the Bracebridge grocers have pursued.

Last Saturday night at half past ten all the blinds were drawn and most of the stores shut up, where before they would keep open nearly till Sunday morning.

Enterprise and Advertising.

Fillmore, Sask., October 25.—Because he learned the value of enterprise and printers' ink, J. L. Forrest, business manager of the Fillmore Trading Co., is making a success of the business of which he is head.

Mr. Forrest has had a varied experience in the business world. Immediately prior to his first trip west he gained valuable experience in a general store situated in Hepworth, Ont. From there he journeyed westward and found a far rougher country than any of the later generation can conceive. In the fall of 1889 he secured a situation in a general store at Deloraine, Man., where he remained two years, afterwards holding a traveling position with McAllister & Watts and Hicks Bros. & Co., successively.

His road experience was followed by a bankrupt stock brokerage business in which line he gained an insight into business systems and shrewd buying methods that could be gained no other way. While following that line he took advantage of an opportunity to buy out S. R. Carrothers' general store in Creelman. At this stand he did a rushing business until in the fore part of last December his store and stock were destroyed by fire. Dysart was the scene of his next venture, but owing to the great number of foreigners and his own inability to speak their language, he pulled up stake there in August and brought his stock to Fillmore. Just a few weeks ago he opened for business here and states that the volume of business transacted has surpassed his highest expectations and also that the future looks bright. Mr. Forrest has only himself to blame for the success of this business.

To Have Modern Store Front.

Rosthern, Sask., October 25.—J. J. Frieson's general store at Laird will be quite a fine building when the improvements now under way are completed. When finished the store will be 46 x 24 feet. A splendid store front is to be put on, and the shelving and silent salesmen, etc., which are being installed, go to make the store a modern one.

Improving the Store.

Red Deer, Alta., October 25.—Gaetz & Gaetz, general merchants, Red Deer, have recently been making extensive improvements in their premises. The store to the east, formerly occupied by F. H. Tallman as a hardware store, has been nicely fitted up as a grocery department, and the old stand will be devoted entirely to dry goods, boots and shoes, etc. Extensive improvements have been made throughout, and the two stores are connected by a large arch. The stock will be considerably enlarged, preparing for the increase of trade which is expected for the coming winter months.

Proper Shelf Arrangement.

Montreal, October 26.—A good system of shelving goods is an asset to any grocer. A Montreal merchant, who takes a great deal of care in this particular has given his ideas on the subject. "Goods are not lost if you have a place for them; make it a point to keep your shelves neat and have a list of what is in each compartment, with a place for checking off what is sold, pasted or hung up beside it. You will find it much simpler in renewing stocks as you can instantly see how much is left."

Small Courtesies Count.

Quebec, October 26.—So many "little" things enter into the career of a successful retailer that it is often hard to tell which are most important. In talking to a Quebec grocer on the subject, he gave a few of his ideas.

"The greatest aid to a grocer in holding his trade, is to jump at a chance to do small favors for customers. For instance, a lady enters the store, carrying a rather awkward package. It is a simple thing to suggest that it can just as well be sent home for her with her purchases."

There are many other "little" courtesies that can be shown to customers. Just think out a few and use them.

Clerks Using Savings Banks.

St. John, N.B., October 25.—"My clerks all keep a savings account," said a St. John retailer recently. "I make it a condition in employing a new man, that he deposit part of his salary every week. They soon get in the habit of it and I find it the surest way to prevent debt and dissipation among my employees."

This is a suggestion which will help both employer and clerk, and harms no one.

Pointers About Store Signs.

Lindsay, October 27.—The town council here is at present having framed a by-law to regulate the erection of store and hanging signs as well as signs on posts.

As a number of signs will no doubt be removed would it not be well for the grocer or any other merchant to consider something about a new sign. Attractive signs are good advertisement. That fact will not be questioned. Sometimes merchants are prone to let their signs get in a shabby condition, but on a recent visit to other towns and cities your correspondent was surprised to see the number of beautiful signs used by merchants elsewhere. Lindsay as yet has not many electrical signs, but they are not the only attractive kind. Perhaps there is no position on a store front so valuable for advertising purposes than the space below, around and on top of the window, especially below. The eye of the passer by is naturally attracted to the surface when looking into the windows and a bright and neatly designed sign will be sure to tell him something.

Electrical signs look well when placed above the doorway or the window, but a good sign for the bottom of the window noticed in Chatham might be mentioned. It was

made of chipped glass, and strange to say this class of sign is becoming popular not because it is brilliant at night, but also in the day time. The sun and the light create a brilliancy that cannot help but attract attention.

Value of a Catch Phrase.

Chatham, October 27.—"Get it at Parks'" is the very catchy expression which has been utilized with good results in connection with the business and advertising campaign of a local drug store.

The legend has been worked into the texture of business operations in several ways.

In connection with the firm's advertising a two column engraving with the words "Get it at Parks'" in neat, plain and striking script has been used instead of setting up the firm name in the usual styles of type.

Neat "stickers" with the words in white script on a colored background are pasted to every parcel which goes out of the store. The colors used have been red and blue. A rubber stamp with the same words in the same style of script is used for stamping medicine bottles.

The expression is also used on bill heads and letterheads, the script being, as usual, the style of lettering employed.

Finally, the words, "Get it at Parks'," in big, white script appears upon a large black sign placed above the store premises. At night this sign is lighted by incandescent bulbs, and attracts much attention.

The use of these "catch words" has undoubtedly proved very helpful to the firm in its efforts to extend its business. The expression speedily "caught on," and, if the number of times it was repeated in casual conversation was any indication, it must have helped materially to keep the business before the public.

The words, "2 Doors East of Market," in much smaller type, were used in connection with stickers, stamp, etc., to indicate the location of the business.

NEW SUGAR REFINERIES.

An Unprecedented Activity in This Industry in Canada.

Within the past two weeks announcement has been made of the formation of three new sugar refining companies in Canada. Two of those were mentioned in last week's issue of The Grocer—the Western Sugar Refining Co., with head office in Toronto, and the Vancouver Sugar Refining Co. The third will establish a refinery in St. John, N.B.

The man most interested in the Western Sugar Refining Co. is Andrew Shaw Grant, a Presbyterian clergyman, now residing in Toronto. So far the company has not decided upon the location of the factory and this information is not expected for a couple of weeks yet. Mr. Grant has gone west and it will likely be made known upon his return.

While no definite announcement has yet been made, it is practically a certainty that the sugar refinery in which F. C. Durant, of New York, and M. H. Day are interested, will be established at St. John, N.B. A St. John despatch says that the refinery will cost $2,000,000, and employ at least 300 men. It will be operated by a company working under a Canadian charter. It anticipates shipping 3,000 barre's or packages of sugar per day and to have a pay-roll approximately at least $3,000 per week. In addition to this, there will be a kindred cooperage industry to provide barrels and packages. The establishment of the sugar refinery in St. John will give a great impetus to the trade between St. John and the British West Indies, as practically all the raw sugar used will be brought here from those island . When seen, recently and asked as to the developments of the industry, Mr. Durant said: "I am hermetically sealed. I have nothing to say." It was learned later, however, that the facts are about as stated here, and St. John as the locality for the sugar refinery is about decided upon. Mr. Day is connected with the Consumers Cordage Co., Montreal.

It is also rumored that another refinery is under consideration for Montreal, but as yet no information is to hand.

The Chatham Board of Trade is in negotiation with a United States concern, which proposes to establish a sugar factory there. The board has prepared a proposition which involves a loan from the city of $50,000, repayable with interest at 4 per cent., together with the usual exemptions and free water privileges. It is understood the company desires to secure local capital as an evidence of the sympathy of Chatham capitalists.

RECENT TRADE CHANGES.

Ontario.

D. & N. Nichol, grocers, Ottawa, have assigned to W. A. Cole.

Jos. E. Hurst, grocer, Toronto, has assigned to Jas. Hardy.

R. A. Dutton, grocer, Peterboro, Ont., advertises his business for sale.

Jos. Cadieux, general merchant, Alfred, Ont., is succeeded by L. H. Quesnel.

The Stewart Co., confectionery manufacturers, Toronto, have sold to the Harry Webb Co.

Quebec.

Plamondin Fils, grocers, Quebec, are compromising.

L. P. Lazure, general merchant, St. Remi, Que., is dead.

Premises of Mrs. M. Martin, grocer, Montreal, have been sold.

Demand of assignment has been made on V. Lacroix, grocer, Montreal.

Western Provinces.

The Continental Grain Co., Winnipeg, has been incorporated.

G. T. Rogers, grocer and boot and shoe merchant, Cranbrook, B.C., has sold out.

Fire has destroyed the general store of Burlingham & Spencer, Battleford, Sask.

Jas. Raeburn, representing Perry & Hope's Forth and Clyde Chemical Works, Nitshill, (near Glasgow), Scotland, was a visitor at the Toronto office of The Grocer during the week. He is making a tour of Canada as far west as Winnipeg.

DETAILS OF THE CHRISTMAS CONTESTS.

The Canadian Grocer in last week's issue announced the beginning of our annual Christmas window dressing and retail advertising competition which closes on December 1st. This is done with a view to encouraging a greater interest in holiday displays and holiday advertising. If both are performed in the proper manner they will be found to be of much selling value to merchants.

Following last year's precedent, window dressing contestants will be divided into two classes:

For the best selling window display shown in (1) a city over 10,000 population, and (2) in towns and villages under 10,000 population.

In the window display contest in each case there will be two prizes as follows: 1st, $7 in cash; 2nd, $3 in cash, making in all $20.

To enter the contest send a good, clear photo of one or more Christmas windows, with a description and the name of the person who arranged the display. Photos must be mailed to us not later than December 31.

Most grocers use increased newspaper space during the Christmas season with a view to booming holiday trade. We want to get copies of these advertisements.

The advertisement submitted should be about Christmas goods sold through grocery stores. All that is necessary is to forward one or more clippings from your local paper to us with the name of the writer of the advertisement, and the name of the paper it was clipped from. There will be a prize of $5 cash given to the winner.

The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. All entries in each case should be mailed not later than December 31 to the Editor of The Canadian Grocer.

Best Methods of Displaying Goods in the Store

Need of Looking After the Interior as Well as the Window—Disadvantages of Showing Stale Goods and Having Old Boxes and Barrels Lying Around—Quality More Than Quantity Necessary in the Science of Selling.

There is always a good deal said about the window display, but if goods in other parts of the store are not correspondingly displayed, the effect of the windows will not produce the desired results.

The appearance of the whole store shows the character of the grocer, and by having a well-dressed window and the rest of the store in a slovenly condition it at once conveys the idea of petty deception. A chain is no stronger than its weakest link and so one neglected part of the store is its standard. The aim in displaying goods must not be to make a picture or build up something which takes the attention away from the goods themselves. Everything must be arranged so that the goods attract attention rather than the way they are placed. It is not quantity you want to show, but the goods in such a way that they will tempt people to buy them. A large stack of tea chests, full or otherwise, only occupy space without making an impression of much value. Hundreds of bottles of jam or pickles covered with dust do not induce a customer to buy as much as a single clean and fresh looking one. Barrels and boxes to fill up the store give the place a slovenly appearance. Soap boxes are nothing tempting to look at. Lots of goods carelessly displayed drive people away rather than tempt them to buy. Do you think a dozen boxes of raisins, currants, or prunes standing open, and exposed to dust and dirt will make many sales? How often have you seen a customer taking a look at goods and when you asked her whether she wished any she would say—No not to-day?

That lady looked at them because she wanted some, but when she seen the condition they were in, she made the excuse that she did not want any to-day.

A Large Percentage.

Over fifty per cent. of the goods as they are displayed in a great many stores drive customers away. Far better have a clean counter with nothing on it, than a dirty one piled up with dusty goods. A store now-a-days is not supposed to be a warehouse in confusion, but an orderly-kept place where goods are displayed in the best possible condition for people to buy, and the first essential thing to do is to please the eye. It does not matter much how good the goods are, if they are presented in a slovenly, uncleanly manner, the chances are that the customer will not want any to-day.

All progressive grocers are adopting new methods in conducting their business and there is nothing that appeals so much to the people at the present time as clean, sanitary goods. The first thing almost any lady thinks about when she buys anything for the table is whether it is clean, and the grocer who can keep up the cleanest appearance in his store and show the greatest regard to cleanliness in handling the goods will be the one who will do the business. The old idea of piling up boxes, barrels, etc., to make the appearance of carrying a heavy stock is out of date and means stale old goods.

Just for a moment think of the idea of piling up a large quantity of any kind of goods with the object in view of leading customers to think that you do an immense business. They come in for months and see the same old pile undisturbed. Nothing can have a more demoralizing effect and make customers more tired of your place than to see the same goods for months and months every time they come to the store. Why then have them there at all? Why have any goods standing round which are not required?

When Goods Should be Displayed.

Goods can only be displayed to advantage when they either remind the customer that she needs them or else that the quality is such that the appearance will induce her to buy. Instead therefore of having the store crowded with packages of every description and too many to be properly cared for, why not have less on your shelves and in your store, and show your goods by samples nicely kept, changed and fixed up in an attractive way each day? All that is necessary to introduce this method is to convince your customers that they always get the goods exactly the same as the sample.

This system would allow all the rough looking packages to be removed from the store to the warehouse, and the store would have an entirely different appearance. Every article in the store, as well as the fixtures and the store itself, could be kept clean and attractive. With the general "wake up" to the necessity of better service and better methods which is now in evidence all over the country it is altogether likely that a wonderful change in the display of the goods will have to take place.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

Two cars containing 1,500 gross of "2 in 1" shoe polish passed through Toronto on the 27th instant per C.P.R. leaving Montreal on Saturday's steamer for Australia. This is the second large shipment of "2 in 1" that has been shipped to Australia this year.

RED ROSE TEA EXHIBITION COUPONS.

Many grocers and general merchants in Ontario have customers who had a cup of "good tea" and enjoyed it in the Red Rose Tea Room at the Toronto Exhibition this year. Everyone who paid five cents for a cup of tea got a coupon worth five cents as part payment for a package of Red Rose Tea if bought within 60 days. Any of your customers who have these coupons will appreciate your reminding them that the time for redeeming them is nearly up, and the suggestion may be the means of your selling a few extra pounds of tea or perhaps getting a new customer. Any Red Rose Tea traveller will redeem the coupons, or they will be promptly paid for if sent to the Toronto office, 3 Wellington St. East.—Advt.

SCARCITY OF BUTTER IN HALIFAX.

Conditions of Trade in the Capital of Nova Scotia.

Halifax, N.S., October 27, 1909.

Halifax dealers report a scarcity of first quality creamery and dairy butter. The receipts of butter of ordinary quality have been fairly heavy, but there is little choice stock offering at the present time. The market is firm and prices have a tendency to advance. Creamery prints are now selling at 27 to 28 cents per pound and dairy at 23 cents. The chese market at present is about stationary and there has been no change in the price. Higher prices had been looked for as it was reported that some of the cheese factories had decided to manufacture butter instead of cheese, but this apparently has had no effect on the price of cheese. There is a fairly good supply of eggs on the market. Several small lots of fresh laid stock arrived recently and the demand is fairly good for the season of the year. Fresh laid stock is selling at 26 cents per dozen.

The produce markets are now active and large quantities are coming in daily. The potato crop is reported on the average to be pretty good this year and large shipments are again being made to the Cuban market. All the potatoes sent to Cuba are grown in Nova Scotia, and so far this season several thousand barrels have been shipped direct. Good prices are obtained for this stock. The quality of the early crop of Prince Edward Island potatoes was not very good but the later growth is reported to be much better.

The market was well supplied with poultry for Thanksgiving and the quality of the stock excellent, but the prices high. Turkeys are selling at 23 to 25 cents per pound and chickens from $1 to $1.50 per pair. So far this season no poultry has been imported from Ontario.

Nicholson & Brock, Toronto, have moved from 9 Jarvis Street, to 9 and 11 Francis Street.

Thos. O. Baxter, Toronto, has recently been appointed representative of Brand & Co., London, England. His offices are now at 27 Front St., East, Toronto; they were fomerly in Manning Chambers.

When a customer comes in with an unsatisfactory article, take it back quickly. Customers do not, as a general rule, carry back an article unless they feel there is good reason. If you instantly, and without argument, replace it, you will strengthen your position with that customer, arguing only leaves an unpleasant memory in her mind, even if you can convince here she was in the wrong.

Department in Aid of Retail Grocery Salesmen

Qualifications of the Ideal Clerk—Duties of an Employer in Training His Salesmen—Work Should be Done in Harmony—The Value of Encouragement.

By A Store Salesman.

A question of importance to every merchant, whether the store under his control is large or small, is that of securing suitable help.

This suitable help may be secured by simply hiring some salesmen, who have been carefully trained by some other merchant, but in most cases to-day the manager or owner of the store must take the inexperienced and train them to that point of efficiency where they will be able to carry on their share of the business to the satisfaction of all concerned.

This being the case, the problem of the training of the salesman in the store is a very important one. The ideal clerk from a merchant's point of view would be one who was honest, faithful and polite, whose influence both in the store and out of it would tend to the advancement of the business. He should be willing to learn and willing to do what he had learned, he should stand by the merchant in a tight place, or bringing all into a few words, he should be one who would take a real wide-awake active interest in the business.

Begin With Good Material.

Before we can train we must have clerks to train. As far as possible a merchant should pick young people from good homes. If he has good material to start with, the training has more liklihood of success.

It is a very good plan, where possible, to work with the helper until he becomes to some extent acquainted with at least a part of what is to be his routine work. Most boys enter a store with a desire to get ahead and if taken in the right way and shown that their employer really takes an interest in them they will quickly learn.

A merchant should not discourage his salesmen. He should be patient. Correct him when he makes mistakes, but don't forget some time when some work is well done to mention that fact.

Let each one, even to the delivery boys understand that his part is important, that no matter how well all of the others do their work, if he neglects his there is a flaw in the whole organization.

Show that you place some confidence in him. If he wishes to dress a window —work which he has not before tried— let him try and don't bother him while he is doing it. His plan may be as good as yours, even if you don't see how he will work it out.

When he has finished, criticize it kindly and show how it might be improved if you wish, but let him use his own brains in putting it together.

Give each salesman a portion of the daily work to do and let him understand that he is responsible for that part. Know what you wish done before giving your orders. Your clerk can not place full confidence in you, if you change your mind a couple of times, while speaking to him.

Work in Spare Minutes.

Impress upon each the value of odd minutes. It is these that count in the appearance of the store. A little dusting, the pulling forward and straightening of goods on the shelves, the filling of the candy case or the rearranging of goods on the counters may be done in these spare moments, and it is these things which give your store that fresh, cheery appearance.

Work will always be done more willingly if the merchant says, "Jack, don't you think that counter would look better straightened up?" than if he were to say, "Jack you must straighten up that counter."

If business was better last month than the same month last year, mention the fact to your clerks—in other words don't keep them in entire ignorance of this part of the business. You might add that you believed that if all worked together this month the business would be ahead again. Your clerks then think they really have something to work for and will probably become more interested in helping forward this month's business than in wishing for closing time.

Have trade papers kept where clerks can have easy access to them. Encourage them to take papers home, to read them, to keep posted on market tendencies and reports.

Let a clerk help in the buying. Ask for his advice and let him help you. If he has helped buy an article, his wish to sell it is greater than if he had had nothing to do with the purchase.

Good Salesmen Should be Kept.

When you have a good clerk, use every reasonable means to hold him. If he is earning more wages than he is receiving don't wait until he asks for an increase before raising his salary. If you use a clerk right he will usually use you right, and will be loyal to you in and out of the store.

On the other hand if a clerk is not earning his salary don't hesitate to let him go. Do it in a kindly way, but do it. You cannot afford to keep him. There is some truth in the statement in "Letters from a Self Made Merchant to His Son"—"Be slow to hire and quick to fire."

Teach your clerks to be gentlemen, show them that it is their loss only when they lose their temper before a customer.

Clerks may have some ideas how things might be improved in the store. Encourage them to mention these things to you. Have as far as possible a perfect understanding between yourself and your clerk. If you have this, your business cares will be fewer and your business success perhaps greater.

ENTHUSIASM AMONG SALESMEN.

There is no better element to have in your store than enthusiasm among your salespeople. Have some system for originating and keeping up this spirit. For instance, a merchant might offer prizes for the best sales during the month. If you have a line which should be pushed, offer a prize for the best monthly sales in that line. Any legitimate method to make it an object to your clerks to sell more goods is well worth what little extra it will cost.

... DUTY ON CREAM CHANGED.

A despatch from Ottawa says that J. A. Ruddick, Dominion dairy commissioner, calls attention to the unexpected advantage accruing to Canadian dairymen as a result of the adoption of the new tariff in the United States. Under the old tariff the duty on cream was five cents per pound. Under the new tariff it is five cents per gallon. The change is thought to have been a clerical error, but the effect of it is to send a large quantity of Canadian cream across the border. Some twelve or fifteen creameries have already begun to ship their whole output of cream, which nets the patrons about 27 cents per pound of fat.

[Editorial Note]—The duty on cream going from here to the United States being 5 cents per gallon, whether it was so intended or is a clerical error, it certainly opens up a profitable outlet for our butter in the shape of cream. The duty on butter is three cents a pound, or equal to about 16½ cents for the butter contained in a gallon of cream. The buttermilk should pay the duty, so that the butter practically goes over free in the form of cream.

TRADE NOTES.

The east and west walls of the Postum Cereal Co.'s new factory in process of building at Windsor, Ont., were blown down last week.

Frank Cockburn, Montreal manager for the Pugsley, Dingman Co., is at present on his semi-annual trip to Winnipeg and the west. He will be gone about three weeks.

The Food Product Section of the Canadian Manufacturers' Association have had printed several copies of the proposed new Food Standards and distributed them out through the country to the different members. When sufficient time has been given to thoroughly study the act, a meeting will be called to go into the question thoroughly.

Turtle Window that Increased Trade 50 Per Cent.

Montreal Retailer Exhibits Immense Turtle Weighing 1,500 pounds—A Fish Window that Quickly Paid for Itself — Attracted Large Crowds and Sold the Goods.

The accompanying cut will give some idea of the tremendous size of the largest turtle ever caught. The figures regarding this amphibian are astonishing. It weighs over 1,500 lbs. and measures nine f et five inches from the tip of its nose to the end of its tail. Its age is estimated at over 1,000 years.

The turtle was caught in Canadian waters, near Lunenberg, Nova Scotia, by John J. Hill, who, with other fishermen, was seining for mackerel. As the net was drawn to the beach, the fishermen felt the heavy weight in it. When the monster was seen they became frightened and ran away. Gaining courage, finally, they hauled it out on the beach. Being primarily a land animal, the turtle, entangled in the net, had been drowned, so there was no danger to be apprehended.

No record can be found of any such turtle having been caught before, though the usual fishermen's stories of "the one that got away" would perhaps make thes one seem small.

The turtle was shipped to Montreal by the D. Hatton Co., and was sold before arrival, to the Stanford Market, a retail store on St. Catherine St., which is always on the lookout for original window advertising. The photo here shown is of their window.

How Window Was Arranged.

A little description of the window itself would not be out of place here, as it is certainly a credit to the store, even without the originality of its centre being taken into consideration.

The fish, as shown in front are, strap bass, butter fish, and flounders, then the turtle, flanked by halibut. Whitefish, dore, fresh haddock, salmon trout, and finnan haddies occupy the rest of the sides and back in the order named. Prawns, scallops, and mussels are used ornamentally throughout.

As a little indication of the value of this display, Mr. Stanford said they had hardly been able to wait on the customers since its advent, though the staff is large and competent. He estimated that it had made, temporarily at least, 50 per cent. increase in their trade.

Such displays soon pay for themselves, particularly in this case, where there is fully 600 lbs of salable turtle flesh, besides a valuable shell.



Montreal Window Display Which More Than Paid for Itself.

WHEN YOU HAVE MADE A BAD INVESTMENT.

One of the hardest things a business man is called upon to do is to accept a great loss when he has made a mistake without trying to get his money back by the same means that he lost it. He says to himself: "Well, I am going to keep that thing up long enough to get my money back, and then I'll quit." But, as a rule, it is a mistake to continue in a thing which your judgment condemns.

When you are convinced that you have made a mistake, that you have entered into some business relationship or have gone into something which you should have kpet out of, cut it off as quickly as possible.

Many a man has made the fatal mistake of continuing in a bad venture, trying to get his money back. Most business men find that when they make a mistake, no matter how great the loss or how unfortunate, the best thing to do is to apply the heroic treatment, amputate the diseased limb, not try to palliate the symptoms with medicine.

A New York business man told me that he made an investment outside of his own business a few years ago, and that it did not turn out well, but that he was so determined not to lose any money, and to make it win, although it was a business which he knew practically nothing of, that he kept putting in more and more until he found that he had over two million dollars in the venture. He had made his money in his own business, which he knew all about, and after he found he had made a mistake in the new venture, when people laughed at him for his failure, his pride was touched, and he determined to show them that he could win out even in a business which was foreign to his training.

He said that his experience had taught him two lessons; to keep out of things which he knew nothing about; and when he found he had made a mistake, no matter how great the loss, to take his medicine and quit immediately. — Success Magazine.

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SALESMANSHIP A SCIENCE.

The attention of readers is directed to the first article in the reading columns of this issue, entitled "Making Successful Salesmen of your Employes." It deals with what is now practically everywhere considered a recognized fact—that retail salesmen are not mechanical in their actions, but scientific.

One occasionally hears it mentioned that grocers do not require education in salesmanship, that they are merely machines handling goods from the shelf to the customers and placing the money in the till. Successful grocers, however, know that such a merchant wouldn't last very long. This mode of selling is ancient, if it ever did exist. Salesmanship in the store is a science, as the author of the above mentioned article clearly shows, particularly in the case where a customer's attitude is opposing.

Buying and selling are by no means mechanical; they must be worked out on a scientific basis and then, and then only, will the retailer carry on a business that will be satisfactory to him and to his customers.

ENFORCEMENT POSTPONED.

As a result of the conference which took place last week between the deputation opposing the passing of the Extra-Provincial Corporations Act, in Manitoba, and four members of the provincial cabinet, the brokers were assured that the act would not go into effect on November 1 next, as was intended it should.

The matter was not discussed at any length until the members of the Government were quite willing to concede to the request of the deputation to have the date of the enforcement postponed until satisfactory alterations have been made. The four arguments presented by the brokers against the Act, which were published in The Canadian Grocer of October 8, appealed to the ministers, and the necessity for a delay in the enforcement, as well as a change in the reading was quite evident to them. The four organizations composing the delegation were: The Board of Trade, the Winnipeg Grain Exchange, the Manufacturers' Association, and the Manufacturers' Agents of Winnipeg. The personnel of the delegation included Fred Drewry, John Persse, C. N. Bell, David Phillip, Mr. Fisher (president of the grain exchange), W. B. Gordon, E. H. Visset, R. H. Bryce, and Mr. Hoskin, solicitor.

The members of the Government who met the deputation were Premier R. P. Roblin, Hon. Robt. Rogers, Hon. Colin H. Campbell, and J. H. Howden, provincial secretary.

CHRISTMAS ARRANGEMENTS.

Early preparation for the Christmas holiday season would lessen the strain of the busy weeks. Buy early and try to sell before the rush.

Ample provision should be made for the safe-keeping of novelties bought in advance. Special arrangements must also be made for prompt delivery of goods.

Arrangements for easy communication with the stock-room are advisable. Keep track of stock so that time will not be lost in reordering needed articles.

It is important that, in holiday decorations every precaution should be taken against fire.

As you plan your buying so have your salesmen follow a definite plan in selling the holiday stock. It is a good plan sometimes to reward them for good work.

Have a series of holiday advertisements prepared in advance in skeleton form. Also have a schedule drawn up showing what goods should be displayed each week until Christmas. Then receive suggestions as to how the displays should be arranged—a pencil sketch giving an outline to follow. The advertising should usually deal with the goods shown in the window.

Christmas selling should commence not later than December 1, and from then till Christmas Eve the store staff should be prepared to serve every customer without delay.

Special effort should be made to interest the women and children. Secure their trade and the fathers and brothers will follow the lead.

Decorate the store interior and do what you can to give everything a holiday aspect. It helps in the selling.

GET RID OF THE OLD STOCK

On another page of this issue an item appears from a Halifax correspondent to the effect that a grocer there has difficulty in getting his salesmen to look after stock more carefully. He declares that they neglect to sell off the last of the old stocks before the first of the new and he frequently finds that this lack of judgment causes him the loss of good customers.

There can be no doubt that it does. Stale goods are not relished by anybody when he can purchase the fresh for the same money. Stocks therefore need to be carefully watched. It is a rather simple matter when a stock of new goods arrive—those that deteriorate with age—to arrange them in such a position on the shelves or in the bins that the remainders of old stocks are first disposed of. Biscuits, cereals, breakfast foods and confectionery might be particularly mentioned. When fresh they are relished by any person who cares for them, but if they are allowed to remain in the store for months, unless extra care is exercised, they lose their crispness and freshness. An old customer who is sold a stale breakfast food is apt to look elsewhere for her next supply.

It is quite evident therefore that it is a mistake to sell stale goods. The Halifax grocer knows that, but he has difficulty in educating his salesmen to pay strict attention to it. A good method to bring about this education would be to watch these salesmen as they stock the new goods on the shelves. See that they get the old tea and biscuits, etc., out to the front. Occasionally help them yourself and by your example and a plain explanation, teach them why the old goods should precede the new. You will find that the trouble you take will be little compared with the returns in dollars and cents that you will receive every year.

Good printing should cost no more than poor printing. When you pay the printer a fair price for his work, see that he gives you the kind of a job you are entitled to. Get posted, so that you will know what is wanted along that line.

Canned Lobster Supplies Already Running Short

Cause Due to Storms in Fishing Season—Raw Sugar Firming Up in Price—Nuts Nearly All High in Prices—Currants Show Weaker Tendency—Evaporated Apples Strong on Account of Heavy Export Demand—Nutmeg Expected to Advance.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Sugar—Firm.
Canned Lobsters—Scarce.
Tea—None on market.
Coffee—High in primary market.

Montreal, Oct. 28, 1909.

Sugar seems to be very firm at present prices, and may, in fact, go higher, owing to the rise in raw sugars. Coffee primary market shows decided strength, particularly in Rio and Santos. This is largely owing to the short crop from these sections.

Later reports regarding damage done to dried fruits by the Quebec fire show that only a small section of the Bellona's cargo was left in Quebec and only a part of that was destroyed.

Patras currants are low at present, while other lines, peaches, apricots, prunes and pears are high in the primary markets.

Generally speaking nuts are high, though some lines show it more than others, Sicily filberts and shelled almonds (Valencias) being highest proportionately. Pecans are expected to go higher in the near future, owing to a short crop.

Nutmegs are due for an advance. In the primary market they are already 2c higher.

Generally speaking the market has an upward tendency, and many lines are expected to show this in the near future. Business is good and is improving daily.

SUGAR — Latest advices show all lines of raw sugars are advancing, due in large measure to the short crop in Europe. It is estimated that this will only amount to about 5,500,000 tons for the whole of the continent.

Local conditions are the same, with no immediate prospect of a change.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 35
" Beaver	4 35
Paris lump, boxes, 100 lbs.	5 40
" " " 50 lbs.	5 50
" " " 25 lbs.	5 70
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 30
" " 100 lb. boxes	5 40
" 50 lb. "	5 50
" 25 lb. "	5 70
" 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls.	4 85
" 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 " bags	4 20

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—The demand for molasses is very good. For corn syrup, it is steadily slackening. This is due to the fact that people are not taking it up as it deserves to be. It is a good staple article and should have a larger sale. Indications point to no immediate revival.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03⅝
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

TEA — The local market is quiet though firm at present prices. No immediate changes are expected.

Messrs. Harrison & Crosfield, in their weekly circular give the following:—

"There was a hardening tendency in the tea market throughout September, owing largely to the conviction that for some months, at least, supplies would not prove excessive. Reports from India still speak of a shortage in production, more especially in some of the districts producing common kinds, although shipments, owing possibly to greater expedition in forwarding the tea from the gardens, do not yet show the deficiency. There is also the usual shrinkage at this time of year in supplies from Ceylon, and these conditions were largely responsible for the ½d per lb. advance in prices which took place. The deliveries seem to indicate that there is no large element of speculation involved, and as exports have increased notwithstanding the advance in price here, it shows that the demand has been general. As to future supplies, the matter hinges very much on the production in India during the next two months. Information received from Calcutta points to some little recovery of the previously reported shortage, but it is apparent that in a product so dependent on weather conditions as tea, no forecasting of the outturn can be absolutely relied on. The latest reports put the shortage at about 4½ million lbs., but the quantity actually shipped to London at the end of September was 87½ millions lbs., against 86½ millions at the same date last year. Against this it must not be overlooked that since the present season opened on 1st June, the exports from London of Indian tea have exceeded the same period of 1908 by 1½ million lbs., which will to that further extent diminish the prospective total for the season. There is an increase in the supply from Ceylon, but against this there is rather less arriving from China, and stocks in the U.K. are at present 7¾ million lbs. lower than they were a year ago. Imports are not likely to prove excessive for some time to come, and conditions appear very healthy from the point of view of the tea producing companies."

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE — Coffees, particularly Rio and Santos, are rising in the primary markets, but as yet no local effect has been noticed. New York latest advices are, that owing to a short crop in the two lines above mentioned, local prices will be advanced in the near future. The total Santos yield is only estimated at 8,000,000 bags. The old crop Santos now available is only trifling and roasters will be forced to supply themselves soon. The general consumption of coffee seems to be increasing largely, which is another factor in future prices.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Patras currants are down to bed-rock prices. Peaches, apricots, prunes and pears are all on a higher basis in the primary markets, and will likely go higher.

The situation in California raisins is a rather peculiar one. The new crop is large. The carry-over stock from last year is also large. To straighten out this serious condition of affairs, the $1,000,000 combine of California growers, announced in last week's Grocer has been organized.

Currants, fine filiatras, per lb.		0 05¾
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Dates—		
Hallowees, old, per lb.	0 04	0 05
" new, per lb.		0 07
Sairs, old, per lb.		0 05
" new, per lb.		0 07
Raisins—		
Australian, per lb., (to arrive)	0 08¼	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs.		0 07½
" fancy seeded, 1-lb. pkgs.		0 08½
" loose muscatels, 3-crown, per lb.	0 07½	0 08
" " 4-crown, per lb.	0 08½	0 09
" sultana, per lb.	0 07½	0 08
Valencia, fine off stalk, per lb.		0 05
" select, per lb.		0 05½
" 4-crown layers, per lb.		0 06

NUTS—Filberts (Sicilies) are at a prohibitive price just now. Barcelonas, owing to the lesser duty, are more reasonable, and thus better for the buyer at present. Shelled Valencia almonds are high in the primary markets, which, how-



Hygeian Brand Canned Goods

THIRD SEASON

Our Hygeian (Good Health) Brand of Canned Goods is intended to meet the wants of the consumers who desire "Perfection" in quality and who are prejudiced against goods in tins. "Hygeian" Brand Goods are packed in Gold Lined Tins, which make them equal to glass, with the advantage that there is no danger of breakage. We guarantee our "Hygeian" Canned Goods to be equal to the choicest home made.

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CANADIAN CANNERS

LIMITED

Head Offices: Hamilton, Canada

ever, has as yet had no effect on local conditions.

Brazils are selling better. Pecans are expected to go higher in the near future.

In shell -	
Filberts, Sicily, per lb	0 11½
" Barcelona, per lb	0 10¼
Tarragona Almonds, per lb	0 12
Walnuts, Grenobles, per lb	0 13
" Marbots, per lb	0 12
" Cornes, per lb	0 11
Shelled	
Almonds, 4-crown selected, per lb	0 32 0 33
" 3-crown " "	0 31
" 2-crown " "	0 30
" (in bags), standards, per lb	0 26 0 27
Cashews	0 15 0 17
Peanuts -	
French, No 1	0 07½ 0 07½
Spanish, No. 1	None
Virginia, No. 1	0 10
Pecans, per lb	0 65
Pistachios, per lb	0 75
Walnuts	
Bordeaux halves	0 23 0 24
Brokens	0 18 0 19

SPICES—The market continues firm, with an increase of two cents in nutmegs in the primary market. As yet this has not affected local conditions, but it will, should the advance go on. The cause is thought to be that the price has been too low, also to a certain extent, the sympathy with the rise in other lines of spices some weeks ago.

	Per lb	
Peppers, black	0 16	0 22
" white	0 22	0 29
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 16	0 18

BEANS AND PEAS—The demand for beans is only fair, while for boiling peas it is very brisk. Supplies of beans are very good, but as yet peas are not coming in freely.

Ontario prime pea beans, bushel	1 90 2 00
Peas, boiling, bag	2 50

RICE AND TAPIOCA—Rice market is firm with fair demand. Tapioca in primary markets still continues firm, and full prices for shipments to the end of the year are being paid.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

EVAPORATED APPLES — Winter apples are now being quoted at 9½c to be delivered in the middle of November. The early varieties are being cleared out at 9c.

Evaporated apples, prime	0 09

MAPLE PRODUCTS — Quiet again reigns supreme in the maple products market. Little is being sold and prices are unchanged. The temporary life given by Beauce sugar selling for the past two weeks has died away.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 07 0 08
Pure syrup, 8½ lb. tin	0 60 0 65½
" " 10½ lb. tin	0 70 0 75

S. B. Heward, for some time Dutch Vice Consul in Canada, has been knighted by Queen Wilhelmina of the Netherlands, in consideration of his services in promoting trade between Canada and the Dutch East Indies. Mr. Heward is a member of Crooks, Rimmer & Gray, of Montreal.

ONTARIO MARKETS

POINTERS—

Sugar—Market firm.

Canned Lobsters—Hard to obtain.

Canned Peas—Shortage with high prices.

Nuts—Market advancing.

Beans—Lower than last year.

Toronto, October 28, 1909.

The wholesale trade is active, which is sure evidence that the retailers are turning over their goods and are receiving liberally from the rich harvest of this summer's magnificent crops. If the immense revenue of our abundant crops will be wisely distributed through the natural channels of trade, instead of pouring it into the coffers of institutions that will not give the best returns, then all parts of the country will derive their equal shares. This will bring prosperity to every corner of our entire Dominion.

It behooves all retail merchants to make every possible effort to give a service so good and complete that people will spend their money through their local stores and help to build up the towns, and increase the value of the properties all over our country. That the people are doing this to a large extent is shown by the fact of the large trade which is going through the regular wholesale houses.

The raw sugar market has advanced again during the week and the refined situation is firm.

Canned lobsters are getting scarcer and prices are apt to advance. Canned peas are in a somewhat similar position and are difficult to get from first hands.

The nut market is strong in most cases due to inferior crops. This refers particularly to shelled almonds and walnuts and pecans.

SUGAR—The sugar market is still firm; it is doubtful what the future will bring forth. Raw beet sugar has advanced on the European markets due to the reports from all quarters that the roots now being pulled are showing a deficiency in percentage of sugar. The advance, too, it is claimed, is partly due to speculative interests and an apparent shortage. Cane raws have advanced in sympathy, but refined remains the same as last quoted. Buyers are, however, showing more interest in sugars for prompt delivery. As sugar is one of the markets that changes often with no apparent reason it is hard to say what will happen next.

St. Lawrence "Crystal Diamonds," barrels	5 40
" " " ½ barrels	5 50
" " " 100 lb boxes	5 60
" " " 50 lb. boxes	5 70
" " " 25 lb. boxes	5 90
" " " cases, 20-5 boxes	6 45
" " Dominos, cases, 20-5 boxes	7 45
Paris lumps, in 100-lb. boxes	5 70
" in 50-lb. "	5 60
" in 25-lb. "	5 90
Red Seal	0 35
St. Lawrence granulated, barrels	4 75
Beaver granulated, bags only	4 45
Redpath extra granulated	4 75
Imperial granulated	4 45
Acadia granulated (bags and barrels)	4 65
Wallaceburg	4 65
St. Lawrence golden, bbls	4 35
Bright coffee	4 65
No. 3 yellow	4 50
No. 2 "	4 4
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—There is quite an improvement in the demand, and owing to the high price of corn the market is strong. As corn syrups are all sold in certain size packages at established prices, it is hard to make any changes, so that the higher cost of the raw material must come out of the manufacturer. Molasses also with raw sugars are firm.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ "	2 75
20 " ¼ "	2 70
Barrels, per lb	0 03½
Half barrels, per lb	0 03¾
Quarter " "	0 03¾
Pails, 38½ lbs. each	1 80
" 25 "	1 30
Maple Syrup	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses -	
New Orleans, medium	0 31 0 33
" bbls	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

DRIED FRUITS—Nearly all varieties of dried fruits are now on the market. Currants and raisins are below the average quality and are about one cent cheaper. Prunes are just arriving with a large percentage of smaller sizes. The quality is good but also lower than last year's fruit. The market is stronger than it recently was. Apricots are dearer and are firm at 15½c for choice and 17 for fancy. Orange peel took a sudden upward turn and is now quoted 1c higher. Hallowe'en dates are 1c a pound lower. The cause of currants being so low now is attributed to the fact that the usual shipments have not been sent to the British markets. Excessive rains affected the quality.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 10½
40 to 50 " "	0 09
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ¼ cent less.

Apricots—	
Standard	0 13½
Choice, 25 lb boxes	0 15
Fancy, " "	0 17

Candied and Drained Peels—			
Lemon	0 09 0 11	Citron	0 15 0 18
Orange	0 10 0 11		
Figs -			
Elemes, per lb	0 08 0 10		
Tapnets, "	0 03½ 0 04		
Bag figs	0 03½ 0 04		
Dried peaches	0 08 0 08½		
Dried apples	0 07½		
Currants			
Fine Filiatras	0 06½ 0 07	Vostizzas	0 08½ 0 09
Patras	0 08 0 08½		

Uncleaned ½c less.

Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees	0 06 0 06½
Fards choicest	0 08
Sairs	0 05 " choice, 0 07½

TEA—Teas are not showing any weakness and prices are likely to rule firm for some time to come.

COFFEE — The lower grades are bringing a little more money, especially the Rio, but all other lines are unaffected, and remain as quoted last week.

Rio, roasted	0 12 0 13
Santos, roasted	0 15 0 17
Maricaibo, roasted	0 16 0 18
Mocha, roasted	0 25 0 28
Java, roasted	0 27 0 30
Rio green	0 08 0 09

RICE AND TAPIOCA—There is nothing of any interest to report about these articles of food. While there is considerable difference in the prices, it is all owing to difference in the quality. On the whole, prices remain the same.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½

SPICES—Peppers are firm and about a cent per pound higher to retailers. Nutmegs will likely advance. The demand is good and orders are quite satisfactory.

Peppers, black, pure	0 15 0 18
" white, pure	0 22 0 25
" whole, black	0 16
" whole, white	0 23
Ginger	18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 20 0 30
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 14 0 16
" whole	0 14 0 16
Mace, ground	0 75 0 80
Mixed pickling spices, whole	0 15 0 16
Cassia, whole	0 20 0 25

NUTS—Old nuts are moving slowly, but retailers should be careful and not load up before the new stock is available. These will arrive in three or four weeks, but some houses are taking orders to arrive. As the tendency is upward perhaps orders for future delivery will be good buying. Spanish shelled almonds are higher on the primary market than they have been for years. Shelled walnuts hold a strong position and it is impossible almost to get quotations that will last. Shipments are bringing 2½ cents per pound more than last year. The weather has been against the crops. The pecan crop is short in Louisiana and Texas, but as few are sold in Canada on account of the duty of 3 cents per pound, the market is not much affected here. Of course, if the crop fails in those two States, no other pecans can be got.

Almonds, Formigetta	0 11½
" Tarragona	0 12
" shelled	0 28 0 32
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 11½
" shelled	0 23 0 26
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 08 0 09

EVAPORATED APPLES — Although prices have not changed since last week, it may be said that the market is strong and prices may still go higher. Manufacturers are very independent and want the full limit or they will not sell. Last year at this time they were 1½ to 2 cents a pound lower. The export demand is large and New York exporters are bomming prices.

Evaporated apples	0 08½ 0 09

BEANS—Beans are coming in freely and are easier, but without any noticeable change in their value. They are from 15 to 20 cents per bushel cheaper than last year at this time.

Beans, per bushel	1 85

CANNED GOODS

MONTREAL.—The demand is good in small lots. This is due to purchasers filling in what is needed to make up their full requirements. Deliveries from the canners are now coming in freely from past orders. There is a good demand for lobsters and supplies are already running short with no more in sight.

Peas, standard, doz	$1.00	$1.05
Peas, early June, doz.	1.05	1.07½
Peas, sweet wrinkled, doz	1.07½	1.12½
Peas, extra sifted, doz.	1.52½	1.60
Peas, gallons	3.87½	3.92½
Beans, doz.	.75	.80
Corn, doz.	.77½	.82½
Tomatoes, doz. (Ontario and Quebec)	.82½	.90
Strawberries, doz.	1.37½	1.40
Raspberries, 2's, doz		1.75
Peaches, 2's, doz		1.65
Peaches, 3's, doz		2.65
Pears, 2's, doz		1.60
Pears, 3's, doz		2.30
Plums, Greengage doz.	1.50	1.55
Plums, Lombard, doz.	.95	1.00
Lawtonberries, 2's, doz.		1.60

Clover Leaf and Horseshoe brands salmon:

1 lb. talls, per doz.	1.87½
½ lb. flats, per doz.	1.30
1 lb. flats, per doz.	2.02½

Other salmon:

Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz	1.60	1.65
Red Sockeye, doz	1.85	2.00

TORONTO.—The time to buy canned lobsters is apparently at hand. The pack has been short on account of the smallness of the catch due to heavy storms in the fishing season, and from all reports there are few in first hands. The situation is just the reverse of a year ago when canned lobsters were plentiful. It was thought that such would be the case again, but it is not. Export demand for lobsters is very heavy.

It is not likely there will be any weakening in the sockeye salmon market. While the run of salmon was good, it came all at once and prevented factories from packing what they had anticipated. For instance they were prepared to pack 1,000,000 cases on the Fraser River, while in reality only about 400,000 were put up. English buyers have been buying up everything in sight on account of the excellent quality this year. The English market always takes the best.

The fact that there was a short pack of peas in already widely known. "We simply can't get any," remarked one jobber, while another stated that he would have to pay $1 a dozen if he were to buy from first hands to-day. This situation is much different from the one at the time of the opening prices when peas were offered to the retailer at 65 cents.

Tomatoes are strong and may go up—it will not surprise brokers if they do. There seems to be plenty of corn in sight but there is no indication that prices will weaken. Beans were a fairly good crop and the pack was quite large.

Fruits do not show any particular tendency. Strawberries have, of course, gone up considerably since opening prices.

Beans	$ .75	.80
Corn	.80	.85
Peas	1.00	1.40
Tomatoes, 3's	.82½	.85
Strawberries, 2's	1.32½	1.50
Raspberries, 2's	1.60	1.65
Peaches		1.55
Lawtonberries		1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.40	2.50
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90

Clover Leaf and Horseshoe brands salmon:

1 lb talls per doz.	1.87½
½ lb. flats per doz.	1.20 1.25
1 lb. flats per doz.	2.12½

Other salmon prices are:

Humpbacks, per doz.	.95	1.00
Cohoes, per doz.	1.40	1.50
Red Spring, per doz.	1.55	1.65
Red Sockeye, per doz.	1.55	1.65
Lobsters, halves, per doz.	1.85	2.20
Lobsters, quarters, per doz.		1.40

ST. JOHN MARKETS.

St. John, N.B., October 27, 1909.

Grocers both wholesale and retail report that the past month or two have shown a marked increase over the same months last year. Just at present the wholesalers are pretty busy, large shipments being made to upriver points and along the coast to people desirous of laying in supplies before the close of navigation.

Farmers in Carleton county and adjoining counties are losing heavily on potatoes this year. Owing to the wet weather large quantities of the tubers rotted and while they have been sorted in some cases, two or three times already, it may be necessary to go over them again before they are fit for market. The price at Hartland which is in the heart of the potato country has been as low as 65 cents a barrel.

There have been few changes in the markets this week. The quotations are:

Sugar—			Beef, Canadian plate	16 75	17 50
Standard gran.	4 75	4 85	Molasses, fcy.		
Austrian "	4 45	4 65	Barbados, gl	0 34	0 35
Yellows	4 25	4 65	Butter, lb.	0 20	0 24
Flour, Manitoba	6 45	6 55	Eggs, doz.	0 26	0 30
" Ontario	5 85	5 95	Potatoes, bbl.	1 10	1 25
Cornmeal, bags	1 60	1 65	Canned goods—		
Rolled oats, bbls	5 40	5 50	Peas, doz	1 10	1 50
Val. raisins, lb	0 06½	0 07	Corn, doz	0 80	1 90
Cal. raisins, seeded	0 08	0 09	Tomatoes, dz	1 07½	1 10
Currants, lb	0 07	0 07½	Raspberries, dozen	1 85	2 00
Prunes, lb	0 06½	0 09	Strawberries, dozen	1 45	1 50
Rice, lb	0 03½	0 03½	Salmon, case	6 00	7 00
Beans, hand picked, bus	2 10	2 15	Peaches, 2's, dozen	2 00	2 05
Beans, yellow eye, bus	3 15	3 40	Peaches, 3's, dozen	3 12½	3 15
Cheese, lb	0 13½	0 13½	Baked beans, dozen	1 15	1 25
Lard, compound lb	0 12½	0 13	Fish—		
Lard, pure, lb.	0 16½	0 16½	Cod, dry.	2 75	4 00
Pork, domestic mess	28 50	29 00	Herring, salt, half bbls	2 30	3 50
Pork, American clear	27 00	27 50	Herring, smoked, box	0 10	0 11
Pork, clear backs	29 50	30 00			
Beef, American plate	18 00	18 50			

MANITOBA MARKETS

(Corrected by Telegraph.)

Advances—All syrups, peas, English apricot, raspberry jams, evaporated apples.

Firmer—Canned tomatoes, prunes, barley.

Weaker—3-lb picker beans.

Withdrawals—Canned peas.

Winnipeg, October 31, 1909.

The output is heavy in canned goods but with this exception the demand is slightly quieter. Markets on the whole are firmer and some important advances have been reported. Wholesalers are ordering heavily from manufacturers at present prior to the close of navigation. The difference between lake and rail shipments is considerable at this point. It is difficult to know just the quantity retailers desire to stock up for winter, in certain commodities such as salt which comes by the lake route. The consumption is always heavy, but the storage in Winnipeg is expensive and an attempt is always made to move the orders out as soon as possible.

Valencia raisins, jams and extracts are moving slowly for this season. It is expected that trade will revive in these lines in time for Xmas business.

Many merchants are finding time to visit the wholesale houses just now and they are leaving some handsome orders. Xmas goods as well as the general winter stocks are being ordered freely by the visitors.

SUGAR—The recent reduced price has become firmer and it may not be long before sugar goes up again. The trade has been excellent and it is to be regretted that there is not more profit in this commodity for the retailer.

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 15
" yellow, in bbls	4 70
" " in sacks	4 65
Icing sugar, in bbls	5 45
" " in boxes	5 65
" " in small quantities	5 70
Powdered sugar, in bbls	5 25
" " in boxes	5 45
" " in small quantities	6 0
Lump, hard, in bbls	5 95
" " in ½-bbls	6 05
" " in 100-lb. cases	6 05

SYRUP AND MOLASSES—Crown Brand and Beehive syrups have gone up 5 cents per case. The demand this fall has been exceptionally heavy. Manufacturers' stocks have been kept low.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 30
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 60
" " 20-lb. tins, per ¼ "	2 65
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 30
" 5 " 1 "	2 75
" 10 " ½ "	2 60
" 20 " ¼ "	2 65
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses ½ bbls. per gal	0 36

FOREIGN DRIED FRUITS—The demand has been increasing in various lines recently. Prunes are firmer as well as apricots and peaches. Raisins are weaker to-day.

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " " cleaned, per lb.	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¼-lb. packages per package	0 05
" " fancy seeded, in ¼-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " " "	0 06½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08
Pears, per lb	0 08
Peaches, standard, per lb	0 07
" choice	0 08½
Apricots, standard, per lb	0 14
" choice, per lb	0 14½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

ROLLED OATS—These prices prevail at present. The trade is brisk this fall as usual.

Rolled oats, 80 lb. sacks, per 80 lbs	2 15
" 40 " " 80	2 20
" 20 " " 80	2 30
" 8 " " 80	2 50

MAPLE PRODUCTS—Demand is light in both syrup and sugar. These quotations hold at present.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per doz	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

NUTS—Peanuts are hard to get, particularly the low grade lines. The prices hold high in the shelled stuff and lots are moving.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 27
" Almonds, in boxes, per lb	0 33
" " small lots, per lb	0 34
Peanuts, Virginia, per lb	10 0 13

BEANS—Quotations are weaker this week in the 3-lb picker variety. The following prices hold at present but reductions may be made soon.

3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50

EVAPORATED APPLES—The price has gone up to 9½ cents per pound and new stock is about to arrive.

COFFEE—The primary market for past week continues firm with a further advance of 10 to 15 points in offers from Brazil. Practically all have advanced a full eighth of a cent a pound and Rios in the neighborhood of No. 7 are a full half a cent higher than they were a week ago on account of the scarcity. The situation at the present time is quite strong with a further advance looked for by many of the trade.

BARLEY—The market is stronger. There are few on the market here and the scarcity is reported general.

Pot barley, per sack	2 60
Pearl barley, per sack	3 65
" per ½ sack	1 90

HONEY—The output has been heavy on the late arrivals. The quality this year is excellent and the trade on the whole is much improved over last year.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

CORNMEAL—The market is only in a fair condition. At this season of the year it should be stronger. It is expected to pick up soon.

Cornmeal, per sack	2 10
" per ½ sack	1 05
" per bale (10, 10's)	2 35

RICE—The price continues low and the trade is fair. Tapioca has revived and the market is firmer.

Japan rice, per 100 lbs	3 85
Pearl tapioca, per lb	0 04 0 04½

CANNED GOODS—Peas are hard to get at any price. Tomatoes are also scarcer than at first thought. There may be a serious shortage of the canned tomatoes.

Peas, standard, per case 2 doz	1 80
" early June, per case 2doz	1 85
Beans, per case 2 doz	1 98
Corn, per case 2 doz	1 75
Tomatoes, per case 2 doz	2 00 2 10
Strawberries, per case 2 doz	3 00 3 25
Raspberries, per case 2 doz	3 65
Peaches, per case 2 doz	4 08
Pears, per case 2 doz	2 70
Plums, per case 2 doz	2 60
Salmon (Horseshoe Brand), per case ¼ doz	6 50

QUAKER OATS—The trade runs into the heavier breakfast foods during the winter months. These lines are reported quieter.

Family size	4 50
Quaker oats, 36's	3 50
Puffed rice	2 90
Puffed wheat	2 90
Cornmeal	2 40
Pettijohn breakfast food	2 25
Cornflakes	2 60

MEATS—

Clark's 1 lb., pork and beans, plain, per case	2 80
" 2 " " " " "	2 40
" 3 " " " " "	2 30
" 1 " tomato sauce, per case	2 80
" 2 " " "	2 40
" 3 " " "	2 30
" 1 " Chili " "	2 80
" 2 " " "	2 40
" 3 " " "	2 30
Soups, per doz	1 20
Corned beef " 2's per doz	2 65
" " 1's per doz	1 40
Roast beef, 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ¼'s, per doz	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 00
Sliced smoked beef, ½-lb. tins, per doz	1 65
" " 1-lb. tins, "	2 80
" " 1-lb. glass, "	3 60
English brawn, 1's, per dozen	1 50
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" " 2's, "	3 25
Geneva sausage, 1's, per dozen	2 00
" " 2's, "	3 40
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 35
" " 2's, "	6 70

EGGS—From now on the eggs used in this province will be the eastern product. All varieties are 28 cents to the retailer to-day and they may go higher. Local produce houses are arranging to bring most of the eggs from Ontario and less from the south this winter.

BUTTER—No. 1 dairy is 24c and No. 2 is firm at 20 cents per pound. The creamery stands at 27 and the general consumption is heavy.

VANCOUVER MARKETS.

Vancouver, October 27, 1909.

Shipments of dog salmon are steadily arriving from the northern part of the province. Japanese put this fish up, and it is shipped to Japan, where the consumption is large. Last year, a steamer came from Japan for a special cargo.

At the last meeting of the Board of Trade of Vernon, B. C., a letter was received from R. Simpson, wholesale grocer of Guelph, asking concerning an opening for a wholesale grocery in that city.

The fertility of the Okanagan in growing potatoes is shown by the display in the window of DeHart & Harvey at

Kelowna. The exhibit comprises 12 potatoes with a total weight of 50 pounds. They are clean fine specimens, absolutely free of knobs or second growth excrescences, which often give so-called large potatoes their weight.

Sugar, standard granulated	5 50	Evaporated apples	0 08½
Val. raisins, lb.	0 05½	Butter, Eastern	0 29 0 30
Cal. " "	0 06½	Butter, local	0 35
Prunes	0 05½ 0 07½	Butter, Western	0 21 0 22½
Currants	0 06½ 0 07½	Eggs, Eastern	0 33
Dried apricots	0 11 0 13	Eggs, local	0 50
Flour, Standard, bbl	7 10	Cheese, per lb.	0 15 0 15½
Cornmeal, p. 100 lbs	2 60	Canned Goods—	
Beans, per lb.	0 03½ 0 04½	Peas	1 00
Rice, per ton	68 00 76 00	Tomatoes	1 32½
Tapioca, per lb.	0 03½	Corn	1 10
		Apples	3 42½
		Strawberries	2 15
		Raspberries	1 65

CALGARY MARKETS.

Calgary, October 27, 1909.

Never before has there been such a plentiful supply of Ontario grapes in this city and at a price which seems reasonable to consumers, viz., 35 to 40c per basket retail. Eastern apples are beginning to arrive in large quantities. Prices for prime winter stock will be high and will likely retail at around $6 per barrel. In dried fruits which are largely consumed in the west, California peaches and apricots are in active demand and prices are advancing sharply.

It is estimated that very large quantities of evaporated fruits will be required during the coming winter and following spring. As long as the weather remains open, work on railway construction will be carried on, and as there are thousands of men employed at the present time in Alberta, the consumption of dried fruits is heavy. The first shipment of Valencia raisins arrived early in the month, the quality being fine. New Smyrna Sultanas are in, also layer and natural figs. A car of cold storage walnuts and Brazils was received by the dealers last week. A few cars of eastern eggs have arrived, the local supply being quite inadequate to meet requirements. Fresh candled eastern are worth to the retailer $9.25 per case of 30 dozen. Alberta creamery butter notwithstanding the increased output is none too plentiful, the retail price is 30 to 35c per lb. Both wholesale and retail trade is good, merchants all look forward to a very busy season.

Sugars—	
B. C. granulated	5 54
Raymond, beet	5 44
Icing sugar, in boxes	7 10
Powdered sugar, in boxes	7 10
Lump sugar, in boxes	7 10
Raisins—	
Valencia, layers, 28 lb. box	2 40
California, 3-crown muscatels, per lb	0 06½
" 12 oz. choice seeded, per pkg	0 06
" 16 " " " "	0 07
" S.C. prunes, 90-100, per lb. (½c. rise on a size).	0 05½
" S.C. prunes, 30-40, per lb	0 10
Currants, fine Filiatras, per lb	0 08
Cal. evap. peaches, choice, in 25 lb. bxs	0 07½
Cal. evap. apricots " "	0 13
Cal. evap. dates, bulk, Hallowee, per lb	0 07½
Pure maple sugar, per box 40 ½-lb. cakes	4 00
Rolled oats, B. & K. brand, 80's	2 50
Flour, Hungarian, per 98 lb. sack	3 10
" Economy	2 85
" S. Bakers	2 35
Cornmeal, yellow, per 98 lb. sack	2 40
" " " 10-10's	2 65
Beans, Ontario, hand picked, per bush	2 45
" California, limas, per lb	0 06½
" " pinks, per lb	0 06
" " Bayos, per lb	0 06½
Rice, Japan	0 04
Tapioca	0 05
Evap. apples	0 10
Butter, Alberta creamery	0 30 3 50
" " dairy, No. 1	0 20
Cheese, Alberta	0 14½
" Ontario, large	0 15½
" " twins	0 15½
Eggs, Ontario, fresh, per case	9 25
Pork, prime Alberta s.c., per brl	22 50
" " " " per ½ brl	12 00
Canned Goods—	
B. C. salmon, clover leaf sockeye, 1 lb. tall, 4 doz	7 00
" " cohoes, 1 lb. tall, 4 dozen	5 25
" " pinks, 1 lb. tall, 4 dozen	4 00
Peas, in case, 2 dozen	2 35
Tomatoes, in case, 2 dozen	2 90
Corn, in case, 2 dozen	2 40
Apples, per case ½ doz., gallon	2 00
Strawberries, per case 2 doz. gallon	4 50
Raspberries, per case 2 doz	4 50

The Grocer's Encyclopaedia From Week to Week

The Manufacture of Potato Starch in Prince Edward Island—Has Market Among the Cotton Mills—Sometimes This Starch is Reduced to a Flour for Confectionery Purposes.

By D. Williams.

Prince Edward Island is preeminently an agricultural country and is well named The Garden of the Gulf. Its productive and well cultivated farms remind one of southern Quebec and Ontario. There are not many manufacturindustries on the Island except such as grow out of the products of the farms. Quite a number of cheese and butter factories produce excellent articles in their respective lines.

There is one manufacturing industry, however, which in Canada is peculiar to the Island, that is the manufacture of potato starch, there being no less than six large concerns actively engaged in its production. The process of manufacturing this article, although comparatively simple, is quite interesting. The raw material, that is the potatoes, immediately after being dug are loaded into one-horse carts, so largely used in P.E.I. and hauled direct to the factory, where, after being weighed, are dumped into the receiver. They are then run down a chute to a large washing machine where they are scoured in pure running water. After being thoroughly washed by an ingeniously constructed machine they are dumped into the grinder. This consists of huge iron colanders with a surface which reduces the potatoes to a fine pulp. This in turn drops out to a reciprocating sieve upon which water is constantly showered by a sprinkler. This separates the crude starch from the potato fibre, the former falling through the fine meshes of the sieve into a constant stream of clean water and is carried to huge tanks where the product of the day's run is allowed to stand and settle until the following morning. The rough fibre or waste material of the potato falls over the end of the sieve and is carried away by a stream of flowing water. No profitable use has so far been found for its disposal but the manufacture of alcohol for industrial purposes is being seriously considered by some of the manufacturers.

When the crude starch and water is run into the tanks a heavy froth or scum arises on the surface. This is carefully skimmed off during the night and in the morning after the starchy matter has settled to the bottom of the tanks the water is drawn off. The crude starch is then broken up and again dissolved in pure water when it is pumped to another tank and again allowed to settle and the water drawn off.

The starch is then pure and presents a beautiful, white, thick, paste-like appearance. From this tank it is removed to the dryer, a large apartment heated by steam. After being thoroughly dried, it is broken up and driven through sieve-like lattice work, until it reaches the packing room below where it is thoroughly pulverized. The finished product is now packed in 200-lb. bags and is ready for shipment. This starch finds a market among the large cotton mills.

For Confectionery Purposes.

Some of the mills put a part of their product through a further process reducing it to a flour, when it is sold for confectionery purposes. The proprietors of one of the mills are seriously considering the proposition to manufacture a part of their product into glucose and considering the high price of corn, from which this article is made, they think it ought to be a profitable venture. To give an idea of the quantity of potatoes used in this industry, each of the mills will grind about 18 or 19 hundred bushels per day running about six weeks during the season. Each bushel of potatoes will produce from 8 to 9 pounds of starch.

The price paid at the factory for the raw material is about 28c per cwt., taken direct from the field. Very little dirt adheres to the potatoes, as the soil in which they are grown is a fine dry loam. The mills in operation are owned or managed by the following parties: Morell Starch Factory, owned by H. D. McEwan and R. N. Cox, H. D. McEwan, manager; St. Peters Starch Co., W. A. Weeks, Charlottetown, manager; Prowse & Sons, Murray Harbor; J. A. Farquis, Charlottetown, Westville; C. E. Full, Charlottetown, Hunter River.

TRADE NOTES.

T. & F. Dobson, grocers, Moncton, N.B., will remove shortly to the store lately purchaser by them on the upper part of St. George Street, near Highfield. The store they vacated will be taken by Ambrose Leger, who will start a shoe store.

J. R. B. Gage has purchased the grocery business of M. Corkey, corner Montreal and John Streets, Kingston, Ont. He will be open for business November 1. Mr. Gage served his apprenticeship with the late T. H. Johns, and is at present with H. D. Bibby Co.

Manufacturers' Agents

And Brokers Directory

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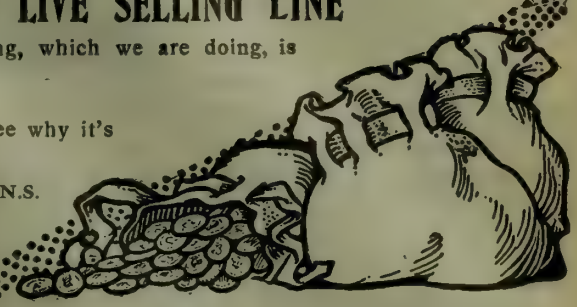
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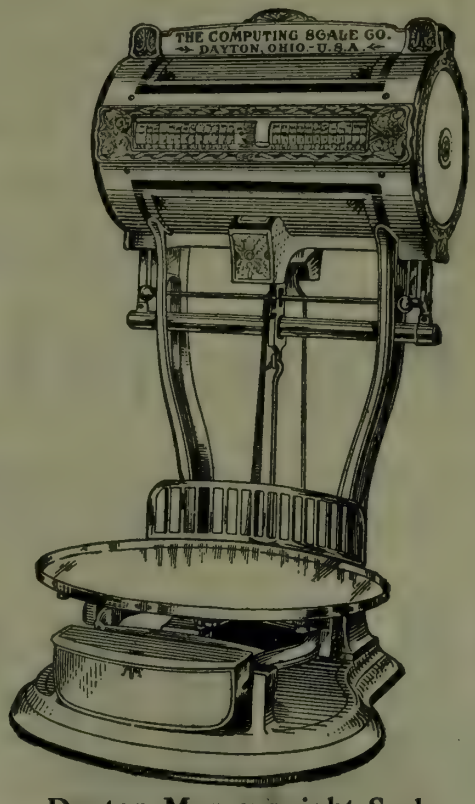
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VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—*TOM MURRAY, Chicago.*

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Packers Having Difficulty in Filling Orders

Supply of Hogs Short—Prospects for Higher Cheese Prices Doubtful—Advance in Compound Lards.

The supply of hogs is still below the mark, and packers are looking for more to come in. With no stock in hand, they often find difficulty in filling their orders. The demand for cured meats is brisk and sharp, and business is active. Bacon in England is firm, Canadian bacon bringing from 66 to 70 shillings.

Outside of the local trade the butter market is dull, with apparently no outlet to leave a margin to dealers.

With the low price of cheese it is quite likely that cheese factories will close early this fall, which will turn more milk to be made into butter. From this stand of view and from the fact that the bulk of our summer's make is still held in cold storage, the prospects for higher prices are very doubtful.

The early makes of Australian and New Zealand butters, are already on the way to England, and if our butter will not move soon, chances are that the demand we expect for it will not materialize. With the reduced duty on cream going to the States, a large quantity finds sale in the United States market, and if the prices keep up there, we might also find that market the best we can do with our butter.

MONTREAL.

PROVISIONS—Compound lards are all up this week. Hams are also higher in all lines. Dressed hogs are slightly lower. Sales are good and supplies are coming in sufficient to meet all demands readily.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16¾
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¾
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16¾
Pails, tin, 20 lbs. gross, per lb	0 16¾
Tubs, 50 lbs. net, per lb	0 16¾
Tierces, 375 lbs., per lb	0 16¾
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11¼
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 11¼
" 5 " " " "	0 11¾
" 3 " " " "	0 11¾
Pails, wood, 20 lbs. net, per lb	0 11¼
Pails, tin, 20 lbs. gross, per lb	0 10¾
Tubs, 50 lbs. net, per lb	0 11¼
Tierces, 375 lbs., per lb	0 11
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Canada short cut back pork, bbl. 45-55 pieces	31 00
Heavy clear pork, bbls. 20-35 pieces	31 0
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 15
Long clear bacon, heavy, lb	0 15½
Long clear bacon, light, lb	0 16
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 15
Large sizes, 18 to 25 lbs., per lb	0 16
Medium sizes, 13 to 18 lbs., per lb	0 16½
Extra small sizes, 10 to 13 lbs., per lb	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17½
" " " small, 9 to 12 lbs., per lb	0 18
Breakfast bacon, English, boneless, per lb	0 18½
" " " " "	0 17½
Windsor bacon, skinned, backs, per lb	0 18½
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	8 50 8 75
" dressed, per cwt	12 00

BUTTER — The butter situation is much the same as last week, a good demand for all lines, with light receipts, barely sufficient to fill the local needs. Receipts for the week are 5,996 packages as against 6,210 same week last year, showing a decrease of 214 packages. For the season they also show a decrease, 332,972 packages as against 365,066 packages same period last year.

Creamery, solids, lb	0 25
Creamery prints	0 25½
Dairy, tubs, lb	0 19 0 21
Fresh dairy rolls	0 21

CHEESE—This market is somewhat dull, but should improve as soon as the small lots now being brought in, are cleaned up. Prices are unchanged from last week.

Receipts for the week are 56,151 boxes as against 42,179 boxes same week last year. For the season they are 1,750,277 boxes as against 1,709, 400 boxes same period 1908.

Quebec, large	0 11½ 0 12
Western, large	0 11½ 0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12 0 12½
Old cheese, large	0 15 0 16

EGGS—Eggs are scarce, particularly in the better grades. Prices for new laid are now quoted at from 33 to 34c. Receipts for the week are 1,351 cases as against 2,071 cases same week 1908, showing a decrease of 720 cases. For the season they are 178,396 cases as against 176,111 cases same week last year.

New laid	0 33 0 34
Selects, dozen	0 28
No. 1, dozen	0 25
No. 2, dozen (nominal)	0 21 0 22

HONEY—The condition of the honey market this week is very much the same as last. Supplies are very good and of good quality. Trade is only fair. Prices are unchanged.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11

TORONTO.

PROVISIONS—The hog receipts have fallen off during the last two weeks, which means that the farmers look for more money. Monday being a holiday may have something to do with this week's supply, and next week may make up for it again. The demand for cured meats is keeping up, and as there is no old stock to fall back to, it takes all the packers can do to secure enough to keep their customers supplied. Prices remain unchanged from last week.

Long clear bacon, per lb	0 14½ 0 15
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14½ 0 15
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15½ 0 16
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 18 0 19
" pea meal	0 18½ 0 19½
Heavy mess pork, per bbl	25 00 25 50
Short cut, per bbl	27 00 27 25
Lard, tierces, per lb	0 14½ 0 15
" tubs "	0 15 0 15½
" pails "	0 15½ 0 16
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	7 15
Dressed hogs	10 50

BUTTER—Fresh made butter is in good demand for local use, and is picked up readily if the quality is up to the required mark.

	Per lb.
Fresh creamery print	0 25 0 26
Fresh creamery solids	0 24 0 25
Farmers' separator butter	0 23 0 24
Dairy prints, choice	0 22 0 23
Tub butter	0 21 0 22
Baking butter	0 17 0 18

CHEESE—Cheese is without a doubt the cheapest article of food in the provision line, and should be pushed by the grocers. By doing this they will do a good thing to their customers, as well as help to relieve the overloaded market.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

Eggs—Eggs are higher than they ever were in Toronto at this time of the year. Strictly new laid eggs are very scarce, and sell easily at 35c per dozen. This will, however, not determine that eggs will necessarily be high all winter. Rather cold weather set in suddenly, which checked the production of eggs, and made it necessary for the hens to get out a new program for the winter. The prices are now at a good paying figure, which will induce farmers to take special care of their flocks, and get them going again earlier than other years, and unless the weather should turn out extremely cold, which also can be overcome to a large extent by the comfortable homes they have provided for them, fresh laid eggs might start to come in earlier, and in larger quantities than in former years. There is a good active demand for storage eggs from the Northwest.

Fresh eggs	0 25 0 26
Strictly new laid	0 35

POULTRY—Merchants throughout the country who buy poultry should insist upon the farmers preparing them better for the market, and unless improvement is made from that end, birds coming to the market which are too badly fed for human food must be confiscated by the inspector. Some turkeys came in for Thanksgiving, which would indicate that they, at least, had not much to feel thankful for. They were mere skeletons, and nothing but skin and bones. To overcome this carelessness on the part of the farmer, the dealers in the city are now trying to buy poultry as much as possible alive, and feed and prepare them here. This is done now by a good many with good and profitable results.

Early spring chicken, alive, per lb	0 11 0 12
Spring chicken, dressed	0 13 0 14
Hens, per lb. dressed	0 11 0 12
Turkeys, per lb., large	0 16 0 18
Spring ducks, alive	0 10 0 11
" " dressed	0 12 0 13
Old ducks	0 08

PERSONAL.

R.M. Miller, manager of the Williams' grocery and confectionery store, Guelph, Ont., spent a few days in Toronto this week and was among the visitors at the Toronto office of The Grocer.

Lieut.-Col. A. E. LaBelle, Montreal, manager of the Ogilvie Flour Mills Co., is up north on a hunting trip with friends. They are making the Club Chapleau their headquarters.

FOWL ROUGHLY HANDLED.

"Reader" Calls Attention to What He Considers Inhuman Treatment of Live Fowl Sent into Cities.

Toronto, Oct. 26, 1909.

Editor Canadian Grocer,—As a reader of your paper will you permit me to make a plea from the humanitarian standpoint, for the better care of fowl sent to and offered on the Toronto market (and I dare say the conditions prevailing here may also be met with in the large cities elsewhere)? My work takes me, very often, past the commission houses on Front Street as well as through the market itself, and I have often expressed a word of pity for the poor fowl pent up in undersized boxes and exposed under a glaring sun, unclean and illy fed for two days at a time. Often I have thought what a lesson might be taught the culprits of this practice if they could be penned up in similar boxes and left exposed, starving during sun and rain, even for one day.

Now I do not mean to say the commission men are entirely to blame for this condition; I rather believe the farmer must bear the brunt. First the fowl are starved for nearly 48 hours before being sent to market; they are packed in and cooped up in small crates, not high enough for the birds to crane their necks; carted off to the station, where rough young fellows toss them into the cars, out again and off to the commission houses, where they are exposed in many cases for two days before being sold.

Now this is not as it should be. The merciful man is merciful not only to his own beast, but he should be a little bit careful of the animal lives left in his care. It is true that this year has seen some improvement in the size of the crates sent in by some farmers, and even a number of the commission houses now own crates of special make, which they loan farmers for the sending in of their fowl. The express companies, too, after the complaints of a year ago, handle the boxes with less carelessness; but there is plenty of room for improvement yet for there must surely be some deterioration in the present methods; and it is to be hoped that the improvement will commence right away.

A READER.

STOCKING POOR CHEESE.

A Montreal, wholesaler has called attention to the fact that Canadians are not using nearly the proportion of good cheese that England and the United States do. The reason he assigned was that the Canadian grocers do not, as a general rule, stock the best grades, thus prejudicing the customers against all cheese. There is plenty of good cheese to be had in this country, he says, and more care should be taken in cheese selection by the retailer. If this were done he prophesied we would consume double the cheese we now do.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON—

Pot and Pearl Barley Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

Have You Entered the Orange Meat Contest?

If not, you are missing an excellent opportunity to win some large cash prizes.

$700.00

Cash is the First Prize

Get your customers to save the bottoms of Orange Meat boxes for you.
Send your name and address to Orange Meat, Kingston.
Read postcard in package.
Contest closes November 30th, 1909.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

Do You Want To Save Money?

on discounts and freight.

We can put dollars in your pocket if you will handle



You will do a much more profitable soap business than ever before if you will stock our full line.

RICHARDS—
Quick Naptha Soap
Snow Flake Soap Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Custard Powder
The BIG Two-Power 5c. pkg.
Manufactured only by
EDWARD J. NATION & CO.
BRISTOL, - - ENGLAND
WE STOCK IT
W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.



Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

Sell Clark's Meats

BENEFIT BY CLARK'S ADVERTISING

All the benefit of Clark's liberal advertising comes through the grocer.

If you are not handling Clark's Meats you are losing the benefit of all this advertising.

You are also disappointing customers who ask for Clark's Meats.

There is not a single reason why you should not handle Clark's Meats, and the most substantial one of all why you should—*IT WILL PAY YOU.*

Clark's Pork and Beans
Clark's Mince Meat
Clark's Ham, Tongue or Veal
Clark's Ox Tongue
Clark's Sliced Smoked Beef
Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WRITE FOR SPECIAL PRICE LIST.

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties

Cafe Francais

is a winner for you. It sells quickly and profitably. It is simply coffee, with none of that beverage's after effects. No caffeine in it.

Is put up in 1-lb. and 2-lb. cartons, retailing at 25c. lb.

Get a supply to-day from us, direct.

SAMPLES FREE

Dominion Cereal Mfg. Co.
VICTORIAVILLE, QUE.

Also makers of Imperial Self-Raising Flour

"UNFAIR BURDEN ON THE FARMER."

Editor Canadian Grocer,—Under the above heading Farm and Dairy, an agricultural paper, makes a labored effort to bring to light the hidden reasons "why the boys and girls, in spite of all that has been said and written leave the farms and go to the cities."

While the writer of the article recognizes many other efforts valuable, yet according to his idea, they are only "scratching the surface." He ventures to go away down to the root and finds that the whole trouble is in our system of taxation, and the remedy is to be found in single tax. He further states that "it is the farmers' productive labor which creates the cities; property holders in the cities reap a certain portion of benefit from the efforts of the farmers, to which they are not entitled."

In this he is perfectly correct, but evidently he did not dig deep enough to get at the root. Taxation is not the trouble at all. Because the land in cities is very valuable, he would make owners there bear a greater portion of the farmer's taxes, so that the farmers would still have more money to make the city property still more valuable. It is not the land in itself that becomes valuable, but the particular location where too many people flock to do their business.

It is surprising to see an editorial article trying to solve a difficulty, in a paper that contains an advertisement asking people to support the mail-order institution which is causing the trouble of which he is complaining.

Boys and girls are not leaving the farms so much on account of the attractiveness of city life, as they are on account of the loneliness of the country. Let the farmers spend the money which goes to the mail-order stores in their own towns where goods can be bought in stores that stand on cheap land but which could be made more valuable and upon which the proprietors would gladly pay taxes in proportion as they are needed for the service of the farmers.

The young people will not feel satisfied to stay on the farms if the towns are allowed to go down for want of support. Let all agricultural influence be kept in motion, but they will never make farm life attractive until they try to cultivate a friendly and just feeling with the business people of their respective towns. Suppose the wealth of the most valuable acres of land in Toronto was spread over the country towns, which would be the case if the people would deal in the country towns. Would that not at once bring back to the different municipalities the taxes to which the large cities, as Farm and Dairy claims, they are not entitled. Unless the farming community will realize the importance, value, and convenience of our towns sufficiently to keep them thriving, through their reasonable support, the country will suffer at the expense of a few gigantic concerns which are neither a necessity nor a convenience, but an immense drain on the country.

Through incessant advertising, without anything having been done to counteract its influence, the trade of the country has been turned into a channel, the effects of which are injurious to the country. What a deplorable state of affairs it is to think that the prosperity, convenience, health and happiness of a young country are being undermined, and instead of people living on the land, and in towns are drifting into the many unwholesome conditions of city life. Let the farmers support their own towns, and not spend their money in making millionaires and land worth $3,400,000 an acre, and the taxes will right themselves

ANTI-CATALOGUE HOUSE.

Toronto, October 27, 1909.

AN OLD MUSKOKA STORE.



In 1860 the District of Muskoka was opened up for settlement, and the rush for the north began just like the rush for the great west some years ago, and of late years to the silver country in Northern Ontario. But the settlers encountered many hardships in those early days, namely, the thickly wooded country, the thousands of wolves and jackals and the prowling bear. Also they found a mountainous and rocky district that made the bravest shudder and weaken at the thoughts of hauling or packing food stuffs to keep life in the family.

The John Sandfield Macdonald administration undertook the almost impossible task of building a road through the wilds of Muskoka.

The photograph shows an old store built in those days, its location being at South Falls, three miles south of the present town of Bracebridge.

The store was built in the spring of sixty-three after the completion of the road by Macdonald, who saw in the future of South Falls a rising city; and for a while his dreams looked true. Old settlers say he carried the greatest stock in the country—groceries, dry-goods, boots and shoes, hardware, patent medicines—in fact everything from a boot-lace to a post-hole. Settlers from miles around gathered at the store day by day, not only to buy, but to discuss the rulers of the country. Trade was good, the store was large, and money was plenty, so in '65 a stock of whiskey was added and it became a hotel, store and post-office, but in '68 "old Mack" saw the town of Bracebridge looming up and his dreams being shattered, he sold to the Cameron family and went north. The Camerons soon got rid of the stock of merchandise, but carried on the hotel and post-office till '83 when they gave the hotel up only retaining the post-office, which they still have at the time of writing. By the way a picture of Alex. Cameron is seen in the photograph of the store where he has lived for over forty years.

"Premium Goods"

Storekeepers wishing to handle premiums, write for our Picture proposition. We have the finest line in Canada.

Merchants Portrait Co.

TORONTO

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

WHY IMPORT BISCUITS?

It isn't a question of the Quality of imported Fancy Biscuits at all. We know that British manufacturers have reduced baking to an exact science—a fine art. But we also know that our Acorns, Wafer Rolls, Dominoes, La Fetes, Orange Wafers, Coffee Wafers, Philopenas, etc., are the best made in Canada. We also know that *all*

CHRISTIE'S BISCUITS

will compare favorably with any imported line—*however high the Quality.* Christie's fancy biscuits are superior to any baked on this continent, and they are equal in Quality, Purity and Nutriment to any fancy biscuits baked anywhere. Besides—*it's a matter of dollars and cents to YOU.* You can get Christie's biscuits when you want them. Think it over before placing your Christmas orders.

N. B.---Our "Madeira Mixed" and "Cherry Rings" are the Acme of Biscuit perfection.

Christie, Brown & Co., Limited
TORONTO

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails. ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Biscuits Promptly Shipped

We can guarantee you expeditious delivery of all goods ordered from us. Next time you require any biscuits in a hurry try us, both for quality and prompt shipment.

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

Their Reputation—based on their Superb Quality—Sells

Cowan's

Maple Buds, Cream Bars and Chocolate Confections

with a steady briskness that is most satisfactory to the dealer.

A well-arranged display of the full "Cowan" line would catch many a dollar for you.

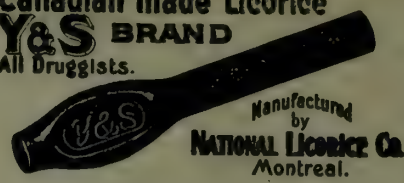
The Cowan Co., Ltd.

Toronto, Can.

Canadian made Licorice

Y&S BRAND

All Druggists.



Manufactured by National Licorice Co. Montreal.

Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes	M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins	Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver

PROVINCE OF ALBERTA, Tees & Persse, Calgary and Edmonton

By Royal  Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver — Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Fall Wheat Flour Advances, Manitobas Unchanged

Winter Wheat Prices High— Good Export Demand for Flour —An Advance in Cereals Anticipated by Some on Account of High Prices of Wheat and Oats.

The bearish features in the wheat situation are becoming more and more pronounced, and in spite of the hanging on for higher prices, the farmers must realize, that after all, supply and demand have some influence on the market. The enormous crop from day to day as the threshing and marketing progresses, shows remarkable increases over estimates, and it does not look as if holding on on the part of the farmer is a wise thing to do. It seems, however, that winter wheat in Ontario has a value of its own, and is required for certain lines of goods, and prices are paid accordingly. This week winter wheat is up to $1.08 a bushel and fall wheat flour has gone up 20c a barrel, while Manitoba flour remains unchanged.

Oats are firm with an upward feeling. The demand for all kinds of cereals is active at full prices, with a likelihood of an advance.

MONTREAL.

FLOUR—There is a good export demand for flour. Wheat prices have been steadily advancing until flour is too cheap at present quotations of wheat.

Ontario farmers are holding back their wheat, which keeps the millers from offering flour freely.

The quality of the new Manitoba flour looks exceptionally good, though it has not yet been thoroughly tried out. The samples have good color, and with a little age, should be better than last year's.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

ROLLED OATS — The situation in rolled oats is much the same as last week. Prices are unchanged and demand is steady.

Fine oatmeal, bags	2 65
Standard oatmeal, bags	2 65
Granulated " "	2 65
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 40
" barrels	5 00

FEED — Demand for feed is brisk, particularly bran. It is thought it is only temporary, however. Feed flour is slightly lower.

Ontario bran, per ton	21 00
Manitoba shorts, per ton	23 00 24 00
" bran, per ton	21 00
Mouillie, milled, per ton	28 00
" straight grained, per ton	32 00
Feed flour, 98-lb. bag	1 55 1 75

TORONTO.

FLOUR—Winter wheat flour has advanced 20c a barrel and is in good demand. Manitoba wheat flour remains the same as last week. All mills are running on full time, and are behind with their orders.

Manitoba Wheat.

1st Patent	5 20	5 30
2nd Patent	5 00	5 10
Strong bakers	4 90	5 00

Winter Wheat.

Straight roller	5 20	5 40
Patents	5 40	5 50
Blended	5 40	5 50

CEREALS—The demand and prices of wheat and oats are such that an advance in cereals would not be a surprise. The price of wheat paid at the mills in the city is $1.08 and oats 43 cents.

Rolled wheat, car load	2 75
" oats "	2 25
Oatmeal, car load	2 50
Rolled wheat in barrels, 100 lbs	3 00
" oats in bags, per bag 90 lbs	2 40
Oatmeal, standard and granulated, in bags 98 lbs	2 65

CONNECTION BETWEEN ARTICLES IN SELLING.

So many times a customer buys such an article as flour. Here is where the wise clerk suggests that they have some of the finest yeast, or baking powder, that can be purchased. This is only a sample instance. Nearly every purchase suggests some other which should naturally go with it. Study the relations between articles in practical use and it will benefit both the customer and the store.

TRADE NOTES.

Ald. E. J. Fader, of New Westminster, B.C., has purchased the grocery store in that city owned by C. B. Deans.

W. W. Craig, who has been in the general mercantile business at Boundary Falls for the past 7 years, has opened in Greenwood, B.C.

John G. Murdock, a former Chatham, Ont., citizen, but who has for the past 18 years been located in the west, has secured the grocery store in Chatham where Frank Snook formerly carried on business, and will shortly open a well stocked grocery store and meat shop.

An important business transfer took place in the grocery trade last week in Chatham, Ont., whereby Geo. Bartlett secured sole control of the King Edward Grocery, which he has for the past five years conducted in partnership with Harry S. Northwood. Mr. Northwood's retirement is necessitated by ill health, and he will leave shortly to visit his brothers at Wagon Mound, New Mexico. Geo. Bartlett, who, is now sole proprietor, has climbed the business ladder from the lowest rung. His first grocery experience was obtained as delivery boy for O. M. Aubin & Co., who formerly conducted business on St. Clair St., in J. W. Dyer's present stand. Later, and until he entered into partnership with Mr. Northwood, he was traveler for the Edward Adams Co. of London.

Has It Ever Occurred To You

that, after all, the public are best judges of what they want?

Are you heeding the insistent public demand for

PERFECTION CREAM SODAS—

the kind that always reach the retailer in a crisp, fresh condition?

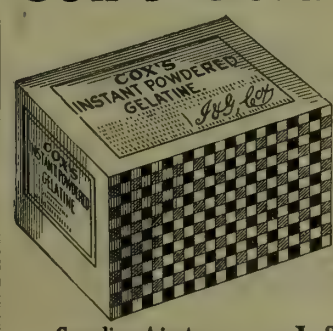
It is the flavor of PERFECTION Crackers that has won them such universal favor—a distinctive flavor obtained by just a little more care, a little better materials, and a little superior mixing and packing than most Soda Biscuits get.

Order from your jobber and be sure to specify "Perfection."

Mooney Biscuit & Candy Co.

STRATFORD, - ONTARIO

Cox's Gelatine

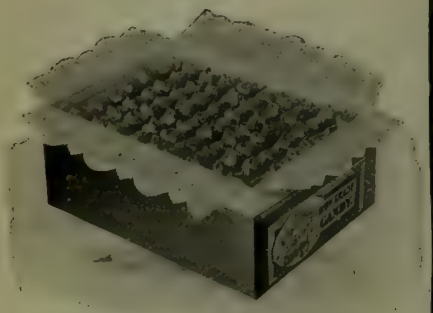


When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do it's work WITHOUT FAIL

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills, EDINBURGH

Do you know
You should know **BORDO**
CHOCOLATES



They are made in a wholesome, up-to-date factory by the best workmen obtainable, and under the direct supervision of our Superintendent, who has held that position for the past 23 years. We have the only correct formula for Bordeaux Chocolates and are the ORIGINATORS of that brand.

We sell TONS annually at the following prices:

5-lb. Boxes $1.25, to the trade

10c. cartons, dozen to the box, 85c. to the trade

either light or dark coating.

You can sell our candy over the counter for **40c.** to **50c.** per lb.

SEND FOR SAMPLES.

Don't Forget

BORDO

is the name

The Montreal Biscuit Company, "The Originators"

MONTREAL

FOR WINDOW CARDS.

We couldn't do better, and neither can you.

Our selling prices indicate our buying power.

Buying right is getting your money's worth.



We manufacture the best, clearest, and purest salt for all uses.

WESTERN SALT CO., - Mooretown, Ont.

Worth your attention because worth the price.

Come often and always feel safe at our shop.

The art of making good coffee is in — coffee.

Prunes are healthful, and ought to be eaten daily.

If you want the newest you'll always find it here.

One price to all—and that the lowest possible price.

If we don't please you we want to know about it.

A pleasing tea at a price that's within the reach of all.

The finest blended tea with a flavor that never varies.

Satisfactory luncheon delicacies can always be had here.

Tel-A-Phone and we will tell you what we have that's new.

Finer bread can't be baked than that produced with ——— flour.

The richest and creamiest of cheese—let us send you a "wedge."

For price lowness and quality highness—you couldn't do better.

We can't afford to give premiums when we give better quality.

It's better to buy here with cash than to buy elsewhere with credit.

A very flavory coffee with the pungent character that everyone likes.

GRATEFUL COMFORTING

EPPS'S COCOA

The Choicest of all Cocoas

The Most Delicious
The Most Nutritive

A cup of this delightful beverage is a cup of real enjoyment, giving true exhilaration and invigorating the whole system.

The LEADING COCOA of MANY GENERATIONS

Special Agents C. E. COLSON & SON, Montreal

Nova Scotia, E. B. ADAMS, Halifax. **Manitoba, BUCHANAN & GORDON, Winnipeg**

TRUMILK AND MILKSTOCK

Pure milk reduced by our new process to a sterile powder, retaining all the flavor and goodness of the fresh milk. Soluble in cold water.

TRUMILK is a very rich milk, containing 27% of butter-fat.

MILKSTOCK is the cheapest and best milk for cooking. Lumber and construction camps, etc. Easy to transport. Not hurt by freezing. Will keep even after can is opened.

AT ALL WHOLESALE GROCERS

Canadian Milk Products, Limited

Head Office: Mail Building, TORONTO



Compelling the Call-again

In our beloved Canadian Metropolis, Brother Grocer, the artful Street Railway exact Five Per.

But, if you invest a "quarter," you collar an *extra* ticket: you get *six* instead of five.

If, however, you spread yourself and "blow in" one whole dollar of the Hard-earned, you become the proud possessor of Five Free Fares. Surely, this is Unwonted Generosity, smacking of the "free, gratis for nothing"!

Well, hardly.

It is merely *Good Business*—it is to insure the "return of the Customer."

To make *sure* of that self-same dollar.

And to make sure of it they are willing to sacrifice 25 per cent.

* * * *

Some members of the retailing fraternity hold the five-center so close to the eye that they fail to see the *dollar* in the offing.

To "bank" on the Come-again, Brother Grocer, are you willing to pay the price?

To sacrifice just a little immediate profit to-day for the sake of a *bigger* to-morrow?

To absorb out of your *permanent* profits the trivial difference between the "*just as good*" and the "*has made good*"?

The difference between "near good" flour and FIVE ROSES.

* * * *

Would it help some, Brother Grocer, to know that this Deceptive Difference in first cost is fast swallowed up in lost sales and shelf-staying proclivities.

That instead of continued profit on "near-good" flour, *you* are in fact a loser on "Call-again" sales which the price of Satisfaction would have engendered.

FIVE ROSES, Brother Grocer, has never been surpassed.

Its quality is the ideal which so-called "best" brands are forever striving to attain.

Its name is the *most copied and travestied* of any flour brand in Canada (names on request.)

That so many, besides the FIVE ROSES *legitimate* retailers, are anxious to cash in on its reputation proves its Popularity with the housewife.

* * * *

And now, Brother Grocer, why should YOU take the minimum profit when the maxium profit is yours for the taking?

Don't you want to handle a Swift Seller and Repeater?

Wouldn't you like to sell FIVE ROSES?

FIVE ROSES FLOUR

LAKE OF THE WOODS MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES.

Kingston Grocer gives Advice on Store Management

Contrasts the Careless Merchant With the One Who is Up-to-date in His Methods—Advocates Labor Saving Devices—Advantages of Keeping Good Salesmen and Delivery-men.

Editor Canadian Grocer.—Kingston merchants are paying more attention lately to store decoration and window dressing and a large percentage of the credit is due I think to the untiring efforts of The Canadian Grocer which devotes a lot of space urging its subscribers to clean up and fix up and adopt modern methods in harmony with the present age and generation.

I tell you it is a great object lesson to jump up, put on your hat and take a run around and see the other fellows and note the different ideas in window dressing and store architecture. Some paint the outside woodwork green, others orange, brown, white, etc. Green stain grained is the latest. Some pile goods up inside and outside so that you can hardly see the store or fixtures. Others have well-dressed windows and the interior looks like the day after exhibition—old barrels, boxes, stepladders, trucks and hammers in every direction.

Then as a contrast you see the neat, tidy grocery—everything clean, floor oiled, goods piled up tastily, cases shining and full of dainty things piled up temptingly. You can see clean counters, brass scoops and scales glistening; samples of tea and sugar in glass or brass trays with neat tickets or red or blue price cards bearing the names of the goods, you see modern meat cutters, cheese cutters, electric coffee mills, silent salesman and many other labor and expense-saving devices. There are tidy clerks in clean white jackets or aprons waiting on customers. Do you question the fact that cleanliness and obliging clerks bring trade? I guess not.

I think a grocer should occasionally take a trip to Montreal, Toronto, or some other place in order to get some new ideas. He should keep his eyes open and take back something that will assist him in his business.

Keep good help, get salesmen who use their brains as well as their heads. Good delivery waggon drivers are not to be overlooked. They should be men with good appearance who take pride in cleaning their horses, waggons and harness and who have a pleasing manner towards customers. Impolite drivers do not help trade. Use a good ad. of some of your specialties on your paper bags. Some grocers use distinctive colored rolls of paper and others colored or printed bags and bill heads so that customers can say without seeing the name from where the goods came.

A good style of tea and coffee bag is a necessity in a store and adds to the sale of goods as well as egg carriers and clean delivery boxes and baskets. I would advise a dealer to adopt a certain color, and paint his delivery boxes the same. Some manufacturers put up their goods in fine delivery boxes and these come in handy.

Many are the varieties of signs which can be used with good results. We see them on all sides in various shapes and sizes. When signs become disfigured and an eye-sore to the section in which they are located, they should be replaced or at least torn down.

A nuisance to merchants, and in fact to most citizens, is the throwing around the counters, street-doors, sidewalks market-places, etc., of dodgers. If advertising is to be done, let it be done through newspapers or trade journals and not thrown all over the streets on dodgers which become a nuisance to most people.

A LIMESTONE CITY GROCER.
Kingston, Oct. 26, 1909.

LOBSTERS FIRMING UP.

Short Pack and Bare Foreign Markets Result in Advances Locally to the Extent of 10 per Cent., With a Steady Upward Trend Likely to Materialize.

Higher priced lobsters are going to be the rule until next spring, when the new catch is quoted. Prices asked to-day by holders of stock are higher by 10 per cent. than they were a year ago. To the grocer, half-pounds are costing in the neighborhood of $2.20, while one-pounds are selling at a figure around $4.55. Lower quotations than these are obtainable in some quarters, but the numerals indicate the much firmer feeling existing. Several reasons may be named for the marked strength now displayed in the lobster market. It will be recalled that when the fishing season was at its height severe storms were experienced on the south and west coasts of Nova Scotia, from which fishing grounds a great portion of Canada's supply comes.

These storms did untold damage to the fishing paraphernalia of the lobstermen, and it was impossible to replace destroyed traps and tackle in time to take advantage of the season, which closed so shortly afterwards. The result was that the catch did not measure up to those of previous years in volume, and the new season was begun with the packers working under the serious handicap of a shortage. Now, within the past few days, it is learned that the foreign market—always an important consideration in the determining of lobster values in Canada—is practically bare. This was the climax. Prices advanced materially, and further rises are anticipated, in view of the continued demand there will be from outside centres and the small holdings of Canadian packers, who are already short of numerous lines.

Stocks held in second hands are not large, and will last barely through the period which must elapse before 1910 lobsters are quoted. Lobsters represent a good investment at present.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

Tel. Up 2076 Tel. East 599

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL

Black Watch

The Big Black Plug Chewing Tobacco



"A Trade Bringer"

Sold by all the Wholesale Trade

7-20-4

This cigar has proven a winner wherever introduced, as it is a good smoke, reasonable in price, and a profit-yielder.

You cannot do better than stock these cigars if you would make your tobacco department most profitable.

The Sherbrooke Cigar Co.
SHERBROOKE, QUE.



Royal Polishes

are made in Canada, by Canadians, and yield Canadians a larger profit than any imported polishes, owing to the difference in manufacturing cost between this and foreign countries.

When buying polishes bear this point in mind.

ROYAL POLISHES COMPANY
MONTREAL

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA.

NEW DATES

Figs and Raisins

Fancy Sweet Potatoes,
Almeria Grapes,
Cape Cod Cranberries,
Bananas, Oranges.

Also
Extra Fancy Grape Fruit.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

BE PRECISE

When ordering Lemons —to simply order Lemons is not the best for your pocket—by saying "St. Nicholas" or "Home Guard" you would be getting from one to four shillings per box more Lemon value.

Specify
"ST. NICHOLAS" or
"HOME GUARD"
when ordering.

BE PRECISE

J. J. McCABE

AGENT

32 Church Street, TORONTO

Enormous Quantities of Apples Going to England

Great Demand for Them From Across the Atlantic—Good Time To Stock Potatoes—Peculiar Situation in the Lemon Market—Fish in Better Demand.

MONTREAL.

GREEN FRUITS—The lemon situation is rather peculiar this week. In New York lemons are now selling at $5, while here they are $3. It is expected that a sympathetic movement of price will take place here very shortly in case no change takes place in the New York market. The cause seems to be a sudden increase of demand for this fruit. Speculation also may have something to do with it.

The early varieties of apples are about done and winter stock has not yet made its appearance in very large quantities.

Basket grapes are cheaper, particularly Concords and Niagaras.

Apples, crabs, basket		0 35
" Alexanders, No. 1		3 50
" Mackintosh reds	5 00	5 50
" " No. 2		3 00
" Wealthys, No. 1, bbl		3 00
" " No. 2, bbl		2 50
Bananas crated, bunch	1 75	2 25
Cranberries, per bbl	8 00	9 00
Cocoanuts, bag	3 00	3 25
Grapes, California, Malagas, crate		1 75
" " Tokays, crate	2 75	3 00
" Delaware, crate		1 50
" Concords, per basket		0 15
" Niagara		0 15
Lemons, Verdillis, box		3 00
" Maoris, box		3 00
Limes, per box		1 00
Oranges, late Valencias	3 50	3 75
Peaches, California, box	1 50	1 75
" Canadian, basket	0 50	1 00
Plums, California, per crate	1 75	2 50
" Canadian, basket	0 40	0 70
Pears, California, (Bartlett) per box	3 50	4 25
" Canadian (Bartletts), in bbls	4 50	5 50
" Canadian, basket	0 60	1 00
Pineapples, Florida, box	4 00	5 00

VEGETABLES—Fresh vegetables in bunches have about disappeared, and are now only quoted in bags. A large basket of string beans is on the market for $3,50. As a whole the trade in vegetables is very dull this week, but an improvement is looked for soon. Prices are generally somewhat higher, but in case of a continuation of present dullness they will probably go down again.

Beets, per bag	0 50	0 60
Carrots, bag	0 50	0 60
Cabbage, dozen	0 25	0 40
Celery, Canadian, dozen	0 30	0 50
Cauliflowers, dozen	1 00	2 00
Corn, dozen	0 06	0 10
Cucumbers, basket		0 50
Green peppers, crate	1 50	2 00
Lettuce, dozen	0 40	0 50
Leeks, dozen	1 00	2 50
Onions, red, per bag	0 75	0 80
" Spanish, cases 150 lbs		2 75
" " half cases		1 65
" " crates 50 lbs	0 90	1 00
Potatoes, Montreal, bag	0 60	0 90
" sweet, per bbl	2 50	3 50
" " basket		1 50
Parsley, dozen	0 10	0 15
Parsnips, per bag		1 75
Pumpkins, doz	1 25	0 50
Sage, dozen	0 40	0 50
Savory, dozen	0 40	0 50
Spinach, Canadian, box	0 50	0 60
String beans, bag	0 35	0 50
" " basket (large)		3 50
Squash, Hubbard, per dozen		1 50
Thyme, dozen	0 40	0 50
Tomatoes, Montreal, gin box	0 25	0 75
" hot-house, lb		0 10
" Chateauguay, per basket	0 35	0 40
Turnips, bag	0 50	0 75
Vegetable Marrows, dozen	0 50	0 60
Watercress, dozen		0 40

FISH—More suitable weather has brightened the fish business considerably. Smoked and prepared fish are in much better demand and as supplies are not over plentiful, prices are likely to show the effect soon. Bulk and shell oysters, as usual, at this time of the year, are very much in demand, and prices are good. Receipts of green cod are rather light just now. Pickled herring are plentiful.

FRESH	
Barbotte	0 08
Bluefish, per lb	0 14
Dore, per lb	0 10 0 12
Eels, fresh, per lb	0 08
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 05
Lake trout, per lb	0 10
Mackerel	0 10
Market cod, per lb	0 05
Perch, dressed, per lb	0 10
Pike, headless and dressed	0 09
Salmon, B.C.	0 16
Sea trout, per lb	0 14
Steak cod, per lb	0 06
Whitefish, per lb	0 10
FROZEN	
Dore, winter caught, per lb	0 09
Halibut, per lb	0 09
Mackerel, per lb	0 10
Steak cod, per lb	0 05
Salmon, B.C., red, per lb	0 10
Salmon, Gaspe	0 18
Salmon, Qualla, per lb	0 09
Whitefish, large, per lb	0 09
Whitefish, small, per lb	0 06
SALTED AND PICKLED	
Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Green cod, No. 1 medium, per lb	0 03½
" small, per lb	0 02½
" large, per lb	0 03½
Dry cod in bundles, per bundle	5 50
Labrador herring, bbl	5 25
Labrador herring, half barrel	2 90
Labrador sea trout, bbls	12 50
" " " half bbls	6 50
No. 1 mackerel, pail	1 90
No. 1 " half bbls	8 00
Skinless cod, 100 lb. case	5 25
Salmon, B.C., half bbls	8 00
Salmon, B.C., bbls	15 50
Salmon, B.C., pink	14 00
Salmon, Labrador, bbl	18 00
Salmon, Labrador, ½ bbls	9 60
Salmon, Labrador, tierces, 300 lb	27 00
Salt sardines, 20 lb. pail	1 00
Sardines, Quebec, bbl	5 50
SMOKED	
Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb	0 08
Herring, new smoked, per box	0 12
Kippered herring, per box	1 10
Smoked salmon, sugar cured, per lb	0 25
SHELL FISH	
Lobsters, live, per lb	0 25
Oysters, choice, bulk, Imp. gal	1 40
" "Sealshipt," standards, Imp. gal	1 75
" select	2 00
" shell, per bbl	6 00 10 00
Frogs legs, per lb	0 40
PREPARED FISH	
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS.—The green fruit market is rapidly coming to the end of the season. A few baskets of peaches still make their appearance from day to day. Plums have entirely disappeared and pears occupy small space. Grapes and apples rule the market, and are in abundance. Grapes, especially, are very plentiful and sell as low as 10c a small basket and 20c a large one, and even at these low prices they are looking for buyers. Apples run from $1.50 to $4 a barrel, choice select Snows bringing the highest price. The best winter apples are not yet offered for local use. Shipments from Canada to England are very heavy. Last week the shipments totalled up to 94,047 barrels. It may be interesting to know that while we shipped this enormous quantity, the United States only shipped 19,013 barrels. Florida oranges are expected to arrive as well

as Sicily lemons. Prices will likely be lower.

Apples, green, basket	0 15	0 35
" per barrel	1 50	3 25
Bananas	1 65	2 00
Cranberries, per bbl	8 00	8 50
Grapes, small basket	0 10	0 15
" large	0 20	0 25
" Almeria	5 50	6 50
Grape Fruit	4 00	4 50
Lemons, Verdelli	3 25	3 50
Limes, crate	....	1 25
Oranges, Cal. Valencia	3 25	3 75
" Cal. small	....	3 00
" Porto Rico	2 00	2 50
Peaches	0 60	0 65
Pears, Can., basket	0 40	0 60
Pineapples, per doz	....	2 40
Quinces, per basket	0 30	0 40

VEGETABLES — Potatoes arrive in liberal quantities and are sold in 5 and 10 bag lots to dealers at 60 to 65c a bag. If merchants have room to store them, it ought to be a good investment to put them in now before the extra cost of protecting them against frost has been added. Canteloupes are still coming in, but the quality cannot be recommended. Onions are held too high and in consequence large quantities are imported from the States, besides the special varieties from other countries. The city is, at present principally supplied with all kinds of vegetables from the gardeners in the vicinity of Toronto.

Beets, per bag	....	0 75
Cabbage, Canadian, per dozen	0 25	0 3
Cantaloupes, Canadian, per basket	0 25	0 30
" " per case	0 40	0 50
Carrots, new, per basket	....	0 20
Celery, Canadian, per doz	0 25	0 30
Corn, dozen	0 08	0 10
Cucumbers, per basket	1 00	1 50
Egg plant, per basket	0 25	0 32
Onions, Canadian, per bag	1 00	1 50
" new, Valencias, crate	2 75	3 00
" Spanish	....	2 75
" " half cases	....	1 75
Peppers, green, per basket	0 30	0 35
" red, per basket	0 50	0 60
Potatoes, Canadian, per bag	0 60	0 65
" sweet, basket	....	0 65
" sweet, per hamper	2 00	2 20
" sweet, per barrel	3 50	3 75
Radishes, per dozen	....	0 25
Tomatoes, Canadian, per basket	0 20	0 30
Turnips, per bag	....	0 50
Watermelons, Canadian, each	0 10	0 15

FISH AND OYSTERS

Never before have we been in such a good position for the Fish Trade as at this season. Everything in fish, in and out of season, is carried by us in this Department.

Fresh Arrivals

HALIBUT, Salmon, Whitefish, TROUT, Goldeyes, Pickerel, Pike, Etc.

Bloaters, Haddies, Kippers, Ciscoes, Codfish in all styles of packages, etc.

Long Island Native Oysters. Large, Solid, deliciously flavored. Shipped in clean, sanitary, non-returnable packages at $1.85 per Imperial gallon. **Try them.**

WHITE & CO., LTD., TORONTO and HAMILTON
Phone Main 6565

Phone Main 5115

Finest Quality **Oranges** Sweet

"The Mark of Quality."

FLORIDA CITRUS EXCHANGE

See that every box you buy bears this mark.

Phone Main 5672

Finest Selected **Grapefruit** Appetizing

W. B. STRINGER, District Agent, TORONTO

DATES

We want to state that we do not think there is any pack of dates that will give you better satisfaction to handle. When ordering, mention the Brands

"CAMEL" HALLOWI (Packages)

"EAGLE" SAIR (Packages)

"MONOGRAM" Extra Fancy

"CAMEL" Extra Choice

FARD

WM. HILLS, JR.
IMPORTER
W. B. STRINGER, Agent, TORONTO

FANCY

Jersey Sweet Potatoes Bbls. and Hampers

Cape Cod Cranberries

Almeria and Domestic Grapes

Chestnuts **New Figs**

New Dates Due Next Week.

(Established 1861)

HUGH WALKER & SON
GULEPH, ONTARIO

FISH—The fish supply is very satisfactory, and is quite up to the heavy demand at this time of the year. Finnan haddies are still in rushing demand and are firm at 8c. Whitefish are 1c lower.

Bloaters, per box		1 20
Blue fins		0 06½
Carp		0 03
Cod, fresh caught		0 07
Cod, Imperial, per lb		0 05
Cod, Arcadia		0 10
Ciscoes, per basket	1 10	1 20
Eels, per lb		0 08
Finnan haddie		0 08
Haddock, fresh caught		0 07
Halibut, fresh caught		0 10
Herring, medium, per lb., fresh caught	0 05	0 06
Herring, sea, per 100 count		3 00
Herring, Digby, per box		0 15
Lobsters, each	0 25	0 30
Mackerel, each	0 20	0 25
Perch		0 07
Pike		0 06
Quail on toast		0 05½
Sea salmon		0 17
Trout, fresh caught	0 09	0 10
Whitefish, fresh caught		0 10
Yellow pickerel		0 09
Oysters, selects, per gal		1 85
" standards, per gal		1 65
" extra selects		1 90

Have you ever realized that your store has a distinct personality to maintain? You have, for instance, a motto that though your prices may not be the lowest, your goods are always of the best. See that they always are, and if a customer is dissatisfied, see that she has exactly what she wants, even if it costs money at the time. It will win out in the end.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

It is a genuine satisfaction
to sell an article with a guarantee behind it. Are you stocking
CONCORD NORWEGIAN SARDINES?
The brand with a guarantee on each tin. The extra care taken in the packing of these sardines preserves their natural delicate flavor in a remarkable manner. There is an extra cover for use after the tin has once been opened.
This high-class sardine will appeal strongly to your better-class customers. Send your order to any wholesale grocer.

AGENTS :—R. S. McIndoe, Toronto. A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Watson & Truesdale, Winnipeg. Radiger & Janion, Vancouver and Victoria, B.C.

High-Grade Salt Water Oysters

Packed In Pure Food Packages
Shipped In Clean, New Tins

The success achieved last season in shipping Beacon Brand Oysters in clean, sanitary tins instead of dirty wooden pails is to be still further enlarged this year with a decided improvement in the quality of the oysters themselves, allowing for no possible competition as regards quality and flavor. Our business has grown to such an extent as to warrant the best to be had, and we are sparing neither pains nor expense to insure positive satisfaction with every shipment. We insist that BEACON BRAND is superior in every way to any other line you can handle.

THE F. T. JAMES CO., LTD.
Wholesale Fish and Oyster Distributers, TORONTO



It's no good handling dead stock!

Your profits affect you vitally, and you want to handle a line of canned fish goods that have stood the test of time.

BRUNSWICK BRAND SEA FOODS

are the line that for fourteen years have held the premier position. WHY? Because we can nothing but the primest small fish caught in the deep waters of the Bay of Fundy, and we prepare them and put them up in an up-to-date sanitary factory, and use only the finest salad oil. You can handle no greater satisfaction-giver than BRUNSWICK BRAND Sea Foods.

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons. Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis C ., Ltd., Edmonton, Alta.

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.

SOUTH NORWALK, Connecticut.



THE PUREST AND BEST

ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER

ALWAYS READY—NEVER FAILS

A QUICK SELLER

EVERY CAN GUAARNTEED

Manufactured by



St. Charles Condensing Co.

INGERSOLL, ONTARIO

CANADA



WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Coristine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

Part II:—

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation Order?
Bulk versus Package Teas.
How to Establish a Tea Trade.
Tea Blending.

275 Pages Price $2.00
Fully Illustrated

MacLean Publishing Co.
Technical Book Dept.
10 Front St. East - - - Toronto

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY
Technical Book Department
10 Front St. East, - TORONTO

Mr. Grocer! Look at the Situation as it exists

The credit customer is a valuable asset—IF HE PAYS. Right there is the vital point. He MUST pay, or YOU lose—he must be made to pay without being offended—or, again, YOU lose. There is one sure, safe, satisfactory way—the

Allison COUPON BOOK SYSTEM

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Manufactured by
ALLISON COUPON CO., Indianapolis, U.S.A.
Order them from your Jobber

THICK, SWOLLEN GLANDS

that make a horse Wheeze, Roar, have Thick Wind, or Choke-down, can be removed with

ABSORBINE



or any Bunch or Swelling. **No blister, no hair gone,** and horse kept at work. $2.00 per bottle, delivered. **Book 3 D free.**

ABSORBINE, JR., for mankind, $1.00, delivered. Reduces Goitre, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, Varicocele. Book free. Made only by
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

Huber Account Register and System

Our No. 200 Double Cabinet Construction



"Saves five hours a day."
—Jas. Burns, Brantford.

A PRACTICAL LABOR SAVER

The Huber System is adaptable to any kind of retail business, and is immeasurably superior to any other system. We would like to send you booklet telling you all about its many exclusive features.

SEND A POSTAL CARD TO-DAY TO

R. B. Belden & Co., - 178-180 Victoria St.
TORONTO

WE WANT SALESMEN—Ex-Merchants make good ones.



A New Fireproof Storage Warehouse
RAILWAY FACILITIES
Storage & Transfer Co. Limited
Quotations given HAMILTON

Wolverine **Show Case**



The best show case made in America for the money.

Price, $4.50 per foot f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by
Michigan Show Case Co., Detroit, Mich.



An exclusive special feature of
THE
Elgin National Coffee Mills

is the adjuster, by means of which the mill can be regulated, when running, to grind coarsely or finely. Every ELGIN NATIONAL has steel grinders, and is a very attractive piece of furniture (apart from its profitableness) in any store.

A high-grade mill at a
LOW COST

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.
MANUFACTURED BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Tea Lead,
Best Incorrodible
"Pride of the Island"
Manufactured by BRAND
ISLAND LEAD MILLS LIMITED,
Tel. Address: "Laminated," London. LIMEHOUSE,
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CECIL T. GORDON, MONTREAL



Time Means Money

You save both time and money when you use McGregor's patent
BAG HOLDER
Holds all kinds from ¼ to 10 lbs.

Write for details and prices.
KILGOUR BROS.
19 Wellington Street West, TORONTO



THOMAS MARTINDALE
A former Canadian, now a Millionaire Wholesale Grocer of Philadelphia

"Big capital, a fine reputation, dignity and past history stand for much in business life, but these adjuncts alone will not hold trade without advertising, against the modern, up-to-date concerns who use the potential force of publicity intelligently and persistently."—Thomas Martindale.

"Years ago when I was young and inexperienced in the trade there was only one brand of canned corn focused in the public eye, and that was 'Baker's,' and Baker's corn was then advertised and pushed to the limit. A couple of brands of tomatoes stood out ahead of the rest—the 'Beefsteak' and the 'Quinton.' Of canned peaches, 'Richardson & Robbins' was the most famous; of soap, 'B. T. Babbitt's.' My, but how I used to devour the literature and look at the pictures the Babbitt people used to send out about their soap! Rumford's baking powder was another trade winner, and 'White Rose' baking powder and 'Sea Foam' baking powder. And who doesn't remember the ads. picturing the benefits to be derived from the free use of Hostetter's bitters, of Plantation bitters, and of Helmbold's buchu?

"But now the very reading of some of these names is like listening to the forgotten strains of an old song which we sang when youth and suppleness made us light of foot and cheerful of mind; when everything was before us and we knew not what our future was to be.

"It is true that some, if not most of the articles enumerated, are still on the market, and no doubt they are as meritorious as of old, but the point is, they have not been kept to the front by the free use of printers' ink. Other manufacturers and packers and wholesale houses and commission houses have entered the field, and in a measure crowded the one-time household standbys to the rear.

"So it must go on. 'Youth must be served' at times, in business as in athletics. Big capital, a fine reputation, dignity and a past history stand for much in business life, but these adjuncts alone will not hold trade without advertising, against the modern, up-to-date concerns who use the potential force of publicity intelligently and persistently."—From an address delivered by Mr. Martindale at a banquet given by the Canadian Club, of London, Ont. His subject was "Advertising: Its Practice and Rewards."

We could add to Mr. Martindale's list the names of some Canadian products, once household words from coast to coast, whose makers relied on their "established position" to hold trade against progressive competitors, who grasped the immense possibilities of advertising and turned it to good account.

Next week's talk—Tom Murray, a Canadian, who has advertised himself into one of the best retail businesses in Chicago, tells how his purchases are influenced by trade paper advertising.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case		$2 00
½-lb. tins, 3	"	1 25
¼-lb. tins, 4	"	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	1 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Cases.	Sizes.	Per doz.
Royal	½ lb.	$0 95
"	¼ lb.	1 40
"	6 oz.	1 95
"	½ lb.	2 55
"	12 oz.	3 85
"	1 lb.	4 90
"	3 lb.	13 60
"	5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz		Per doz
		Peach	1 80
		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk.

	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.		2 00
½-lb.	"	
¼-lb.	"	0



Cook's Friend Baking Powder

In Cartoons	per dozen
No. 1, 1-lb., 4 dozen	2 40
" " 2	2 50
No. 2, 5-oz., 6 dozen	0 80
" 3	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " 2	2 20
No. 2, 4-oz., 6 dozen	0 70
" " 3	1 75

In Tin Boxes	per dozen
No 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs.	14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD

White Swan Breakfast Food, 2-doz. in case, per case, $3 00

The King's Food, 2-doz. in case, per case, $4 80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1 00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

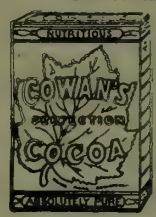
White Swan Wheat Kernels, per doz.	$1 40
White Swan Flaked Rice, per doz.	1 00
White Swan Flaked Peas, per doz.	1 00

Blue

Keen's Oxford, per lb.	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—	
Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations on Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 10c size, 4 dozen in box, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENDORP'S COCOA

A. F. Maclaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.,	$ .90
½ " ½ " " " "	2.40
½ " 1 " " " "	4.75
1 " 1 " " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
5-pound quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoas, 1-5, ½, ¼, 1-lb. 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 1
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	Cases	Doz.
Featherstrip, pails		0 16
Shredded		0 15
In packages 2-oz., 4 oz., 8 oz., 1 lb.		0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14
Package Coffees	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.50.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation with 2 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per dz. $ 25

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 40

Individual size jars, per doz. 1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " 50	3 60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz., case of 2 doz	$3 20
" 2	" 1 "	3 00
" 4	" 1 "	4 50
" 20	" ½ "	4 75
" 20	" 1 "	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.



Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb.	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 wood pails, 6 pails in crate, per lb	07

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

SOMETHING NEW

And what is more important "Something Good"

DOMELINE

Simply the genuine old reliable James Dome Black Lead in ***PASTE FORM.*** Put up in a very attractive tin, makes a big 5 cent package. Shines up clean and quick, leaving a lasting, brilliant polish. Pays a good profit.

W. G. A. LAMBE & CO. - Canadian Agents.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

"VOL-PEEK"

GRANITE CEMENT

Mends leaks and holes in every kind of kitchen utensil.

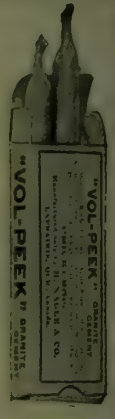
Made from pure, harmless and non-poisonous ingredients

Quick seller. Large profits.

Send for trial lot.

H. NAGLE & COMPANY

LAPRAIRIE, QUE.





Think it Over!

Isn't it worth while to handle a line that the women want? Such a line is

BLACK KNIGHT STOVE POLISH

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease'.

Moreover there's a 'worth while' margin of profit for you in selling "Black Knight".

F. F. Dalley Co., Limited HAMILTON, CANADA BUFFALO, N.Y.

MAHIQUES, DOMENECH & CO.

"M. D. & CO." Special Fancy Quality.
"W. ABEL." Standard Quality.

4 cr. layers. Selected. Fine off stalk.

Ask for these brands when buying

Valencia Raisins

They are recognized standards and leaders in the market.

The quality and appearance of these raisins are such as will please customers immensely.

Now is the season for Valencia Raisins. **The above brands will interest you.**

ROSE & LAFLAMME, LIMITED
AGENTS
MONTREAL AND TORONTO

"José Segalerva"

on a package containing

Malaga Table Raisins
Malaga Loose Muscatels
Jordan Shelled Almonds
Valencia Shelled Almonds

signifies that the box contains Spain's highest quality fruit or nuts.

AGENTS :
Rose & Laflamme, Ltd.
Montreal
Toronto

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited.

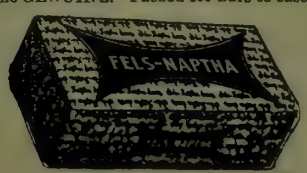


Assorted Case,	Contains 4 doz. $3.60
Assorted Case,	Contains 2 doz. $1.80
Lemon (Straight)	Contains 2 doz. $1.80
Orange (Straight)	Contains 2 doz. $1.80
Raspberry (Straight)	Contains 2 doz. $1.80
Strawberry (Straight)	Contains 2 doz. $1.80
Chocolate (Straight)	Contains 2 doz. $1.80
Cherry (Straight)	Contains 2 doz. $1.80
Peach (Straight)	Contains 2 doz. $1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95



List price.
" Shirriff's " (all flavors), per doz ....
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12
½-bbls.	0 12½
Tubs, 60 lbs.	0 12½
20-lb. Pails.	2 50
20-lb. tins	2 40
Cases 3-lb.	0 13
" 5-lb.	0 12½
" 10-lb.	0 12½



F.O B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 11½
Tubs	0 11¾
20-lb. pails	0 12
20-lb. tins	0 11½
10-lb. "	0 12¼
5-lb. "	0 12⅜
3-lb. "	0 12½
1-lb. cartons	12¾

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	1 00
Licorice lozenges, ½-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, per doz	$1 00
16-oz. glass jars, 2 doz. in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.). 1 doz. in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½ lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½ gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½ gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream family size, per case	$3 50
Ditto, hotel,	3.70
Silver Cow M'l	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F. ¼-lb. tins per doz.	$ 1 40
" ½-lb tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar per jar	0 75
" 1-lb. jar "	0 25
F.D ¼-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
" 60 ½-lb. "	

No. 5 Magic soda—cases 100–10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 80
" " black	"	15 00
Oriole soap	"	12 00
Glorioia soap	"	13 00
Straw hat polish	"	15 00



3 doz. to box.... $3 60

6 doz. to box . $7 20

30 days.



1 Box Price $1.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

		per lb
Laundry Starches—		
No. 1 White or blue, 6-lb. carton.		$0 07
No. 1 " " 3-lb. "		0 07
Canada laundry		0 06
Silver gloss, 6-lb. draw-lid boxes.		0 08
Silver gloss, 6-lb. tin canisters		0 08
Edward's silver gloss, 1-lb. pkg.		0 07½
Kegs silver gloss, large crystal		0 07
Benson's satin, 1-lb. cartons		0 07½
No. 1 white, bbls. and kegs		0 0
Canada White Gloss, 1-lb. pkgs.		0 06½
Benson's enamel	per box 1 50 to	3 00
Culinary Starch—		
Benson & Co.'s Prepared Corn		0 07½
Canada Pure Corn		0 07½
Rice Starch—		
Edwardsburg No. 1 white, 1-lb. car.		0 10
" " 1 " or blue,		

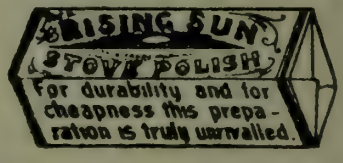
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross
Rising Sun, 8-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 5-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼ barrels, 175 lbs	0 04½ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "
Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

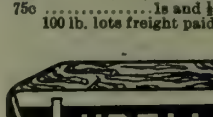


TEAS

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Gold Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 [illegible]
Green Label, 1's and ½'s	0 [illegible]	0 [illegible]
Red Label ½'s	0 40	0 [illegible]

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label ½'s	18c ea. 3 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.



MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " 1s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c	0 23

Green Label,	40c. 0 30
Red Label,	50c. 0 35
Orange Label,	60c. 0 42
Gold Label,	80c. 55



Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	56
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s.	38
Stag 5s.	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s.	45
Empire 5s, and 10s.	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	51

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 68
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch . 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agents:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

We sell absolutely the best brands of **SALT** for all purposes, made from purest brine by most modern and up-to-date processes.

VERRET, STEWART & CO.
LIMITED

No. 12 Port Street
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand
THE GUARANTEE OF QUALITY

TEA Our prices are still the same notwithstanding the big advance.

COFFEES We pride ourselves on the quality of our Coffees. Let us send you samples. Quality and prices will interest you.

PROMPT SHIPMENTS We prepared for the Fall Rush and quick shipments are the rule with us.

4 Free Phones
USE FREELY.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, NOVEMBER 5, 1909. NO. 45.



KEEN'S OXFORD BLUE

The only argument necessary to convince your customers of the undeniable superiority of KEEN'S OXFORD BLUE is to get them to try it once—they will buy it always thereafter. That's what you want, steady trade.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

"Crown Brand" Table Syrup

Every grocer and general storekeeper in Canada sells table syrup. The majority of them find that "Crown Brand" pleases their customers best. It is clear, clean, bright, proper consistency, body, flavor and healthy. Try a sample lot. You can buy it in tins, 2 lbs. up to 20 lbs., also in bbls., half-bbls., kegs and pails.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal



Profits are Assured

by satisfying customers

Imperial Products

satisfy everybody



Your business will increase and your customers be pleased by your handling

MacLaren's Imperial Cheese
Imperial Peanut Butter
Imperial Dessert Jelly



Manufactured and guaranteed pure by

MacLaren Imperial Cheese Co., Limited

TORONTO, ONTARIO

ARTHUR P. TIPPET & CO. Agents
Montreal

Currants
Of High Repute

Aside from their high quality, the evenness of the packing is a feature that will appeal instantly in currants shipped by

THE
GREEK
CURRANT
COMPANY

Fine, selected, high grade in every respect and well deserving of the place they occupy in the front rank of popular estimation. The Greek Currant Co. has a reputation to conserve and that's why their product never varies.



Fruits
Dried or Canned

The "Griffin" Brand of dried and other fruits established the standard of quality from which all other brands are judged, years and years ago. *Comparisons* are made from the "Griffin" Brand.

GRIFFIN &
SKELLEY

Their seeded and seedless Raisins, Canned Fruits, white and green Asparagus, Sterilized Prunes, Cured Fruits, are steady sellers to the most particular people — people who make a hobby out of "Quality." Best because no others are quite so good.



Gelatine
The Best There Is

Cox's Gelatine (in powdered form) is as staple as sugar, tea or salt. It is as safe to stock up with as sugar, tea or salt. No other gelatine claims superiority, because it involves wasted effort so to do.

COX'S

It is the absolutely pure gelatine. It never disappoints the cook. It never fails to accomplish the desired and expected result. And it maintains its unsullied reputation for quality steadily year in and year out.





Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative — 30-32 Main East

"Face-to-Face Business" — HAMILTON

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal.

10 Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778 — BOND 28

Largest and Finest Pure Whole Skinless Codfish "Royal Crown" in 100 lb. boxes.

Distributing Sole Agents

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.

Manufacturers' Agent and Warehouseman.

Importing Commission or Buying Agent.

Warehouse: City Spur Track.

Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.

P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Selected Raisins, Currants, Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER WHOLESALE BROKER, and MANUFACTURERS' AGENT

Ceylon Teas, Coffees, Spices, Mustard, Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea—stood the test in Western Canada for over 12 years—sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.

Yours truly,

G. C. WARREN

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Finest Bordeaux Whole Halves SHELLED WALNUTS

New Three Crown Shelled Almonds

LIND BROKERAGE CO.

23 Scott Street — Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

J. P. THOMAS

25 St. Peter St. — QUEBEC

Open to represent another progressive house in this territory. Al connection and highest references.

Write me to-day.

TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

NEW SEASON'S GOODS for Immediate Shipment

WE CAN TAKE CARE OF YOUR ORDERS FOR

CURRANTS, FIGS, DATES, PEELS

CALIFORNIA PRUNES, PEACHES AND APRICOTS

RAISINS

California Seeded, Valencias, Malaga (Table), Sultanas

OUR PRICES ARE RIGHT

EBY-BLAIN, LIMITED

Wholesale Grocers - - - TORONTO

A PHENOMENAL SELLING LINE



40c.	Grade costs you	30c.	per lb.	in lead packages.	
50c.	" " "	35c.		" "	
50c.	" " "	35c.	"	in 5lb and 3lb fancy tins.	
50c.	" " "	36c.	"	1lb and ½lb " "	
60c.	" " "	42c.	"	in lead packages	
75c.	" " "	50c.	"	" "	
1.00	" " "	70c.	in ½lb	fancy tins	
1.00	" " "	72c.	" ¼lb	"	

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St., MONTREAL

The Choicest of Mocha and Java

(And Nothing Else)

Scientifically Blended and Skilfully Roasted

Produoes the Richest and Smoothest Coffee Money Can Buy

This is the Formula for

White Swan Coffee

If You Cater to the Select Trade

You Cannot Afford to Overlook This Brand

Every Tin Sold Means a Well Satisfied Customer

Packed in One Pound Square Tins. Sealed in Parchment Bags

Cases: 2 or 4 Dozen

White Swan Spices & Cereals, Limited **Toronto, Ontario**

Here it is!

ASEPTO
SOAP POWDER

"The Enemy of Dirt"

Will save the user labor and money, without injuring the tenderest hands or most delicate fabric. There is a fine paying proposition for you in handling **ASEPTO!**

WRITE FOR DETAILS

ASEPTO MFG. CO.

ST. JOHN, N.B.

BROOMS

We Make

Brooms of Quality

ORDER NOW—Sample lot of our FINE CARPET, 4-String, Bamboo Handle, at $3.60 per dozen. Sample lots only UP TO 10 DOZEN—just to show you our goods.

Walter Woods & Co.

Hamilton and Winnipeg

To the Trade:

THAT

CEYLON TEA

HAS THE CALL,—

A statement recently made by the Grocery House which has the greatest number of important Retail Establishments, and is consequently in touch with the greatest number of consumers, of any in the country,—

IS

Convincing Evidence

THAT

Ceylon Tea is the Best

AND THAT

Ceylon Tea is the Cheapest

Money Talks! Listen!

Supposing you were working for some other firm and we came along and offered you more dollars to work for us, what would you do? We know the answer!

Quit selling some other brand and get to work handling

OLD HOMESTEAD BRAND
CANNED GOODS

not to please us, but to make money for yourself.

We are satisfied you *can* sell **OLD HOMESTEAD BRAND** profitably, because *we* know just how good it is!

We guarantee every can to contain only the freshest fruit and vegetables (all doubtful stuff being rejected by our inspectors) and the goods are canned by skilled labor in an up-to-date, sanitary factory. Recommend **OLD HOMESTEAD** and you will be surprised how the repeat orders come in.

Old Homestead Canning Co.
PICTON - - - - - ONT.

H.P. SAUCE

Our New Advertising Scheme Is Selling It Faster Than Ever!

Wide-awake Grocers are bringing it to the front.
There's a large and quick turn-over on H. P. Sauce.

W.G. Patrick & Co., Toronto and Montreal. R.B. Seaton & Co., Halifax, N.S.
W. H. Escott, Winnipeg, Man.

MIDLAND VINEGAR CO., BIRMINGHAM, ENG.



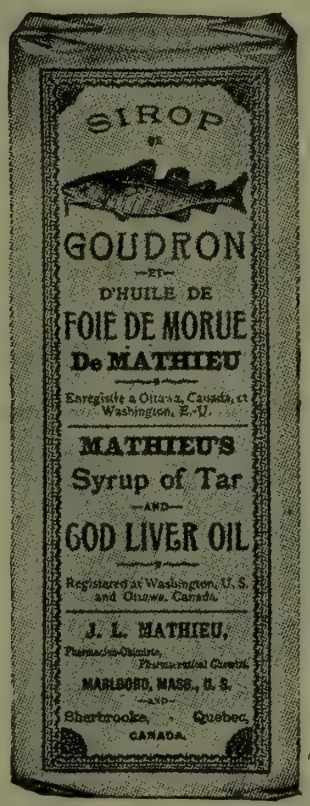
Counter Check Books

"Get The Best"

LOBLAW
CREDIT
SYSTEMS

The CARTER-CRUME COMPANY, Ltd.
TORONTO and MONTREAL

Mention this paper



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

AND

MATHIEU'S NERVINE POWDERS

are the safest sellers amongst all the cold cure and cough remedies on the market.

Their sale has increased enormously—
Thousands of testimonials attest their wonderful value—
They never become dead stock—
They afford dealers a good profit—
Those who once use them make them a household remedy—
Dealers who do not carry them simply lose sales that go elsewhere.

As the demand will be continuous for some months, order a good supply now.

Sold by all wholesale dealers.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto
Agents for Quebec:
Messrs. F.L. Benedict & Co., Montreal

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH

The best is as easy to secure as any other kind—and it pays much better in the long run.

QUAKER SALMON

is the best salmon packed.

Have You Yet Ordered?

::

MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

Ginger-Bread BRAND Molasses

(The Best There Is)

Produced and sold under the British flag

When ordering from your wholesaler specify the above well-known brand

RESULTS

Satisfied Customers Increased Sales

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

O·K

THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—The F. Abel Co.

You'll find us

ON THE SQUARE

for it is a square deal when you stock up with **SNAP!**



We claim that for removing dirt, tar, grease or paint from the hands **SNAP** is without a rival, and a generous public by calling for more **SNAP** amply backs up our assertion.

Surely you are not going to be left out in the cold! Order to-day.

SNAP CO., Limited
MONTREAL

"Keep up with the Twins"



"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal



— THE —

McCASKEY REGISTER SYSTEM

MADE IN CANADA

Coudersport, Pa., 1/25/09

Mr. C. R. Graybill (Salesman)
Dear Sir:

You told us that the register would help to collect our accounts, and I will tell you a little about it up till now.

The second day we used it a man owing us $63.87 came in and after getting one of the slips with his account on, said, "I want to pay my bill," I said, "pay it all?" and he said, "yes, and hereafter I want to pay every week," and his bill had not been settted in full before in five years.

The next evening a lady came in and paid a bill of nearly eight dollars that had been hanging fire for over two years.

Here is a litt'e note we got from a lady a few days ago. I will not give the name:

"Our account is so large that I am ashamed to see it on the bills and if my husband does not settle, I want you to get right after him." The next day we got a cheque; the amount was $136.92.

It is surely a crackerjack for credits. Two of our men have been sick with the mumps since you were here and the book-keeper has been doing up groceries instead of sitting at the desk, and we have got along alright.

(Signed) Harrison Gates.

The McCASKEY collects accounts. Let us tell you how.

DOMINION REGISTER COMPANY, Limited
Successors to The McCaskey Register Co. in Canada
96-104 Spadina Avenue TORONTO





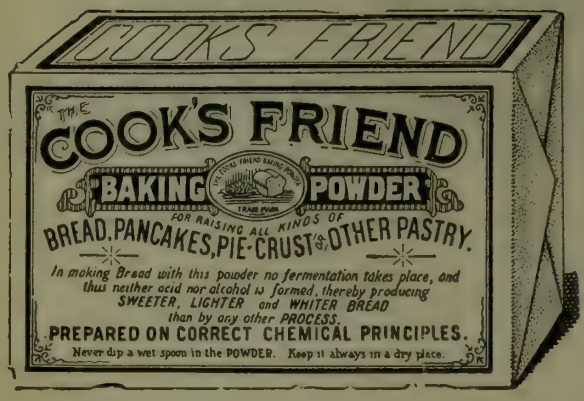
Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

A LEADER

FOR OVER

50 YEARS



W. D. McLAREN, LIMITED

Manufacturers

583-585 St. Paul Street - MONTREAL

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO

A "SPECIAL" FOR SUBSCRIBERS TO

The Canadian Grocer

At the beginning of 1909 we promised full value for every penny of the price. We have many assurances that we have fulfilled our contract thus far. If Busy Man's has pleased you this year, you may safely expect a greater magazine in 1910.

To subscribers of The Canadian Grocer we will send Busy Man's one year for one dollar and fifty cents. This is a discount of 25 per cent., and applies only to subscribers to this paper.

Fill in one of the attached forms and get the best combination that any business man can buy at the price.

If you are already a subscriber to The Canadian Grocer or Busy Man's (or both) the subscriptions will be extended one year from date of expiration.

The MacLean Publishing Company, Ltd.,
10 Front Street East, Toronto.

Herewith is $3.50 for which send The Canadian Grocer and Busy Man's Magazine one year.

Name .....

Street .....

Place .....

If you already take The Canadian Grocer and Busy Man's your subscription to Busy Man's will be extended one year from date of expiration.

The MacLean Publishing Company, Ltd.,
10 Front Street East, Toronto.

Herewith is $1.50 for which send Busy Man's Magazine one year.

Name .....

Street .....

Place .....

Stop Driving Trade Away



from your store! You can get hold and retain the better-class family trade (than which none is more desirable) by handling preserves of acknowledged purity.

E.D.S. BRAND
JAMS and JELLIES

have been found by the Government Analyst to be one hundred per centum pure. They have jumped right to the front rank of public favour through sheer merit, and will prove a most profitable article for you to sell.

SEND FOR PRICES

E. D. Smith's Fruit Farms, Winona, Ont.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

"Turn Your Spare Time Into Money."

When you read this paper do you ever think of the opportunity open to you if you have spare time to look up new subscribers.

We publish other trade papers and require representatives to push circulation.

If you show business-getting qualities, we can always offer you promotion. Consider the opportunity of further extending your business education, and adding to your income at the same time; because, to be successful in canvassing for trade papers, you must study and understand them; to study and understand them is to absorb practical information, and to increase your earning power, by getting a grasp of every day actual business happenings as they occur and are disposed of.

This work, while affording valuable experience in modern business methods, will substantially increase your income, as our commissions are liberal.

When applying give references and state your qualifications for the appointment.

THE CANADIAN GROCER
TORONTO, CANADA

A Great Selling Team

¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

Borden's New Size Package Retails at 5c.



"Peerless Brand" Evaporated Cream $2 per case of 4 doz.

UNSWEETENED

ORDER NOW

BORDEN'S CONDENSED MILK COMPANY ESTABLISHED 1857

WILLIAM H. DUNN - - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Canada First

is the purest, richest and most digestible product in the line of evaporated cream that any grocer can handle.

ORDER FROM



Evaporated Cream

It is a perfect infant food, efficiently sterilized and unsweetened. It creates steady custom.

YOUR JOBBER.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

McCready's Pickles

You cannot stock any better. Made from finest home grown vegetables and finest spices and vinegar made on the premises.

NEW SEASON PACK NOW READY. ORDER AT ONCE EITHER IN BOTTLES OR IN BULK.

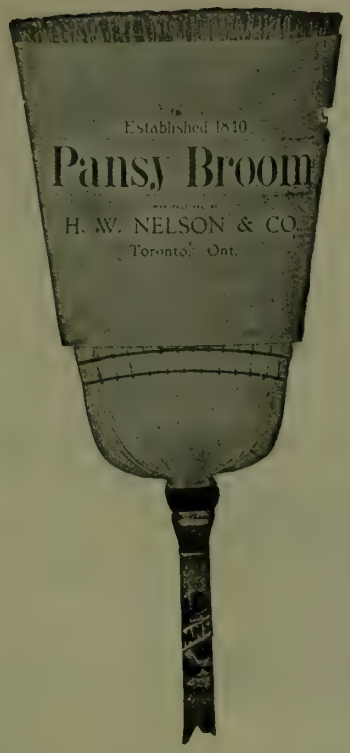
Thos. McCready & Son, Limited

Bonded Vinegar, Pickle and Sauce Manufacturers - - - St. John, N. B.

Distinctive Appearance

"PANSY"

The best broom value on the market—the **"PANSY"** is just the right weight and size, and has that springiness which is only found in the higher grade broom corn. Housewives who have once used the **"PANSY"** will have no other.



Distinctive Quality

BROOM

We can supply you with Brooms of any grade—but the **"PANSY"** is the broom we recommend, and the one which you will find most profitable to handle. There is no other on the market "quite so good."

Write for price list.

H. W. NELSON & CO., LTD.

TORONTO, CAN.



"White Dove" Cocoanut

The Cocoanut with the high reputation for ***quality.***

The profitable line for ***you*** to handle.

MADE BY

W. P. DOWNEY

MONTREAL

"We will never be buried with the unknown dead---we ADVERTISE. There's the whole thing in a nutshell ---we ADVERITSE; and, therefore, we CANNOT be unknown."

MONTREAL BUSINESS

is worth going after. If you are not represented here correspond with us. If your proposition is a good one we will take it up

Snowdon & Borland

Manufacturers' Agents

34 Guardian Building :: MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.



It dries them up **Common Sense**

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

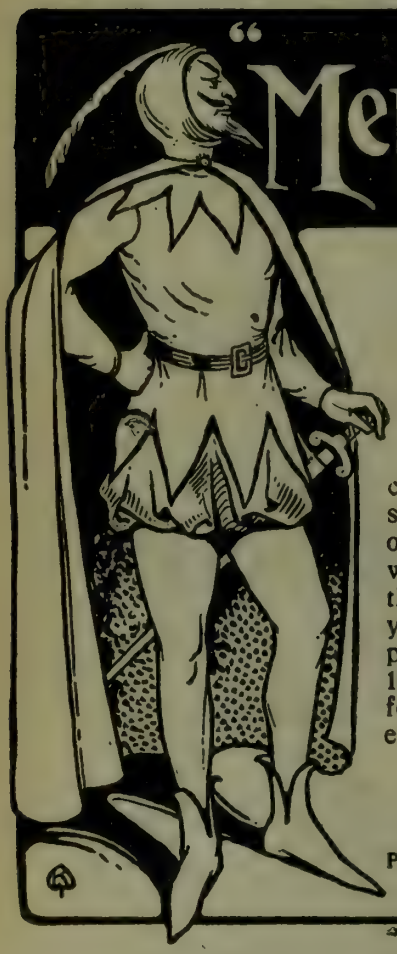
Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG



"Mephisto"

BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and Pictou, N.S. Canada

SUGARS

The best are the cheapest.
Ask for, and see that you get

Redpath

Extra Granulated

and other grades of refined. Supply your customers with only the best sugars obtainable.

IT WILL PAY!

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.



2 BUSINESS BRINGERS

Shirriff's

Orange Marmalade & Flavor Essences

Noted for their flavor and purity. A sure bait to land the better-class trade.

Imperial Extract Co. 18-22 Church St. TORONTO



ESTABLISHED OVER 200 YEARS

CHAMPION'S VINEGAR

IS THE BEST



LONDON, ENGLAND — MADE FROM THE FINEST MALT

COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

The season of mince pies draws near, and

STERLING Brand MINCE MEATS

are on popular call. Here is quality mince meat, that has won popular favor on its merits. Done up in glass and in 6½, 12, 28 and 50 pound pails.

Made in Canada by

The T. A. Lytle Co.

Limited

Sterling Road :: TORONTO, Can.





NEW SEASON'S

Fine Old English Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.



A Sure, Fast Seller

Anything that is the above will certainly interest you.

We have such a proposition in our

Holland Rusks

"The Food of Old Holland"

Delicious, nutritious, full of that "want more" quality which means repeat sales for you. Profits large.

SEND FOR SAMPLE

HOLLAND RUSK CO., HOLLAND, MICH.

Makers of the Original

If your jobber cannot supply you, please notify

McGREEGOR SPECIALTY CO.

672 Yonge Street, TORONTO



BULK—25 lb. Pails and 60 lb. Tubs

ALL WHOLESALERS.

NICHOLSON & BROCK, - - TORONTO

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

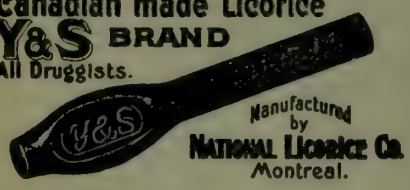
W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE

Canadian made Licorice

Y&S BRAND

All Druggists.



Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse, Calgary and Edmonton



Carr & Co's Carlisle Biscuits

have a world-wide reputation for flavor and quality. They are invariably packed in such a way as to reach the importer in as fresh and crisp condition as when they leave our factory. Order from nearest agent.

CARR & CO'Y, CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Port Arthur to Alberta
L. T. Mewburn & Co., Ltd.,		Province of Alberta
The Standard Brokerage Co., Ltd.,	Vancouver, B.C.,	British Columbia
T. A. MacNab & Co.,	St. John's,	Newfoundland

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market

Buyers of Poultry, Game, Eggs and Feathers
Prompt Remittance—No Commission
Reference—any Bank.

(Our Own New Modern Cold Storage Plant Just Completed.)



STOCK WHITE MOSS COCOANUT

and you will be sure that you are carrying the finest, purest cocoanut—the kind your most critical customers will appreciate.

The Canadian Cocoanut Company
Montreal

Tartan BRAND

IN STORE

Finest Selected Valencias, Sultanas, Malaga Raisins, all kinds
Finest Figs, Peels, Apricots, Peaches, Nectarines
Finest Shelled Almonds, all grades
Finest New Santa Clara Prunes
New Labrador Herrings, Mackerel
New Sea Trout, Holland Herrings, etc.

Phone or write for quotations
Long distance 596 free to buyers

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

The *Made in Canada for past three years.*

Huber Account Register and System

Practical

Durable

Simple



The laborious tasks connected with the old style of keeping accounts are entirely gone in the Huber System. The counter checks show the present purchase, past indebtedness, and total amount owing to date with one writing. The amount of any account can thus be instantly given. It is adaptable to any business. Hundreds of Canadian merchants have used the Huber System for past three years, and we shall be happy to send our fully descriptive booklet telling what they think of it.

SEND TO-DAY TO

R. B. Belden & Co., - 178-180 Victoria St.
TORONTO

St. Lawrence Sugar

GRANULATED

and

GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

Club Jelly Powders

Tell your customers that there is AN EXTRA PACKAGE in each carton of these Jelly Powders—for making the cream for the jelly.

This is a good selling pointer

S. H. EWING & SONS, Montreal and Toronto

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. Everybody helps to sell it who has seen it or it will sell itself when exhibited. It combines in one machine the cash and credit register, time recorder and account register. We want representatives everywhere—men alert, intelligent, not afraid to hustle. Write for our proposition. Book-keeping Machines, Limited; head offices and show rooms, 424 Spadina Ave., Toronto. Branches, Vancouver, Winnipeg, Montreal. (tf)

WANTED—Traveler on commission in Toronto and district to sell Wagstaffe's Fine Old English Mince Meat and Plum Puddings. One with connections or an agent preferred. Apply Wagstaffe, Ltd., Pure Fruit Preservers, Maple Ave., Hamilton. (45)

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (48p)

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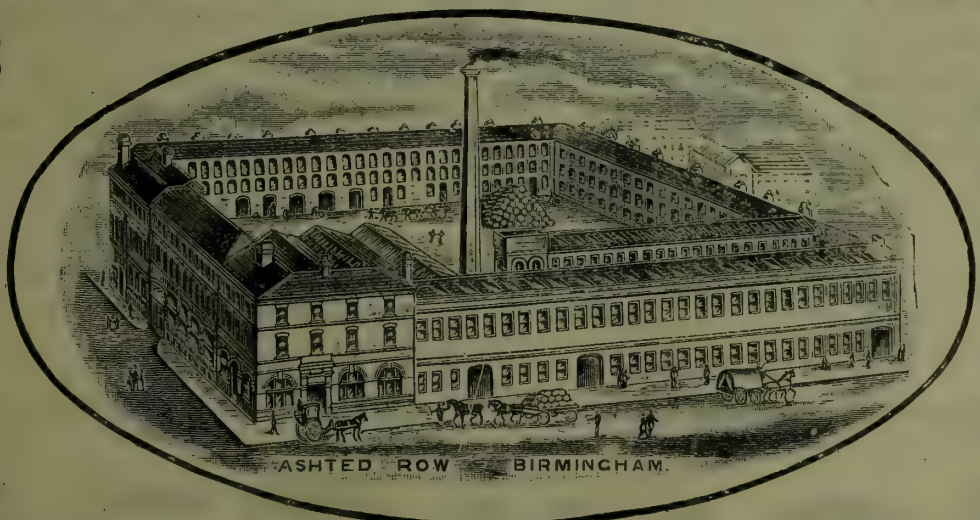
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INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Allan, Robt., Co. 2
Allison Coupon Co. 58
American Tobacco Co. 52
Asepto Mfg. Co. 4
Aylmer Condensed Milk Co. 12

B

Baker, Walter, & Co. 50
Balfour, Smye & Co. 17
Beardwood Agency 44
Belden, R. B 17
Benedict, F. L. 46
Blue Ribbon Tea Co. 3
Borden Condensed Milk Co. 12
Bostock, J. J. 39
Brack & Co. 2
Bristol, Geo. & Co. outside back cover

C

Canada Sugar Refining Co. 14
Canadian Biscuit Co. 47
Canadian Cocoanut Co. 16
Canadian Milk Products, Ltd. 50
Capstan Manufacturing Co. 47
Cargill, H. 46
Carr & Co. 16
Carter-Crume Co. 7
Ceylon Tea Ass'n. 5
Champion & Slee 15
Christie, Brown & Co. 47
Clare & Little 2
Clark, W. 44
Clawson & Co. 2
Common Sense Mfg. Co. 13
Concord Canning Co. 44
Connors Bros. 57
Constant, H. 46
Cowan Co. 48
Cox, J. & G. 49

D

Davies, Wm., Co. 42
Dignard, Ltd. 47
Dominion Cereal Co. 44
Dominion Molasses Co. 8
Dominion Register Co. 9
Dominion Warehousing Co. 2
Downey, W. P. 13
Duncan, W. W 38

E

Eastern Canning Co. 39
Eby-Blain Limited 3
Edmonds & Baker 38
Edwardsburg Starch outside front cover
Empress Mfg. Co. 41
Enterprise Mfg. Co. 59
Erb, Herman 39
Escott, W. H. 46
Essex Canning Co. 10
Estabrooks, T. H. 39
Evans, F. G., & Co. 39
Ewen, J. W 46
Ewing, S. H., & Sons. 17

F

Fairbank, N. K. 9
Fearman, F. W., Co. 44
Fels & Co. 40

G

Gibb, W. A. Co. 56
Gillard, W. H., & Co. 16
Gillett, E. W., Co., Ltd. 44
Goodwillie & Co. 19
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 14
Grant, W. J. 52
Gunns Ltd. 42

H

Harnett-Ridout 62
Hills, Wm. J. 55
Holbrooks, Ltd. 19
Holland, Rusk Co. 19
H. P. Sauce 7
Huber Account System 17

I

Imperial Extract Co. 14
Imperial Tobacco Co. 52
Irish Grocer 2
Island Lead Mills Co. 59

J

James, F. T., Co. 56
Jameson Coffee Co. 39

K

Kilgour Bros. 59

L

Lake of the Woods Milling Co. 51
Lambe, G. W. A 2
Laporte, Martin & Co.
Leitch Bros. 50
Lind Brokerage Co. 2
Loggie, W. S., & Co. 57
Lytle, T. A. Co. 15

Mc

MacLaren Imperial Cheese Co. 2
MacNab, T. A., & Co. 2
McCabe, J. J. 54
McCready, Thos. 12
McDonald, Gordon & Co. 18
McDougall, D., & Co. 52
McGreegor Specialty Co. 17
McIntosh, F. R., & Co. 39
McLaren, W. D. 10
McLeod & Clarkson 39
McVitie & Price 48
McWilliam & Everist. 54

M

Magee, Fred 14
Magor, Frank outside front cover
Mahiques, Domenech 63
Malcolm, Jno, & Son 21
Marshall, E. A. 39
Mason, Geo. & Co. 8
Mathewson's Sons 8
Mathieu, J. L., Co. 7
Merchants Portrait Co. 46
Midland Vinegar Co. 7
Millman, W. H., & Son. 2
Montreal Biscuit Co. 50
Mooney Biscuit and Candy Co. 49
Morse Bros. 62
Mott, John P. & Co. 48

N

Nagle, H. 62
Napanee Canning Co. 10
National Licorice Co. 16
Nelson, Dale & Co. 48
Nelson, H. W. 13
Nicholson & Bain. 41
Nicholson & Brock 17
Nishimura, S. T. & Co. 20

O

Oakville Basket Co. 13
Oakey, John & Sons inside back cover
O. K. Sauce. 8
Old Homestead Canning Co. 6

P

Pickford & Black inside back cover
Poulin, P 16

R

Ram Lals Tea Co. 3
Richards Pure Soap 46
Robertson, R., & Co. 39
Robinson, O. E., & Co. 56
Rowat & Co. 42
Ryan, Wm. Co. 42

S

St. Lawrence Sugar Refining Co. 21
Salada Tea. 23
Sanitary Can Co inside back cover
Scott, David, & Co. 18
Sealshipt Oyster System 57
Segalerva, Jose 63
Smith, E. D. 10
Snap Co., Ltd. 8
Snowdon & Borland 13
Sprague Canning Machinery Co. 46
Spratts Limited inside back cover
Stamper, D. 2
Stevens-Hepner Co. 20
Stewart, I. C. 58
Stringer, W. B. 55
Symington, T. 7

T

Thomas, J. P. 2
Thurston & Braidich 41
Tippet, Arthur P., & Co. 1
Toledo Scale Co. 22
Toronto Salt Works. 46
Truro Condensed Milk Co., Ltd. 9
Tuckett, Geo. E., & Son Co. 53

V

Verret, Stewart Co. outside back cover
Victoria Fruit Exchange. 38

W

Wagstaffe, Limited. 15
Walker Bin and Store Fixture Co. 58
Walker, Hugh, & Son. 55
Warren, G. C. 2
Watson, Andrew. 62
Watson & Truesdale. 2
Weese, G. Wallace. 2
West India Co 20
Wethey, J. H. outside back cover
White & Co. 55
White Swan Spice & Cereals, Ltd 4
Wilson, W. Harry 39
Wiseman, R. B. & Co. 62
Wood, Thomas & Co., Ltd. 64
Woodruff & Edwards. 59
Woods, Walter, & Co. 4

Y

Young, W. F. 58

Symposium of Opinions on Short Terms of Credit

What the Trade Says About the Principle of it—Example Furnished by Fruit and Produce Association—Some Retailers Claim Bigger Profits on Account of the Shorter Terms and Explain Why—a Check on the Unscrupulous Buyer.

The principle of shorter terms of credit is meeting with favor from retail merchants. A concrete example of the principle was supplied during the past summer by the action of the Toronto Fruit and Produce Association, which prior to May 1st issued a notice to the effect that all accounts must be settled weekly after that date.

It is well known to Grocer readers what the effect of this ultimatum was on grocers who handled fruit and produce. Many of them were indignant that good-pay grocers should be black-listed if they should happen to neglect the payment of their accounts within a specified time. Others looked at the matter in a different light, believing that this policy was the proper one to pursue.

There are arguments in favor of both contentions. It was not, however, with these arguments in veiw, that The Grocer interviewed different members of the retail and wholesale trade, regarding the shorter terms of credit. With the principle of it, practically all were of the same opinion and many went so far as to say that they made more money out of fruit during the past season because the weekly terms of credit existed. There may, of course, have been other causes—and others were suggested—which were conducive to the better profits in fruits.

Checks the Unscrupulous.

One of the greatest benefits of the shorter terms of credit to the trade in general is that it prevents the unscrupulous grocer or fruit dealer, who begins a business in the spring with the intention of buying on long credits and slashing prices in order to secure trade. That he is detrimental to the business of the community in which he is located is evident. He is dishonest if he doesn't pay his debts and unfair if they are not paid within a reasonable time. He is usually in the business for all he can get out of it, regardless of the injury he does his competitors.

Several retail grocers gave it as their opinions that the short terms of credit had prevented the working of many of this class and indirectly had allowed them to make more money on fruit this season than they ever did before with the same outlay and labor.

Prevents Over-Buying.

Others maintained that the principle of the short terms of credit had caused them to be more careful in buying from the fruit market. Occasionally they used to visit the market and if they saw a block of fruit offered at what they considered an extra good bargain, they purchased it. The chances were that when they came to sell such a quantity by retail, they found themselves overloaded, and thus the "big money" they anticipated making was turned to losses. The fruit rotted and had to be thrown away.

Several retailers throughout Ontario, as well as some of the wholesale fruit dealers, maintain that for this reason, the former made more money out of fruit this year.

A jobber in relating his experience said that when the shorter terms of credit were established last May, he had 113 delinquents on his books. To-day he had only 20. He had been told by several retailers, who in the beginning had opposed the scheme, that they were now entirely in favor of it. They had always kept ahead in their fruit department, bought what they were sure they would reasonably sell, and made good profits. Another admitted this, but claimed that a year ago the same could not have been accomplished. This year was a remarkably good one for fruit, and the majority of the Toronto jobbers had little difficulty in disposing of practically everything that was consigned to them.

Splendid Keeping Qualities.

No doubt there were other profits. A retailer attributed a great deal of his better fruit year to the fact that the Canadian crop was so excellent, that the quantity harvested was large, fruit was cheaper and therefore more of it was sold.

"When peaches retail at $1.25 per basket," he said, "the probability is that an intending purchaser will either pass them by or buy a single basket; but if they are 70 or 75 cents, she will likely take 2, 3 or even 4 baskets."

A jobber in reviewing the situation maintained that the good year was due to the fact that the keeping qualities of the fruit were superior to any past season. He had been 26 years in close touch with the Toronto market, and had never seen the fruit better. It was a significant fact that not once during the whole season did the scavenger have occasion to cart away a single barrel of spoiled fruit from his stand at the market. His firm had always sold all their fruit—with the exception of what deteriorated—but this year more than ever had been disposed of, principally, he thought, because more had come in. More attention had been paid to spraying, picking and packing, and the fruit had been in much better condition. Weather conditions, so far as selling was concerned, were also in favor of a profitable year.

This particular jobber was one of those not on the list requiring weekly payments. He was, however, in favor of the principle of shorter terms of credit, and thought that they may have done some good, particularly in checking the unscrupulous buyer. So far as preventing over-buying was concerned, he maintained that naturally no fruit retailer would be caught more than once. He might "get stuck" on a shipment, but it was not reasonable to expect that the error would be made again.

Retailers in places outside Toronto were almost unanimously in favor of the principle of the short term of credit. It helped them to receive more prompt payments from their customers; in fact, it gave them an impetus to look more closely after their accounts, and, as observed among the opinions of others, the price-cutter and dishonest dealer were kept more securely under control.

A PROHIBITIVE DUTY.

From St. Vincent it is reported that West Indian Arrowroot crops were good, but that the arrowroot industry is in a very unsatisfactory condition owing to over-production. What is desired is that something should be done to open the Canadian market. The duty of 20 per cent. ad valorem imposed by Canada is declared to be prohibitive. Cotton can only be grown on lands at low elevations near the coast, whereas arrowroot can be grown in all parts of the island. It has been grown to such an extent that the market is overstocked, and prices have become unremunerative. At anything under 2d. per lb. it is said to be not worth growing. The exports of arrowroot from St. Vincent in 1908-9 were 5,194,727 lbs., valued at £29,517.—British Trade Journal.

OFF TO THE WOODS.

No less than three members of the staff of the "Salada" Tea Co. are now in the wilds of Northern Ontario. J. K. Chambers, W. H. Barron and E. F. Whittemore. It is hoped that these ardent sportsmen will have good luck and prove themselves mighty Nimrods. Two weeks in the bush will make them keener than ever when they hit the business trail again.

SOME CANADIAN IMPORTS.

The imports of coffee into Canada during the year ending March 31st, 1909, according to the Trade and Commerce Department, Ottawa, were 10,151,891 lbs. valued at $1,001,016; chicory root, 233,670 lbs., valued at $10,950; cocoa, 5,579,221 lbs., valued at $1,049,707; green tea, 8,983,083 lbs., valued at $1,400,805, and black tea, 23,546,596 lbs., valued at $3,679,473.

Resume of the Evidence before the Royal Commission

Results of the Preference Given to the West Indies by the Canadian Government—Other Preferences Desired by Canadian Manufacturers — Better Transportation Facilities Required—Improvement Wanted in Cable Service.

In previous issues of The Canadian Grocer references have been made to the meetings of the Royal Commission on trade relations between Canada and the West Indies. A resume of the discussion in the various cities in Canada where sittings were held should prove of considerable interest to those anxious to see the betterment of trade relationship between these two countries.

One of the principal duties of the commission was to enquire to what dimensions the trade between Canada and the British West Indies had already attained; what increase had taken place in late years and to what causes it may reasonably have been attributed, and more especially how far such increase was due to the preference granted by the Canadian Government. The second duty was to consider by what means it may be possible to promote and extend this trade; to enquire and report as to what advantages the British West Indian colonies may be able and willing to give to imports from Canada, more particularly by the reduction of duties, and whether, on the other hand, the existing markets in Canada for West Indian produce, especially for sugar and molasses, may be secured and extended.

The commission consisted of Lord Balfour, of Burleigh; Sir Daniel Morris, Sir John Dickson-Poynder, Hon. W. S. Fielding, Hon. Wm. Patterson, R. H. McCarthy, Hon. Geo. Gordon, Lord Balfour's private secretary, and H. Russell Cowell, secretary of the commission.

The commission held its first meeting at Ottawa, on Sept. 22nd. The remainder of the itinerary was as follows: Toronto, Sept. 27th to 28th; St. John, N.B., 29th to 30th; Halifax, Oct. 1st to 2nd; Montreal, Oct. 4th to 5th.

Ottawa evidence was secured principally from government officials in touch with the trade relations between the two countries.

Business men were prominent in the evidence at Toronto. The lack of adequate transportation was urged as the principal drawback to an improvement of the trade between the West Indies and Canada, and several witnesses drew attention to the almost prohibitive cable rates—as high as 6s. per word from Demerara. Canadians share with West Indians the strong feeling that reform in these directions in imperatively needed. As a complete report of the sitting in Toronto was published in the issue of Oct. 1st, it is not necessary to go further into the points brought out in the evidence. The chief witnesses were J. D. Allen, who was chairman of the deputation of the Toronto, St. John, and Halifax Boards of Trade which made a trip through the West Indies; Hedley Shaw, of the Hedley Shaw Milling Co.; G. M. Murray, secretary of the Canadian Manufacturing Association; H. N. Cowan, manager of the Cowan Co., and Sir Amelius Irving.

Want Preference on Flour.

At St. John, New Brunswick, the fish exporters, who gave evidence, agreed that they required no preferential tariff on fish or lumber, fearing no competition in those articles. The witnesses favored a preferential duty on flour, which they believed would turn towards Canada the whole of the British West India flour trade of 500,000 barrels annually. They advocated the establishment of storage warehouses at Atlantic ports, with goods for West Indian markets, which would enable orders to be executed immediately, and would avoid the delays caused by the long Canadian railway journey to the seaboard.

A Combine Contention.

The Canadian sugar refiners were heard at Halifax where R. E. Harris, director of the Acadia sugar refinery, was under examination for several hours. He maintained that the planters from the British West Indies took all the advantage of the preferential tariff, leaving nothing for Canadian importers. He alleged that higher prices were charged by them for sugar landed in Canada than for that landed in New York. He opposed reciprocity between Canada and the West Indies unless safeguards were provided against the present combination by the planters, which he said threatened to extinguish the Canadian sugar refining industry.

The Montreal Sitting.

Of the points brought out at the Montreal sitting of the Royal Commission investigating trade relations between Canada and the West Indies, three seemed to be of the most vital interest. They were: the matter of better transportation, the establishment of a reciprocal preferential tariff; and the improvement of the cable service.

On the first point nearly all witnesses were agreed that, under existing conditions, very little could be done to improve trade, the present service being too slow. Cold storage was not provided for fruit imports, and for this reason most of such cargoes came through New York.

W. H. D. Miller, of Stevens & Miller, in talking to a representative of The Grocer, expressed a concise opinion of the whole subject.

A Fortnightly Service.

Suggestions as to speed of steamers seemed to coincide. They should be moderately fast, at least 13 to 14 knots per hour, and should run every fortnight. Montreal seemed to be the choice as a summer port with Halifax or St. John during the winter months. The chief reason advanced in favor of Montreal being chosen as the summer terminal was that its central situation enabled most economical boat or rail shipments to all parts of Canada. For instance, shipments would be made entirely by boat to or from any point on the great lakes. It was argued that a much better freight rate could be given if the rail haul could be largely dispensed with, and this could only be accomplished by making Montreal the summer terminal.

J. Russell Murray, importer, who is largely interested in the transportation question, on account of his fruit trade, suggested that if such a line could be started, the steamers should call at some of the St. Lawrence river ports on each trip, making the calls alternately, thus giving these ports direct connection, and not materially interfering with speed.

Regarding cable service, he agreed with Lord Balfour that it would be impossible to improve it much on account of the volcanic sea bed over which the wires had to pass. Breakages were frequent and unavoidable. A system of wireless seemed to him to be the only practicable solution of the difficulty.

Against the Preference.

The only dissenting voice on the preferential tariff was that of the sugar refiners, who wanted the tarif on both raw and refined sugar done away with. All other witnesses thought more complete reciprocity would be very beneficial to all concerned. Lists were presented by one witness as to what lines should be included in such an arrangement.

A good suggestion was made by one man, the establishment of a government bureau in Montreal to look after Canada-West Indies interests. It would need only one well-informed man to constitute

such a bureau, and he could do a great deal of good toward keeping merchants in both colonies in touch with each other.

Generally speaking, the commission had the effect of bringing men of varied interests together on the common ground of trade improvement, and emphasized the fact that they all had the same troubles, or practically the same. It was shown that it is only a question of obtaining concerted action to enable proper steps to be taken to remedy the present defects, chiefly three, as was stated before—poor transportation facilities, poor cable service, and an inadequate reciprocal tariff. When these are remedied, it is prophesied that Canada and the West Indies will be as close together as any two Canadian provinces are now. It is certainly worth a big effort to obtain such a result.

A Retail Grocer's Grievance Against the Jobber

Maintains that the Cutting Out of Cash Discounts is Unfair—Touches on the Secret Rebate Problem — Practical Suggestions on Store Methods by Hamilton Merchants — Live Questions in the Minds of the Trade.

Special Staff Correspondence.

Hamilton, Ont., November 3.—The cutting out of many of the cash discounts formerly given by wholesalers is the subject of much adverse criticism by Hamilton grocers.

One of them remarked in discussing the question: "I am not at all satisfied with what they have done in this respect; I maintain the giving the cash discount is the only fair way to do. It may not be fair that a strong grocer can purchase 10 cases of goods cheaper per case than a weaker one can buy one or two cases, and yet this is being done right along.

"But there is no reason why the man who pays cash should not have an allowance on his money, and in an upright, honest way.

"It is a well-known fact that some grocers have cheek enough to take money to the wholesale houses, and by a humiliating shuffle get a rebate; but a man possessed with the dignity of a business man will not stoop to such means, and yet he often feels that he is entitled to it."

Separate Place for Fish.

The necessity of keeping groceries provisions, fish, etc., in different departments is well exemplified by a Hamilton grocer.

"I keep my goods in four departments," he said; "it is obvious that I should not place fish for instance in proximity to groceries."

He also took particular interest in the training of the salesman in the store and advocated salesmen reading their trade paper carefully—more especially articles in reference to themselves.

"Where clerks do not take The Canadian Grocer," he remarked, "the 'boss' should hand them over his own and find out what they learned when reading it; the paper is full of information too valuable for any clerk to miss."

Not Afraid of Light.

Another grocer is a strong advocate of keeping windows in good shape and well lighted. "I think money spent in good light is well spent," he said. "To have windows well dressed with a few attractive price-cards, and lighted up every night after the store is closed is good advertising. Bright light is bound to draw trade.

Speaking on another subject, he said: "I am always very careful not to overrate anything; it is far better if the goods turn out above what they were represented, than below, you know.

"We sometimes load our delivery wagons in front of the store and sometimes at the rear. For some reasons I like to load up at the rear, but I realize the fact that to load up a good big load in front of the store has a valuable advertising effect.

How to Gain Confidence.

"To gain the confidence of the people is the great secret in business," he continued, "and this cannot be done in a day; it takes years, but when once established the success of the business is assured. It is not enough to be honest, but you have to understand the nature of the goods you sell, so that you can talk intelligently about them."

In every walk of life one crosses paths of individuals who appear to have missed their calling in life, as the old saying goes. The grocery store requires more than anything else an obliging proprietor and obliging salesmen. Where these are lacking the want is usually reflected in the whole store. Imagine a merchant greeting a representative of a trade paper who is collecting and suggesting practical store methods being greeted in this ungrammatical and discourteous language: "Times is good; everything is lovely; I have no time to read The Grocer; it may be all right for you, but 'taint for me."

This same grocer, nevertheless, has worked out a good idea in handling his coal-oil. It is carried in a box or tank under the delivery wagon and taken out by tap at customers' houses, whenever wanted. It is handy, saves cans and protects the groceries from a coal oil taste.

Selling by Weight.

There is one Hamilton grocer who keeps no dry measures in his store; he sells all his potatoes, carrots, etc., by weight and he is anxiously waiting to see the government adopt a standard of 75 lbs. as the legal weight of a bag of potatoes. It will be more easily handled he maintains.

"Here is a good thing," remarked a merchant referring to rubber hooks for his tea scoops.

"You see we have a number of tea chests here with different varieties of tea, and we use two scoops to handle all these teas. These were usually thrown into the chests where the last teas were taken from, and when you wanted one again you often had to look through all to find it. Now we drop them on these two rubber hooks, where they are al-always handy and always in place. The reason I got rubber hooks is to save the scoops from becoming dinged and from making a noise when you hurriedly throw them on.

"I have another hobby of my own, which may seem rather ancient, but after all I prefer it to small bags for spices and other articles in small quantities, and that is the old fashioned "cornucopia" or cone shaped twirls. We have a particular knack in making them, which we do when we have time, and they are cheaper, save the string and a salesman can do one up in one-third the time it takes when he uses the ordinary bag, and the packages look better."

"Some time ago," said another grocer, " I saw an article in The Canadian Grocer referring to the question of biscuit manufacturers invoicing their goods at retail prices with 20 per cent. off. I consider that a good idea and it should be put into practice."

Still another desires to see the Division Court Act amended so as to give it some practical value to merchants and advocates that the matter be taken up with the government at the earliest possible opportunity.

HINTS FOR WINDOW SIGN.

This dainty toilet soap is a flesh beautifier—better than all cosmetics.

The way to find out about these is to step inside and examine them.

Get a can of this chloride of lime and disinfect your premises this spring.

Tell your cook that spring vegetables are now ready and fresh every day.

We don't keep a "bargain" store, and yet you will find bargains all over the store.

We are compelled to go from the sublime to the ridiculous, as our prices are ridiculously low.

The lightest and most palatable cakes and wafers are always found here—and freshly baked.

Successful Methods Adopted by Canadian Grocers

Western Canadian Merchant Becomes Member of Parliament—Niagara-on-the-Lake Grocer Closes Early Every Night—How a St. John Grocer Displays Bread —Special Show Card Sells Goods—What to do with Used Butter Boxes.

Western Merchant in Parliament.

Strathcona, Alta., Nov. 2.—Western business men are steadily working their way into political life, as the unanimous election of Jas. H. Douglas, general merchant, to fill the vacancy in the Strathcona Federal riding proves. There were no other nominees. Mr. Douglas went west from Lanark in 1868, and after attending school in Winnipeg he qualified as teacher. In 1886 he entered the mercantile field as a clerk. In 1893 he went to Edmonton and became senior clerk for the W. Johnston Walker firm in that city.

About twelve years ago with his brother, R. B. Douglas, then of Winnipeg, he moved to Strathcona and they formed a partnership as general merchants and began the building of the business which they still own and continue to develop.

Early Closing Every night.

Niagara-on-the-Lake, Nov. 3.—Beginning on Monday, November 1, the Central Grocery closed at 7 o'clock in the evening and will continue to do so for the winter months. Mr. Ryan's example will probably be followed by the other merchants, as during the winter season little business is transacted after 7 o'clock. Their early closing will give the merchants a chance to spend their evenings at home or to visit their friends. While some people may not like the early closing of the stores, they will soon do as others do, go out in the afternoon and do their shopping. The merchants require a little leisure, so as to keep things running smoothly at home.

Displays Bread in Glass Case.

St. John, N.B., Nov. 2.—To the average grocer, who sells bread and who keeps his stock in a barrel or a bin, out of sight, the idea adopted by a grocer in St. John might offer a suggestion for improvement. This dealer had a large square glass case, with plate glass shelves that was used for butter, with an ice box at the top. Some time ago a cold storage room was built for the butter and now the glass case makes an excellent place for keeping bread. It is clean and dry and keeps the loaves from being crushed or broken, as well as displaying them to customers. The ice box is, of course, no longer utilized, but pyramids of package biscuit are displayed on the top effectively.

Equipment of a New Store.

New Glasgow, N.S., Nov. 2.—Recognizing the value of an attractive store, both outside and inside, James McArthur & Son, have completed a new and elaborate grocery establishment.

From the outside it is particularly ornamental with its brick facings and large windows, but inside it is more handsome. The counters are of handsome varnished oak, while along the wall on either side are convenient and handsome oak fixtures, and bins, patterned after the latest design in up-to-date grocery store equipment. The building is heated with steam, the ceilings are of ornamental steel and painted a clean white, the floor is of hardwood, and everything suggests that they have not spared any expense in making the store attractive. Even the tobaccos are given special attention in a handsome case with patent equipment for keeping the goods moist. The lighting arrangement is also very prettily arranged. The store is being carefully stocked with a large list of the best groceries, and long experience has given the firm an advantage in this respect.

How Butter is Tainted.

Perth, Ont., Nov. 3.—"We retailers should, it seems to me, object to the using of butter boxes the second time," remarked a local grocer recently.

"Very often while waiting for enough to accumulate to ship back, they are piled in a yard or it may be that they are used in front of the store to pile basket fruit upon. Here they very often receive that attention from canines, which we do not wish our fruit to get. These same boxes may be returned to the creamery or may be bought at a low figure by a commission house to be again used for butter. Do you wonder then that boxes are sometimes dirty, or butter tainted, when it comes in these packages?"

Dummy Barrels and Boxes.

Quebec, Nov. 3. — There are many times when it is not convenient to display a full barrel, say of cranberries. It is a simple matter to make a tray which will fit in the top of an empty barrel, and when filled, gives the same advertising effect as a full one. A single barrel can be made to do the work of three or four in this way, and makes cheap and good advertising. A Quebec grocer works out this idea with good results.

Post Salesmen on Leaders.

Montreal, Nov. 3. — "Bronsdon's," confectioners, Montreal, have a "special" every day, and advertise it fully, both by newspaper and window display. It is an idea they say that is not used half enough. Specialize on some one line every day and advertise it, either by show cards, window display, newspaper ads., or any combination of the above. It will pay. See that the store salesmen know what you are doing.

Special Show Card Sold Goods.

St. John, N.B., Nov. 2.—"Not exposed to the Dust of the Street," is the way one of the local retail grocers recently advertised a big window display of grapes in baskets. The idea found favor with his customers, for he reports that sales were excellent.

"I have found," he said, "that putting grapes, plums, berries and other fruits out at the door or along the outside of the windows, is not the best plan in the world to get and keep trade. While no doubt many people have their attention drawn to goods thus prominently displayed, yet on the other hand it is not always in the best interests of the dealer to adopt such methods. On a dusty day fruits will collect a lot of dirt and in a short time will lose their attractiveness, and people have often looked and then passed on, remarking that things didn't look clean. It struck me that a good window display with a card such as I have now, would appeal to the lovers of cleanliness, and I have found that I was right, for my sales have increased in consequence.

"This method of piling a whole lot of stuff, especially perishable goods out on the sidewalks, does not appeal to me as in the best interests of the dealer. as the goods so exposed soon suffer, and in consequence, often times have to be reduced in price to get rid of them."

A Perth Advertising Scheme.

Perth, Ont., Nov. 3.—C. A. Farmer & Son, Perth, Ont., place a sticker bearing the firm name, lines of goods handled, and address, on all package and bottle goods they sell. Take this label on a bottle of crisp pickles for example. The majority of families use pickles direct from the bottle. Every time that bottle is placed on the table those around it cannot help but be aware that Farmers' sell pickles, and if they like the pickles they say that "Farmers' sell goods pickles."

It works out in the same way with many other package and bottled goods. The label used is the following, printed in white letters on red paper an inch and three-quarters by an inch in dimensions:

C. A. Farmer & Son, groceries, china, confectionery and fruit, Gore Street, Perth, Ont.

Montreal Concerned in Italian Cheese Frauds

Consignment from Italy Destined for New York Ordered by Wireless to Montreal—False Weights Given on 220 Cases Representing a Saving of More than $1,000 on One Shipment—United States Customs Officers Implicated.

Montreal, November 3.—One of the most important customs frauds of recent years has just come to light in New York. Antonio and Philip Musica have just been tried for defrauding the U.S. Customs on importations of Italian cheese.

At the time the discovery was made, another cargo of 206 cases was on the water, invoiced to New York. The Musicas, it is said, communicated by wireless and had the destination changed to Montreal. At the latter port a new invoice was made out, giving the right weights of the shipment and it was reshipped to a dummy concern, A. Mauro, in New York. Prosecution on this offence was thus avoided.

To enable the government to make out their case, immunity had to be promised to several of the men implicated, even to the extent of retaining one of them in the employ of the customs department.

Philip Musica, the son, testified that he alone, of the firm, was responsible for the entire system of frauds, in conjunction with several customs employees. The scheme was suggested to him, he said, by James Hyland, a customs inspector, who has been missing for the past month, Hyland introduced Musica to James F. Vail, the deputy collector of customs for the port of New York, who arranged the deal.

The specific instance on which the prosecution was made, was the false weights of 220 cases of cheese landed by the S.S. Cretic recently. The shipment actually weighed 18,000 lbs. more than it was invoiced at, and the alleged fraud saved over $1,000 to those concerned. The amount which has been lost to the customs is hard to estimate, as the frauds are said to have been going on for some years.

The scheme in detail was this, according to report: Consular invoices giving false weights on Italian cheese consignments, were verified by New York Customs officials. The money saved was divided between the shipper in Italy, the government weigher and his associates, and the Musica concern. One weigher, Hutcheson, testified that in the particular instance upon which the trial was based, he had received $500 out of the $1,050 saved. He added the statement, which hardly seemed necessary, that he was not a cheap man. Further questioning elicited the fact that it was customary among some customs officials to solicit merchants with a view to defrauding the government.

Healthy Condition of Western Canadian Trade

United States Banker Makes a Close Study of the Situation—Improvement Over Last Year—Board of Trade Wants Lowering of Telegraph Rates.

Staff Correspondence.

Winnipeg, Nov. 2.—A United States banker visited the west recently for the purpose of investigating actual commercial conditions. As a result of the visit the following report was published across the line.—

"In the northwest trade is not only good, but real estate transactions are increasing, money is easy and a large number of tourists continue to visit the country. A good expansion and heavy immigration is expected next year. Weather conditions continue favorable throughout Manitoba and Saskatchewan. Threshing of wheat is about completed in the first named province, and it is well advanced in the last mentioned. The weather has been excellent for plowing, and a goodly increase in acreage is indicated. The railways have all the wheat they can handle, and the movement to date surpasses that of other years. Business failures for the week ending with Thursday last, number 24, which compares with 30 last week and 32 in the same week last year. Bank clearings for the week terminating with Thursday of this week aggregate $105,361,000, sixteen per cent. below last week's, but seventeen per cent. over those of the same week last year."

Lowering of Telegraph Rates.

An important conference is to be held in the next few days, between a special committee appointed by the Winnipeg Board of Trade and James Kent, superintendent of the Canadian Pacific Railway, telegraph department, regarding the lowering of rates. It is not known whether it is possible to lower the rates or not, and the exact nature of the board's request is not known. A committee of the Board of Trade has also been investigating cable rates, and it is understood that appeals will soon be made to proper authorities regarding some immediate relief of the commercial man's position in this direction. The board's action is in continuance of the pressure so successfully brought to bear by the Imperial Press Conference.

That which will mean much to the commercial life of the west in years to come, was seriously discussed in Prince Albert by the Board of Trade in that place. The board have decided to take up the proposition of making the Saskatchewan river navigable from Winnipeg through to Edmonton. They will at once draft a resolution to the Government, urging its attention to the project. The possibility of this project has been for years enthusiastically asserted by a few citizens of the west.

REVERSED POTATO SEIZURE

The Divisional Court at Toronto, has allowed the appeal of C. J. McMillan & Son, of Hamilton, and reversed the decision of Judge Chadwick, of Hamilton, in the case of McMillan v. Thorp. A carload of potatoes was the cause of the dispute. The goods were seized by the sheriff and sold by George J. Thorp to settle a debt claim which the latter had against C. J. McMillan. The seizure and sale were upheld by Judge Chadwick, of Hamilton, and McMillan & Son appealed against this decision on the ground that the potatoes were the property of the firm and not of C. J. McMillan himself. The appeal was granted.

THE BEATTIE CO. CASE SETTLED.

A case which has been before the courts for five years, that of Beattie v. Dickson, was settled last Thursday at Osgoode Hall, Toronto, before Justice Riddell, by the defendant agreeing to pay plaintiff $5,000 and retain stock in the British America Assurance Co. which had cost $10,800. The case arose out of the winding-up of Beattie & Co., of St. Mary's. The defendant Dickson had managed the business from the time of Mr. Beattie's death in 1888, until 1903, when the shop was destroyed by fire. It was then decided to wind up the business, but the parties could not agree. Mr. Beattie's widow laid charges of mismanagement of the estate against Dickson, but the Master at Stratford, who took account, said that the books had been accurately kept under Dickson. The plaintiffs had appealed this judgment, but have since come to an agreement out of court. The Beattie Co. had stores at St. Mary's, Thedford, Stratford and Ingersoll. The business conducted by Mr. Dickson at St. Mary's is a general store business—one of the finest in western Ontario. The Stratford and Ingersoll stores conducted by Mrs. Beattie are grocery businesses of exceptionally high character.

H. E. Henry, St. Catharines, Ont., who for the past nine years has conducted a thriving business at the corner of Niagara and Church Sts., has sold to his brother and Mr. Glackin. The new firm will be known as Henry & Glackin.

Department in Aid of the Retail Grocery Salesman

Montreal Merchant Uses Scientific Methods in Training His Employes—Have to Serve Apprenticeship Before They are Allowed to Wait on Customers—Must Save Money Right From the Start, Which is Banked by Employer.

A certain grocer in Montreal has a unique plan for hiring his clerks which proves satisfactory to both employer and employes.

No person can work in his store if he cannot save a part of his salary. A boy with him cannot get behind the counter to serve customers without the necessary training and this is not obtained by driving a delivery wagon and helping in a store for a few weeks. He must serve an apprenticeship for three years and one whole year before he can wait on a customer.

When this merchant engages a boy he must know how much money he requires to pay his way. If it should take all he can afford to give him, he won't hire him, unless he can cut down his expenses so that he can save money, which he regularly deposits in the bank for him. He claims that a boy who does not save something for himself in order to make headway in the world is not likely to try to help him get ahead.

Besides looking at it from a selfish standpoint, he also considers it his duty to help the boy not only to become a more valuable servant but as well to assist him in forming better habits.

Duties During First Year.

The first year he must help the clerks by fetching things from the cellar or warehouse; in packing and unpacking goods and in making himself useful about the place, but he never allows him to serve a customer.

In this way he gets a thorough training in accuracy, promptness and obedience, as well as learning the rare accomplishment of saving, as his bank account is piling up.

This system has been so successful and satisfactory that rarely a clerk leaves until his bank pile is big enough to start him in business for himself. The first few years the bank deposits must necessarily be small, but as the salary advances the deposits are increased. So interesting does this saving become to them that they deny themselves a great many of the frivolties other boys indulge in, in order to add more to their growing bank account. The most pleasant and harmonious feeling exist between the firm and the salesmen and all through the mutual interest in each other. The willingness, promptness and cheerfulness with which the work is done, show the wisdom of the system.

Replenishes the Shelves.

The bulk of the stock is kept in the warehouse and in the cellar, and with this the apprentice is more familiar than the higher clerks. He watches the shelves and as soon as any line is nearly sold out he replenishes it, and in that way everything looks fresh and clean.

If this system or a similar one were adopted in general, the salesmen would soon become so expert in their work that the inexperienced who begin business without any training or experience would get little support.

To overcome the unhealthy competition from incompetent grocers, it is necessary to raise the standard of service, and this can only be done through better trained salesmen.

TRADE NOTES.

Joseph E. Hurst, 699 College Street, Toronto, has made an assignment to Jas. Hardy.

Graham & Co., Peterboro, Ont., are opening a new store, fitted up with new and convenient fixtures.

H. E. Martin, of Montreal, has purchased the grocery business of James Dunfee, Port Hope, Ont.

Robt. Pierson and Oscar Harris, St. Catharines, Ont., are having the interior of their stores repainted,

Hugh Walker has purchased the grocery business in Galt, Ont., formerly conducted by Wm. Mullett.

J. P. Carroll, St. Catharines, Ont., is opening a full line of groceries in a new store at 63 Henry St. this week.

C. B. Caswell, Richmond, Que., has purchased the business of G. J. Jamieson, grocer, and took possession on Nov. 1st.

T. C. Dobson, of Moncton, N. B., has moved to a new establishment which he has fitted up in modern and attractive style.

Clements & Payne, general merchants, Warsaw, Ont., have dissolved partnership, Thos. Clements continuing the business alone.

Step outside and come into your store as though you were a customer instead of proprietor. You may see things you never dreamed of.

The partnership of Samuel T. Kirk, and Wm. J. Lee, grocers and milk-dealers, Kingston, Ont., has been dissolved, S. T. Kirk, continuing.

D. L. Gibbs, of Drayton, Ont., has purchased the grocery business of B. A. McEwan, Blyth, Ont., and has taken possession. Mr. McEwan expects to take a trip West.

Orlie Learn, St. Catharines Ont., who has been a salesman for Garner Bros. for some time has accepted a position in Welland. Mr. Robinson, of Merritton, is taking his place.

Two caddies of tobacco and a few dollars was the amount of the loot secured by burglars last week from the office of Fenwick, Hendry & Co., wholesale grocers, Kingston, Ont.

F. A. Verey, Toronto agent for the Edwardsburg Starch Co., Carleton, Ont., is receiving the congratulations of friends these times in view of a visitation from the stork last week.

Wright & Hughes, general merchants, Dresden, Ont., have made an assignment for the benefit of their creditors. The liabilities are estimated at more than $20,000.

Brodie's Manufacturing Co. have amalgamated with the Allredie Pure Food Co., of Bridgewater, N.S., under the name of the latter. A. H. Clements, of the former company, will be general manager of the concern, and A. W. Hugman, of Brodie's Mfg. Co., will remain in a prominent capacity. The business will be carried on entirely from Montreal, the factory of the Bridgewater concern being closed.

Frank Everist, of McWilliam & Everist, wholesale fruit dealers, Toronto, is being congratulated these days in view of his wedding, which took place last Tuesday.

ENCOURAGE THE SALESMAN.

Appreciation Should be Shown if They do Good Work.

By Stanley Nicholson.

A lot has been written and a lot has been said about the importance of successful salesmanship in the grocery store, and while there may be few grocers who do not appreciate it, there seems to be many who do not express their appreciation.

Salesmanship, particularly in the grocery store, depends a great deal upon the proprietor. The employe may have exceptional ability, but rest assured the best that is in him will not come out, unless under favorable conditions.

The employer who appreciates the ability of a clever young salesman but is careful not to let the clerk know it, fearing that he may get "the swelled head" or want a dollar more in his pay envelope, is penny wise and pound foolish.

The manager who treats his salesmen in a stand-offish manner, and hands them down their wages as one might hand alms to a beggar, is not often to be found now-a-days managing a successful store. On the contrary it is the man who talks to and treats his clerks as his fellow men and even as his friends, taking a personal interest in them and yet holding their respect, who gets the best out of his clerks.

The salesman who on Saturday night takes off his apron after a hard week's work will sleep better, enjoy his Sunday more, and come back a more energetic enthusiastic and an all-round better salesman on Monday morning, if while saying good night he heard just a cheery word or two of appreciation from his boss.

Should be Backed by Employer.

There are other ways, though, and more practical ways, in which salesmen can be helped and in which bosses can show their appreciation. One of these is in the general management of the store. The wise grocer will stand right back of his salesmen and will do his uttermost to help them make good the promises they make to their customers.

The clerks don't like being called down by some particular customer, "because those cans of lobsters didn't come in time for the salad." But they cannot say anything. They promised solemnly that the order would be delivered at a certain hour, at the very latest, so they have to take the "calling down" for faults that are really not theirs. The employer should take great pains to help in this way rather than hinder the good work of his clerks.

Some Window Display Suggestions for Christmas

Season Has Arrived When Particular Attention Should Be Given to This Phase of Advertising—Methods Used by Prize-Winners in 1908 Contests—Care Needed in Changing Displays.

It is quite apparent that Canadian grocers are taking more interest in the art of displaying goods as the years go by. Readers of The Canadian Grocer have no doubt observed this long ago, from a study of the various windows, which have been shown from time to time in competitions or otherwise; and now with Christmas time only a few weeks away more energy than at any other time during the year should be expended in making attractive windows.

Grocers should not retain the idea that one display for Christmas is sufficient. Just as the advertisement in the daily or weekly newspaper should be changed, so should the display-window. It is advisable to see that a new window is put in every week, particularly between the Thangsgiving and Christmas seasons. Everyone knows how a window out of the ordinary in the grocery store is talked about by the local townspeople and grocery travelers—and hence the advisability of getting something new and at the same time profitable.

It is the aim of The Canadian Grocer to encourage a greater interest in window dressing, and in the last two issues announcements have been made of prizes offered for the best holiday window displays and newspaper advertisements used during the coming holiday season. Window displays arranged by window trimmers in Canadian grocery stores are also shown in this issue.

In offering prizes for displays a division has been made in which grocers and clerks doing business in the larger cities do not compete with those in the smaller towns and villages, a double set of prizes being awarded.

Some Practical Hints.

Last year the first prize in the contest for the cities over 10,000 population (Class No. 1), went to Harry Young, a clerk in Fred Carne's grocery, Victoria, B.C.

His window, which is shown herewith, was banked up from the front about four feet on an angle. The sides are Sultanas and Valencias. Apples on the outside of them and currants in the middle. Peels form the dividing lines. A Merry Xmas is laid in cube sugar. The rest of the window is white bunting trimmed with holly and silver tinsel. On the top stand boxes of prunes and bon-bons, with tinsel around the sides of the boxes. Boxes of figs, with red and green ribbon trimming. Other rows are fruit, bunches of grapes and fancy boxes of candy and bon-bons.

Up the sides of the windows are pink boards with holly leaves and lettering in silver tinsel. The middle of the window is a large looking glass reflecting back the fruit in front, looking like a hole. The roof is all boxed in with white bunting with a hole in the middle for



A First Prize Christmas Window Dressed in December 1908, in Carne's Grocery, Victoria, B.C.

the light to hang in. There are two hundred and fifty glass prisms attached to the roof with silver pendants here and there, with holly on the sides and silver tinsel around the hole were the lamp hangs. At the back are red ribbons twisted, forming a sun burst.

Price Tickets Used.

The idea of the window of P. Connal & Son, Peterboro, Ont., which took second prize in Class I, was to emphasize the quality of the goods as the Queen of Quality. The central figure, a beautiful doll, dressed in royal robes, with a crown of gold on her head, stands under a light canopy made of light framework trimmed with silver paper, with a white sateen curtain as a background. The roof is made from paper covered with silver paper. The ridges of roof are trimmed with holly, with silver tinsel hung in loops along the eaves as a finish. The floor of the window was built up at the back with steps leading down to the front of the window. The whole was covered with white sheet cotton batting. Along the front of the window are arranged nuts of all kinds, with price tickets attached. On the steps are placed fancy table raisins in layers, fancy box candies, also candies in fancy glass dishes with price tickets on each. On either side of the steps are pillars made from a length of stove-pipe covered with white cotton, with blocks of wood top and bottom covered with turkey red cotton. On top of each of these five pillars are placed a cheese box cover, covered with white and trimmed with holly. These were all filled with different kinds of candy, which were sold at special prices during the Christmas season, each kind with a price card on it. A clothes basket filled with California seedless oranges, placed on each side of the queen's canopy, completed the window.

In subsequent issues other Christmas windows will be reproduced with ideas showing how similar ones may be arranged.

FIRM TEA MARKET.

T. H. Estabrooks, of St. John, N.B., proprietor of Red Rose Tea, was in Toronto for a few days last week. "The tea markets," Mr. Estabrooks said, when asked about the trend of prices, "continues very firm." The advance has been so persistent that even in Ontario 25c teas, which have always had a considerable sale, are becoming impossible.

Mr. Estabrooks, who is vice-president of the St. John Board of Trade, has been in Ottawa with a deputation of St. John business men to urge upon the Government the necessity for establishing a dry dock in Canada's winter port.

AN AVERAGE WALNUT CROP.

Discussing the walnut crop situation in France, C. N. P. Nason, of Grenoble, writes under date of Sept. 30: The crop is now in process of harvesting and drying. The first shipments for America will probably begin about October 10. The estimates given in the July report will be virtually realized. The crop is an average one in quantity, and generally good in quality. The nuts are rather smaller than usual, attributable to unfavorable weather for development in the early spring; at the same time, they appear to be well filled with meat. The opening prices, it is thought, will rule higher than last year. Farmers are asking as much as 75 francs ($14.48) per 100 kilos, as against 65 francs (12.55) the previous year. This is probably due to the recent and animated demand on the part of American buyers for walnuts of last season's crop.

A considerable quantity of these last year's nuts, which could not be disposed of in the earlier part of the year, were left in the hands of speculators, who had begun to lose hope of realizing on them at a profit. Indeed in the continued absence of orders they would have been willing in a very short time to sell at a sacrifice, in view of the approaching abundant new crop.



Window Dressed for the Christmas Season of 1908, by Peter Connal & Son, Peterborough, Ont.

ACT MAY NEVER BE ENFORCED.

Regarding the "Extra-Provincial Corporations Act" of Manitoba, the date of enforcement of which has been postponed, as announced in last week's issue, a high authority of the Manitoba Government in discussing the matter with this paper, stated that "it is true the enforcement of the penalty clause may ed."

There is now, however, in force in Manitoba an act known as "The Foreign Corporations Act," governing the question of taking out a license to do business within the province. Regarding this Act, Deputy-Provincial Secretary Jas. Hooper writes The Canadian Grocer as follows: "Even now, under 'The Foreign Corporations Act,' all extra-provincial corporations should take out a license, and this they would realize should they desire to utilize local institutions such as the Land Titles Office or the courts."

The Grocer, however, knows that the statement regarding the use of the courts does not hold good, as we have in mind at the present time a case where judgment was given in favor of a company doing business in Manitoba which did not have a license.

The Canadian Grocer

Established - - 1886

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A WEAK CURRANT MARKET.

It is interesting and instructive to review the Greek currant situation during the past month or more. Information to hand supplied from Patras, Greece, during the early part of September shows that much damage had been done to the crops by rain all over the currant country. This resulted in the quality of the currants being much inferior to the general anticipations and in consequence exerted a pressure on prices, causing the market to become weaker. About one-third of the crop was stated to have suffered from the rain.

The next report about the middle of September, did not indicate any improvement in the weak state of the market owing to the fact that the local purchases were if anything weaker than before. At that time, too, the actual demand from England was exceedingly poor, shown by the fact that this season's shipments to that country were then about 12,000 tons less than shipments made in the same period last year. The large amount of inferior fruit rejected by Patras buyers also exerted a pressure which only could improve as the season advanced and stocks of inferior qualities diminished. Prices therefore dropped further.

The third report showed a little different situation with primary market prices stronger. The financial requirements previously demanded by growers had subsided and supplies from the interior were very scanty. Another factor tending to the advance in the market was the anticipation of enquiries from Germany for low class currants for wine-making purposes. That would of course tend to clear the market of rain damaged material. Enquiry from England was also expected and the fact that Christmas was near at hand was considered to be a help to matters.

At the present time, however, the currant market is still weak. This is principally due to the poor demand and the poor quality. Raisins are cheap and will be cheaper and therefore, are being used to a considerable extent in preference to currants.

ALMERIA GRAPES FIRM.

Almeria grapes are firm in price. The reason for this are the facts that the demand is splendid, the quality is good and the crop not so large as recently anticipated. Some damage was caused to the crops by rain according to late reports, and buying on these conditions naturally firmed up the market without as yet appreciably increasing the cost to the retailer.

A representative of a large Canadian wholesale fruit firm had intended last week to obtain a supply through New York as usual, but, owing to the high price and the fact that the duty amounts to 2 cents per pound or 90 cents per barrel from the United States to Canada, he had to look to the Liverpool market for his Almeria grapes.

CHEESE GOING UP.

There seems to be no doubt that dealers who had confidence in the future of the cheese business this coming winter will have their opinion vindicated. The New Zealand crop has proved disappointing, and already the effect has been shown in England, where values have risen from ½ to ½ cent.

Prophecies are that cheese will be high this winter, owing partly to the New Zealand situation, and partly to our own here in Canada.

The disturbing element in Canada seems to be the development of the cream and milk exportation to the United States. Many cheese factories have closed down entirely, and are devoting themselves to taking advantage of United States dairy prices. It is causing a shortage in offerings, and will be almost sure to make itself felt in the prices here this winter.

FRENCH LINE CONTINUED.

The continued subsidy granted by the Canadian government to the Allan Line for a direct line of French steamers, assumes added importance in view of the new trade treaty, which has been passed by the French government and which will almost assuredly be ratified by our own at the next session. This combination will make a great difference in the present trade conditions between the two countries, making the future prospects of a large increase seem almost certain.

Trade with France has been somewhat spasmodic. At times, owing to more frequent direct steamers, it has proven very good, giving some idea of what could be accomplished in this direction if proper steps were taken to foster this trade. The establishment of a good, direct service is a long step in the right direction, and in connection with the treaty, is sure to give Franco-Canadian commerce a big boom.

The Allan line ships are scheduled by their contract to make not less than fifteen round voyages during the year at an average speed of ten knots per hour. There will be at least two round trips per month from May to November, with a smaller number during the winter months.

DUMPING GROUND FOR IMPURE GOODS.

In a recent issue of the Democrat and Chronicle, Rochester, N. Y., that paper refers to Canada as being a dumping ground for impure foods from the United States, which are not allowed to be sold in the country to the south of us in view of the Pure Food Law in existence there. The Rochester paper says :

> The good people of Canada have a fresh grievance against the United States, a grievance that is serious and not easy to bear. It is asserted in a bulletin issued by the Inland Revenue Department of the Dominion that adulterated food manufacturers are making the country a dumping ground for foods driven out of the United States by the pure food law. In addition to the national enactment many States have legislated against adulterated food products. Every step taken here in this direction aggravates the situation across the border, for the manufacturer sets at once to work to sell his prohibited product there. This is especially true of spices. Out of 145 samples of ground cloves collected in various localities only 74 were genuine. Chicory and roasted grain are frequently found in coffee. Native wines are sold as foreign brands. Our sympathy naturally goes out to the Canadians, while at the same time we cannot refrain from rejoicing over this negative testimony of the efficiency of our pure food legislation.

From the above it is evident that it is time Canada was protected by food standards. Of course the impression one receives on reading the extract from the Rochester paper for the first time would be somewhat exaggerated.

The Inland Revenue Department report and its setting in the newspaper leads a person to believe that practically the whole trouble over the adulteration of ground cloves was attributable to the United States manufacturers. This is not the case.

No doubt the fact that some manufacturers in the States cannot dispose of impure goods has directed them to Canada, but not to a very great extent. The duty on ground cloves for instance from the United States is about 25 p.c. and it would scarcely be profitable to have them sent in here. Whole cloves containing too high a proportion of stems could and no doubt have been shipped into Canada at a profit to firms in the States. In the Food Standards as drawn up by A. McGill, Chief Analyst of the Dominion Government the percentage of clove stems must not exceed 5 p.c.

But apart from this it is known to be a fact that many articles of food sold to Canadian consumers are adulterated and not sold as mixtures or compounds. The Pure Food Law of the United States prevents such an occurrence and it is such a law—one framed with a view to being fair to the honest manufacturer, jobber and retailer—that is required in Canada. The Food Standards now being drawn up will tend to produce the desired results and will prevent Canada from being the "dumping ground" for impure foods from the southern country, as represented by the Inland Revenue Department through the Rochester Democrat and Chronicle.

BETTER PACKING NEEDED.

The outlook for home grown fruit is very poor in England this year, and on that account it behooves Canadians to see that the bulk of the extra demand is thrown toward this country.

Our greatest competitor, the United States, is less advantageously placed, in that apples hold first place in England very largely on account of weight. Latest statistics show that our apples weigh, on an average, ten pounds per barrel more than theirs, thus enabling Canadians to maintain their lead, provided, of course, equal care is used in packing and shipment. There is certainly no good reason why we should lose in this respect, yet of late there have been more objections than usual to the packing of apples received from this country. One authority says that continued dishonest and careless packing will eventually lead to distrust of all grades of our apples, thus enabling our neighbor, the United States, to increase her hold on this market.

Commission men should insist on honest and careful packing, and farmers should voluntarily do their part toward seeing that our reputation for the best apples is upheld.

Owing to a difference in season, Australia and Tasmania are not rivals to be feared, as their crop is usually all disposed of in the spring and summer. It is therefore plain whom we have to fear, and with a little systematic work done by producers and commission men working together, Canadian apples will still remain first choice on the English market.

TO PROMOTE BEE CULTURE.

The Ontario government has added another important branch to the work at the Agricultural College, Guelph, Ont., and it is now giving instruction in bee-keeping. Some time ago one of the correspondents of The Canadian Grocer called attention to the possibilities of bee culture in this country, and he will therefore naturally look for great results from this effort.

This year a single bee-keeper procured from three bee-yards over 33,500 lbs. of honey. It is known to bee-keepers that bees venture about 3 miles away from the apiary in search of honey. This would show that each yard can cover an area about 6 miles square or containing 36 square miles, and the three yards 108 square miles. From this 108 square miles therefore was gathered 33,500 lbs. of honey, and perhaps not half of the honey was collected from that space.

This will give us some idea of the possibilities of the honey production. There are 260,862 square miles in Ontario, which, after deducting about ¼ for water would still leave land enough to produce about 70 million lbs. of honey, and the most wonderful feature of this venture is the fact, that all this honey could be produced without interfering with the production of any other farm commodities. It, therefore, would be clear gain, with the exception of the labor in connection with it.

Besides, not occupying land space nor robbing anything of its own needs, bees are actually a necessity to plant life so that the results from the proper development of this industry are beyond comprehension.

HOLDING CUSTOMERS.

Can you think of any farmer in your locality who has suddenly ceased his visits to your store? Can you think of a reason why he should cease buying your goods? If you cannot you should make it your business to find a reason.

The merchant himself or one of his clerks should take a day or two off some time and make a trip out through the country.

Every successful merchant knows that it is not half so hard to bring new customers to the store as it is to hold the regular trade. He should do all in his power to build up a big list of permanent customers.

One of the brightest sales managers in the country once said: "There is one man who knows a lot about your business and doesn't charge anything for imparting his knowledge. That fellow is the user of your article."

PHOTOGRAPH WINDOW DISPLAYS.

Every window trimmer who goes to the trouble of preparing a special display should have a photograph taken of it. Indeed it will pay every clerk devoting attention to window dressing to own a camera and learn how to use it.

What better recommendation, for instance, can a clerk have when applying for a situation than a few photos of good windows he has dressed; as a clerk having a knowledge of window trimming is recognized as one who must know the art of salesmanship pretty well.

Experience has proven that the best results can be obtained by photographing by electric light, provided the window is properly lighted, and making a long exposure gauged according to the power of the lens and the class or color of goods to be photographed. A window with sharp, distinct contrasts, or one containing light colored goods, does not need as long an exposure as a display of dark colored goods, or one without sharp contrasts of light and shade.

A fifteen-minute exposure is enough for the average well-lighted window. A poorly lighted window, or one containing dark merchandise, will require a longer exposure—twenty to thirty minutes is not unusual. During all this time the camera is exposed people can pass to and fro in front of the camera without spoiling the photograph, provided they do not stand in one place for any length of time.

Sometimes the top of the window is lighted much more strongly than the bottom of it, so that the photographs always come dark at the bottom. This can usually be avoided by placing two or three electric lights in the bottom of the window (extensions can be run from some of the sockets in the window), and so shielding them as not to shone directly into the camera. No light should shine directly into the camera.

It is well to remember that the window must be lighted more strongly than any objects across the street, otherwise these foreign objects will be reflected unless the screen is used.

A long exposure cannot be taken if there is even the faintest wind blowing, for the slightest shaking of the camera will blur the photograph.

Interior Arrangement with a View to Economy

Methods Used by St. John Grocers in Planning Their Stores—Give Much Prominence to Displays — Convenience Catered to in Construction of the Warehouse—Delivery System Preventing Goods Getting Wet.

Special Correspondence.

St. John, N.B., Nov. 2.—"St. John for its size has as fine a lot of retail grocery stores as can be found anywhere in Canada," remarked a wholesaler, who has recently been on a trip to Upper Canada, and the west.

"There are at least a dozen stores here that are equal to any I have seen anywhere. They are attractive looking, are cleanly kept and well stocked with staples and fancy goods."

These remarks set The Grocer correspondent thinking and suggested that perhaps there might be something in the arrangements and methods of dealers here that would interest those in other places. Several of the larger stores were visited therefor, and the result of the tour of inspection led to the belief that there was some foundation for the statement.

Three Large Show-windows.

The first store visited, situated on a corner in a prominent part of the city, has three large show-windows and three entrances—two for customers and one used solely for receiving and delivering goods. The windows, one between the two entrances of circular plate glass and the others, on either side are always neatly trimmed. In one was a display of canned, bottled and package goods. This window is boxed in with a glass partition at the rear. The other two are open, one being given over to a display of fruit, neatly shown in sections, and the other occupied with various kinds of breakfast foods, arranged in pyramids. It struck the visitor, however, that a few neat price tags would have been an improvement. The interior is neatly arranged with show cases, counters and tables piled with various edibles and around an iron post is an array of fruit syrups, maple syrup, bottled vinegar, etc., on circular shelves, reaching almost to the ceiling. A cash register is conveniently placed, and there are four counter scales and a platform scale. The office is at one side, enclosed with a glass partition and two telephones are installed, one in the office and one behind the main counter. At the rear is a cold storage room, or rather two rooms, for it is divided into two compartments, one used solely for butter and eggs and the other for fruits, smoked meats, etc. The back door, as it is termed, is located at one side of the building, and just inside the door is a freight elevator for taking goods to the basement or the warehouse on the second floor.

This section is partitioned off from the main store and in it are located the molasses hogsheads, oil tank, fish and pork barrels and other heavy goods, as well as delivery baskets, etc. From it also, doors lead to the cellar and warehouse. Everything is most conveniently arranged for catering to the wants of customers. The building is of brick, three stories high, and is all utilized for grocery purposes, except the top floor, which is a tenement. Two delivery teams are kept in use almost constantly.

Arrangement of the Office.

The next store visited was also built of brick, two stories high and used entirely for groceries, meat and fish. One entrance and three windows are devoted to the grocery department and another entrance with fish and meat display windows on either side, is used for that branch of the work. The interior of the grocery department is much the same as in the first mentioned, except for the post and its pyramid of bottles. A passageway leads from the grocery to the meat and fish department, and the office is located between the two with windows looking into both. The cash register is located therein, and a young lady cashier makes all the change. A telephone located near the passage serves for orders for both departments. Two delivery teams are kept at work here.

Construction of a Corner Store.

The third store visited was a "corner store," with three large windows on one street and one on the other, the entry being at the corner. The windows are shallow and do not require much stock to make an attractive showing, therefore they are changed often, which is a good feature. The fittings in this store are exceptionally neat and attractive. The floor is tiled, the ceiling is composed of glass panels, with marble effect, the woodwork being of cherry with recessed incandescent lamps in reflectors. The shelves are made of cherry-wood and in the centre of the store around a pillar is a square pyramid of shelving for fancy bottled goods. A cash register, up-to-date scales, meat cutters, silent salesmen, show cases and a telephone are among the fittings.

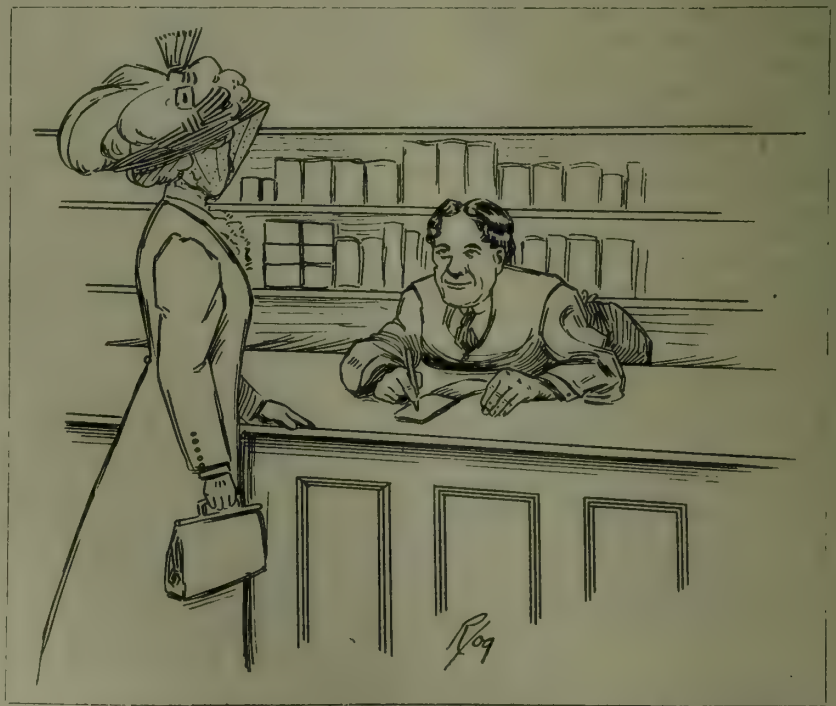
Two lady clerks beside the proprietor attend to the wants of customers and two delivery teams are provided.

At least a half dozen other stores of similar efficiency were visited. In one a covered courtyard at the rear of the store ensured all orders being kept perfectly dry in wet weather, as they are loaded on covered wagons before leaving the shelter.

Difference of Opinion.

It is a noticeable fact that few St. John grocers advertise in the local newspapers. Not more than two or three have a regular "ad." space and the great majority, large and small, never think of telling the public about their wares in the daily press. Asked why, they answer, "Oh, it don't pay." Many have never tried to see whether it paid or not, but seem to be content with doing what they can without such assistance.

One grocer who has a regular advertising space, was asked if he found it to be a benefit to his business, and he unhesitatingly replied that it was. When



THINGS THAT SHOULDN'T BE—A Grocer or Salesman Sprawling on the Counter When Taking an Order From a Lady.

he received a new lot of goods, he said, he immediately noted that fact in his ad., and he could see the result in the many inquiries received. He admitted that he did not give his advertising as much attention as he should, and expressed the belief that he would have better results if he made changes more often.

Plenty of grocers all over Canada who are wide awake and up-to-date in other things, are woefully behind the times in advertising.

SUGAR MAN BECOMES BANK DIRECTOR.

Brief Resume of the Career of a Successful Business Man.

At a meeting of the directors of the Bank of Montreal, held November 2, Alfred Baumgarten, Montreal, was elected a director to take the place of the



ALFRED BAUMGARTEN.

late A. T. Patterson. Mr. Baumgarten is president of the St. Lawrence Sugar Refining Co., of Montreal, and is one of the most influential Germans in that city. He is also a large stockholder of the Bank of Montreal, holding some 1,800 shares, and has been viewed for some time as one of the next directors.

Mr. Baumgarten has long been a conspicuous figure in sugar circles, and his election only goes to show that he is appreciated in the financial arena as well.

A short resume of Mr. Baumgarten's earlier career will perhaps, give a better idea as to his mentality and intellectual equipment for the work.

A German by birth, he studied chemistry at the University of Gottingen, and afterward at the University of Berlin, taking the degree of Ph. D.

He then accepted a position as manager of a large sugar beet factory at Magdeburg.

A few years later he sailed for New York, where he founded the Laurel Hill Chemical Works. He then became interested in the American sugar industry. In 1873, he came to Montreal, taking the management of the De Castro Syrup Co.; in 1878 this concern was reorganized under its present name—the St. Lawrence Sugar Refining Co.—with himself as president. He has held this office ever since. Mr. Baumgarten is no longer a German subject, but a naturalized Canadian.

Canadian Trade Changes of Recent Occurrence

Sales That Have Been Made During the Past Week—Losses by Fire and Assignments Made.

Ontario.

R. J. Graham, fruit evaporator and wholesale fruit merchant, Belleville, recently sustained loss by fire at Rednersville, Ont.

J. W. McDonald, grocer, Carleton Place, Ont., succeeds E. Wiltsie.

Geo. Goodfellow, general merchant, Fallowfield, Ont., has assigned.

The stock of Holt & Co., grocer, Hamilton, is advertised for sale by auction.

R. B. Raycroft, grocer and butcher, Hamilton, has sold out.

Jas. W. Wilson, general merchant Kenora, has assigned to W. G. Cameron.

Assets of D. & N. Nichols, grocer, Ottawa, have been sold by auction.

E. Armitage, grocer, Toronto, has assigned to H. Waddington.

Albert Heise, grocer, Toronto, sold to A. E. Manning.

Kenney, Walmsley & Co., wholesale grocers, Belleville, Ont., have dissolved, Walmsley continuing.

Thos. McDonald, of Thos. McDonald & Sons, general merchants, Morrisburg, Ont., is dead.

Busch & Cox, grocers, Stratford, are succeeded by A. D. Ormerod & Co.

Geo. J. Bannister, grocer, Toronto, has sold to C. C. Ward.

Bubolz & Sons, grocers, Toronto, have discontinued business.

V. W. Corcoran, grocer, Toronto, has sold to H. Zimmerman.

The Barrie Malting and Extract Co., Barrie, Ont., has obtained a charter.

Peter M. Abdon, general merchant, Fort William, Ont., has sustained loss by fire.

A meeting of creditors of Jas. W. Wilson, grocer, Kenora, is called.

A. N. Blue, general merchant, Strathcona, Ont., was burnt out recently.

J. N. James, grocer, Trenton, Ont., has sold to G. T. Bissell.

Quebec.

Assets of Angers & Tremblay, general merchants, Bebertville, Que., are to be sold on Nov. 5th.

Demand of assignment has been made on J. B. Charbonneau, grocer, Montreal.

Assets of M. De Repentigny, grocer, Montreal, are sold.

Assets of Art. Leblanc, grocer, Montreal, are sold.

La Compagnie de Biscuits de Rimouski, Rimouski, Que., has obtained a charter.

Assets of J. N. Godin & Co., biscuit manufacturers, Three Rivers, Que., are sold.

The Dominion Cereal Manufacturing Co., Victoriaville, Que., has obtained a charter.

Assets of V. Lacroix, grocer, Montreal, are to be sold.

A. T. Earl, of the Montreal Show Case Co., is dead.

Roy & Roy, grocers, St. Joseph de Chambly, Que., have dissolved.

J. L. Bourbonnais, grocer, Lachine, Que., has assigned to Nap. St. Amour.

A. Boyer, grocer, Montreal, is offering a compromise.

V. Lacroix, grocer, Montreal, advertises his assets for sale.

Maritime Provinces.

Mrs. N. G. Conrod, general merchant, Port Dufferin, N.S., has assigned.

Western Canada.

Chas. Howitz, general merchant, Selkirk West, Man., is succeeded by Turchak & Robinovitz.

A. B. Manning, general merchant, Willow Range, Man., is moving to Fortier.

M. Schneir, grocer, Winnipeg, has sold out.

Case & Hall, grocers and dry goods merchants, Edmonton, Alta., have assigned to S. H. Smith.

P. N. Waite, grocer, Edmonton, Alta., has sold to W. Ross.

A. C. Beach & Co., general merchants, Cupar, Sask., are succeeded by Roberts Bros.

A bill providing that express companies and owners of moving vans must report to the Chief of Police all removals in the City of St. Louis, Mo., giving the old and new addresses of the families moving, will be offered in the St. Louis Municipal Assembly at an early date. The St. Louis Retail Grocers' Association, through its Legislative Committee, will ask the Real Estate Exchange and other organizations interested in keeping tab on people who may find it cheaper to move than pay debts, to send delegates to a conference to be held soon, at which the bill will be drafted and arrangements for having it introduced made. The law is to be framed after one in Nashville, Tenn., and other cities, where it has proved of great service to merchants, landlords and others.

WHAT ABOUT ORANGES AND BANANAS?

Gunner :—"And now comes a professor who declares that fruit is just as nutritious with the skin on as it is peeled."

Guyer—"H'm ! I'd like to see somebody start him on a diet of pineapples."

The Markets—Early Advance Looked for in Sugar

Raws are Very Firm and Refined has Gone up in New York—Nuts in Good Demand for Christmas Trade With Prices Firm—Weak Markets in Raisins and Currants With Quality Poor—Strong Spice Market.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—Probably higher.
Evaporated Apples—Higher.
Nutmegs—Probable advance.
Coffee—Easier.

Montreal, Nov. 4, 1909.

Sugar is firming up in the raw to such a degree that an advance is looked for at almost any minute. In fact, one refinery, the Federal, of New York, has raised prices. 5c already. It is expected that Montreal refiners will not be long in following suit.

The continued steady demand for molasses is attracting the notice of jobbers here. The cause is presumably the growing knowledge of its value as a food, combined with its economy.

Coffee in the primary market is not quite so firm, but no immediate change in present quotations is looked for.

The dried fruit season is well on now, and a second boat, the S. S. Jacona, is expected here within a week, with a full cargo of dried fruits and nuts.

Spices are still firm at present high quotations, with nutmegs in particular showing decided strength. In all probability they are due for an advance.

Canned vegetables are having a brisk sale, particularly peas and tomatoes. Fruits are somewhat slack, owing to the new dried goods on the market.

Lobsters are firm and will be sure to go higher in the near future, in fact, will be hard to obtain at any price. Salmon is firm with a fair sale.

Trade is generally good, as the jobbers are beginning to feel the effects of the approach of Christmas. Thanksgiving also had its share in bringing this about, and both wholesaler and retailer have felt the increase.

SUGAR — Reports from New York show a rise of 5c in refined, in the quotations of the Federal refinery. This has so far had no effect on local conditions, but it is thought that, owing to the strength of the raw market, and this condition in New York prices, a corresponding rise here is not far off. The retail demand for granulated is only fair, while jobbers are buying quite freely, in view of the present situation. Raws are firm and advancing.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 35
" Beaver	4 35
Paris lump, boxes, 100 lbs	5 40
" " " 50 lbs	5 50
" " " 25 lbs	5 70
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 30
" 100 lb. boxes	5 40
" 50 lb. "	5 50
" 25 lb. "	5 70
" 5 lb. cartons, each	0 37½
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 " bags	4 20

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—The feature of the market is the continued steadiness of the demand for molasses of all grades. The value of this commodity as a food seems to be better recognized among the French Canadians than in any other section of the people. The staples of the habitant are fish, bread and molasses, with about an equal consumption of each. There are no changes in quotations.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 27	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03½
" ½-bbls	....	0 03¾
" ¼-bbls	....	0 03½
" 38½-lb. pails	....	1 80
" 25-lb. pails	....	1 30
Cases, 2-lb. tins, 2 doz. per case	....	2 50
" 5-lb. " 1 doz. "	....	2 85
" 10-lb. " ½ doz. "	....	2 75
" 20-lb. " ¼ doz. "	....	2 70

DRIED FRUITS—Jobbers are already beginning to feel the effects of the Christmas demand. From present indications this year's trade will be a record-breaker for all lines.

The second direct boat to Montreal, S. S. Jacona, is now in the St. Lawrence on her way to this port. She is loaded with nuts and fruits. Until her arrival, no changes in price are expected.

Currants, fine filiatras, per lb., not cleaned	....	0 05½
" " " cleaned	....	0 06½
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, old, per lb	0 04	0 05
" new, per lb	....	0 07
Sairs, old, per lb	....	0 05
" new, per lb	....	0 07
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins	....	0 06
California, choice seeded, 1-lb. pkgs	....	0 07½
" fancy seeded, 1-lb. pkgs	....	0 08½
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 08
Valencia, fine off stalk, per lb	....	0 05
" select, per lb	....	0 05½
" 4-crown layers, per lb	....	0 06

TEA—The tea market is quiet, but remains in a healthy condition. There is only a small spot supply of visible tea, with little selling pressure. A normal and steadily advancing market is looked for by the trade. Values are somewhat higher than the corresponding season last year, which is causing the country dealer to hold off. The visible supply of Japans is small.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—Coffees are still firm in the primary markets, but some dealers look for a weakening in a few days. It is not expected to affect the retailer, however. Quotations of last week still hold.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

SPICES—Nutmegs are likely to go up in the near future. According to a spice authority here, they are too cheap at present, and have already risen in the primary markets. All other lines of spices are firm at present high prices.

Canadian caraways are scarce, and in view of this and a short German supply, are now worth 12c.

	Per	lb.
Allspice	0 13	0 18
Cinnamon, ground	0 15	0 19
" whole	0 16	0 18
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Nutmegs	0 30	0 60
Peppers, black	0 16	0 22
" white	0 22	0 29

RICE AND TAPIOCA—Higher prices are expected in rice, though the market is already beginning to feel the usual Christmas demand for luxuries, and consequent falling off in staples. A shortening of visible supplies is the factor which is expected to produce this result, which would be somewhat astonishing at this time of year. No changes in either rice or tapioca prices have been made as yet since last week.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

BEANS AND PEAS—Trade is exceptionally good for both peas and beans at present, probably owing to increasing use rather than a short crop. No changes in price have been made, as the supply seems fully equal to the demand.

Ontario prime pea beans, bushel	1 90	2 00
Peas, boiling, bag	....	2 50

NUTS—The demand, as is usual at this time of year, is heavy. A limited crop of high-grade old crop walnuts are still on the market and new shipments are expected by the S. S. Jacona, which is due to arrive the early part of next week.

Brazils are selling well. New crop

pecans are on the market, and appear to be of good quality.

In shell—	
Filberts, Sicily, per lb	0 11½
" Barcelona, per lb	0 10¼
Tarragona Almonds, per lb	0 12
Walnuts, Grenobles, per lb	0 13
" Marbots, per lb	0 12
" Cornes, per lb	0 11
Shelled—	
Almonds, 4-crown selected, per lb	0 32 0 33
" 3-crown " "	0 31
" 2-crown " "	0 30
" (in bags), standards, per lb	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
French, No. 1	0 07½ 0 07½
Spanish, No. 1	None
Virginia, No. 1	0 10
Pecans, per lb	0 65
Pistachios, per lb	0 75
Walnuts—	
Bordeaux halves	0 25 0 26
Brokens	0 18 0 19

EVAPORATED APPLES—Prices are slightly higher, owing to the expectation of an increased demand, though the new goods have not yet made their appearance on the market. Arrivals of winter stock are expected to begin about the first of the week. No indications have as yet been received as to quantity and quality of this year's crop, though many orders for futures have already been placed.

Evaporated apples, prime	0 09½

MAPLE PRODUCTS—Little activity has been seen in the maple products market this week, but a few sales of comparatively large amounts prove that there is still life in it. No changes of quotations were made.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 07 0 08
Pure syrup, 8½ lb. tin	0 60 0 65½
" " 10½ lb. tin	0 70 0 75

CANNED GOODS

MONTREAL.—There is already a considerable decrease shown in the sale of canned fruits since the arrival on the market of the new crop of dried goods. The demand for all lines of vegetables continues good, particularly peas and tomatoes.

The lobster situation shows no change from the conditions last week, the probability of a great dearth of supplies until next year being apparent.

Demand for salmon is good. Other lines of fish are quiet.

The scarcity of hog products is the cause assigned for the present stimulated demand for canned meats, as more are being sold than is usual at this time.

Peas, standard, doz	$1.00	$1.05
Peas, early June, doz.	1.05	1.07½
Peas, sweet wrinkled, doz	1.07½	1.12½
Peas, extra sifted, doz.	1.52½	1.60
Peas, gallons	3.87½	3.92½
Beans, doz.	.75	.80
Corn, doz.	.77½	.82½
Tomatoes, doz. (Ontario and Quebec)	.82½	.90
Strawberries, doz.	1.37½	1.40
Raspberries, 2's, doz		1.75
Peaches, 2's, doz		1.65
Peaches, 3's, doz		2.65
Pears, 2's, doz		1.60
Pears, 3's, doz		2.30
Plums, Greengage doz.	1.50	1.55
Plums, Lombard, doz.	.95	1.00
Lawtonberries, 2's, doz.		1.60

Clover Leaf and Horseshoe brands salmon:

1 lb. talls, per doz.	1.87½
½ lb. flats, per doz.	1.30
1 lb. flats, per doz.	2.02½

Other salmon:

Humpbacks, doz.	$ .95	$1.00
Cohoes, doz.	1.35	1.40
Red Spring, doz	1.60	1.65
Red Sockeye, doz	1.85	2.00

TORONTO.—The chief features of the canned goods market is the firmness of 3's and gallon pumpkins, which are scarce, and also the strength of the fruit market. Canned fruits are a little higher at the factory, generally speaking, but no increases are quoted by the wholesale trade. The pack of peas, as has been pointed out, is short and prices are strong.

For late run of sockeye salmon from $4.75 to $5 per case is offered f.o.b Vancouver, the quality being just fair. The first run brought about $6 on the same basis, large quantities of this going to supply the London market.

No change is observed in the canned lobster situation. Prices quoted last week are firm in view of the short pack.

Beans	$ .75	.80
Corn	.80	.85
Peas	1.00	1.40
Pumpkins	.75	.80
Tomatoes, 3's	.82½	.85
Strawberries, 2's	1.32½	1.50
Raspberries, 2's	1.60	1.65
Peaches		1.55
Lawtonberries		1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.40	2.50
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90

Clover Leaf and Horseshoe brands salmon:

1 lb talls per doz.		1.87½
½ lb. flats per doz.	1.20	1.25
1 lb. flats per doz.		2.12½

Other salmon prices are:

Humpbacks, per doz.	.95	1.00
Cohoes, per doz.	1.40	1.50
Red Spring, per doz.	1.55	1.65
Red Sockeye, per doz.	1.55	1.65
Lobsters, halves, per doz.	1.85	2.20
Lobsters, quarters, per doz.		1.40

ONTARIO MARKETS

POINTERS—

Sugar—Advance expected.

Raisins—Tendency to lower prices.

Currants—Weak market.

Celery Seed—Advanced

The Grocer has been complimented by the trade in general for the advice given to the retail trade last week under the Ontario markets, in reference to the proper distribution of the wealth of the abundant crops of our country.

The wholesale trade is satisfactory and jobbers all look forward to a healthy trade during the winter. Dried fruits are all in and are with a couple of exceptions turning out better than the first shipments indicated.

Syrups and molasses are in good demand and teas and coffees are steady. The easy feeling in tea a week ago has fully recovered, tapioca is firm and nuts are likely to be higher.

The sugar market should be carefully watched. Apparently it is on the eve of a rise following the advance in raws and also the advance made by one large New York refining company in refined.

SUGAR—An advance is expected at any time by brokers in the sugar market in Canada. Both raws and refined are advancing. During the past week one of the large New York refineries put up prices on refined sugar 10 cents on bags and 5 cents on barrels. With this situation confronting the market, we are liable to see higher prices in Canada in the near future. This tendency is largely attributable to the report of a short European beet crop, the decrease being estimated at 177,000 tons. The speculative interests, however, are making more out of the decrease and estimate it at a much greater figure—700,000 tons. Willet and Grey wonder why refined sugars haven't advanced, but say that jobbers are not excited over the situation and pursue their hand to mouth purchases. They also state that the total cane production this year will be some 371,000 tons greater than during the season of 1908-9.

St. Lawrence "Crystal Diamonds," barrels	5 40
" " " ½ barrels	5 50
" " " 100 lb. boxes	5 60
" " " 50 lb. boxes	5 70
" " " 25 lb. boxes	5 90
" " " cases, 20-5 boxes	6 45
" " Dominos, cases, 20-5 boxes	7 45
Paris lumps, in 100-lb. boxes	5 70
" in 50-lb. "	5 60
" in 25-lb. "	5 90
Red Seal	0 35
St. Lawrence granulated, barrels	4 75
Beaver granulated, bags only	4 45
Redpath extra granulated	4 75
Imperial granulated	4 45
Acadia granulated (bags and barrels)	4 65
Wallaceburg	4 65
St. Lawrence golden, bbls.	4 35
Bright coffee	4 65
No. 3 yellow	4 50
No. 2 "	4 4
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—There is a brisk demand for these goods principally from northern Ontario. This is somewhat of a surprise in face of the large quantity of fruit which was preserved, and which was supposed to take its place.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels, per lb	0 03½
Half barrels, per lb	0 03¾
Quarter " "	0 03½
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 0 33
" bbls.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

DRIED FRUITS—Dried fruits are now practically all in, and after all that was said and feared, both quality and prices settled down to about the same level as last year. Orders which have been taken to arrive are now being filled, which causes considerable activity among the wholesale men. On the primary market, however, prunes, peaches and apricots are higher, with raisins and currants lower. The quality of the latter two dried fruits is not good. Currants have

been spoiled by rain and the demand on first markets being light, prices are very low. Valencia raisins are not up to the usual standard in quality—they sugar too readily. Even lower prices are anticipated. Seeded Valencias are now becoming a factor on this market but the supply is yet small. They are the small raisins which are sifted through a sieve and which never contained any seeds.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 10½
40 to 50 " "	0 09
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06
Same fruit in 50-lb. boxes ¼ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17
Candied and Drained Peels	
Lemon 0 09 0 11 Citron	0 15 0 18
Orange 0 10 0 11	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06¾ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned ½c less.	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 06 0 06½ Fards choicest	0 08
Sairs 0 05 " choice,	0 07½

TEA—The reported weakness in tea has again fully recovered and the market has resumed its usual firmness. There is a good supply of tea on the way of autumn Indians and Ceylons. The market in comparison with a few years ago is rather bare, but of course there is plenty of tea in existence to supply the demand. Hand to mouth buying has been the rule compared with other years.

COFFEE—The coffee market is steady with the exception of the lower grades, especially Rio, which is unsettled and on the rise.

Rio, roasted	0 12 0 13
Santos, roasted	0 15 0 17
Maricaibo, roasted	0 16 0 18
Mocha, roasted	0 25 0 28
Java, roasted	0 27 0 30
Rio green	0 08 0 09

RICE AND TAPIOCA—The rice market is quiet and lifeless, but tapioca shows signs of a probable "move up."

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05¾
Japan	0 05¼ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½ 0 04¾

SPICES—There is no change from last week with the exception of celery seed which has jumped from 18c to 24c a pound.

Peppers, black, pure	0 15 0 18
" white, pure	0 22 0 25
" whole, black	0 16
" whole, white	0 23
Ginger	18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 20 0 30
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allapice	0 14 0 16
" whole	0 14 0 16
Mace, ground	0 75 0 80
Mixed pickling spices, whole	0 15 0 16
Cassia, whole	0 20 0 25
Celery seed	0 24

NUTS—A few lines are beginning to come in but it will be several weeks before all lines will be here. In the meantime it looks as if at present prices it would be good buying.

Almonds, Formigetta	0 11½
" Tarragona	0 12
" shelled	0 28 0 32
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 11½
" shelled	0 23 0 26
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 08 0 09

EVAPORATED APPLES—While the price of evaporated apples has not changed, the market is very firm with a good demand. The call from the west is extra good and New York export prices are high. Evaporating operations are now going on.

Evaporated apples	0 08¾ 0 09

BEANS—Beans are coming in freely but sell readily at last week's prices. From reports of the crop it is likely that they will sell for a little less later on.

Beans, per bushel	1 85

MANITOBA MARKETS

(Corrected by Telegraph.)

Advances—Horseshoe salmon, dairy butter, fresh vegetables, eggs, pot barley.

Firmer—Apricots, nuts, evaporated apples.

Winnipeg, Nov. 4, 1909.

Last week dulness did not continue many days and an encouraging revival has taken place. Merchants have not been keeping up their stocks to meet the heavy demand. It is evident that dealers have not recognized the fact that the population of the country has so increased over that of one year ago, that it is necessary to order goods on a larger basis than before. Every community is larger this fall than one year ago and grocers must expect to see their stocks diminish more rapidly. The repeated orders for canned goods alone are very large and clearly illustrate the fact that these have been quickly consumed. Another evidence that stocks are moving rapidly is that collections are being made in a satisfactory way. Any superfluous cash that comes into the dealers' hands is forwarded for old standing accounts, if such there are.

Xmas goods are being ordered extensively now and this is another feature of the brighter trade. Wholesalers are almost cleaned out of shelled nuts and some lines of dried fruits and they are awaiting new arrivals in these lines.

The trade is really in an excellent condition and the general market is strong.

SUGAR—There is no change in the market and goods are being ordered freely at the following prices:

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 15
" yellow, in bbls	4 70
" " in sacks	4 65
Icing sugar, in bbls	5 45
" " in boxes	5 65
" " in small quantities	5 70
Powdered sugar, in bbls	5 25
" " in boxes	5 45
" " in small quantities	6 0
Lump, hard, in bbls	5 95
" " in ½-bbls	6 05
" " in 100-lb. cases	6 05

SYRUP AND MOLASSES—Syrup is wholesaling heavily and the consumption this fall has been enormous. Molasses is a feature of the Christmas ordering.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 30
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 60
" " 20-lb. tins, per ¼ "	2 65
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 30
" 5 " 1 "	2 75
" 10 " ½ "	2 60
" 20 " ¼ "	2 65
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses ½ bbls. per gal	0 36

FOREIGN DRIED FRUITS—There is a shortness in raisins, currants and prunes. The demand for all lines is heavy. Apricots may go higher.

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " cleaned, per lb	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¾-lb. packages per package	0 05
" " fancy seeded, in ¾-lb. packages per package	0 06
" " choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 05¾
" 4 " " "	0 06½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 05
" 70-80 "	0 05¾
" 60-70 "	0 06
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 08¾
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06
" dry, cleaned, Filiatras, per lb	0 06¾
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08
Pears, per lb	0 08
Peaches, standard, per lb	0 07
" choice	0 08½
Apricots, standard, per lb	0 14
" choice, per lb	0 14½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

NUTS—Stocks are low in the shelled varieties and orders are coming in steadily. New goods will arrive soon. Peanuts are very scarce. Unshelled chestnuts are abundant in stock but the trade is not heavy.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 27
" Almonds, in boxes, per lb	0 32
" " small lots, per lb	0 34
Peanuts, Virginia, per lb	10 0 13

QUAKER OATS—

Family size	4 50
Quaker oats, 36's	3 50
Puffed rice	2 90
Puffed wheat	2 90
Cornmeal	2 40
Pettijohn breakfast food	2 25
Cornflakes	2 00

EVAPORATED APPLES—Evaporated apples are still 9½ cents per pound and firm at that price. New goods are expected in about two weeks.

MAPLE PRODUCTS—The colder weather has meant a revival in maple syrup. Quality is reported good.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per doz.	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

HONEY—New goods are fast being taken up, and stocks are getting low again. The western consumption of Ontario honey this year has been large. The strained product is popular.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

ROLLED OATS—The market is firmer to-day and more goods are moving as winter approaches.

Rolled oats, 80 lb. sacks, per 80 lbs	2 15
" 40 " " 80	2 20
" 20 " " 80	2 30
" 8 " " 80	2 50

CORNMEAL—This is a popular winter food and the trade is reviving.

Cornmeal, per sack	2 10
" per ½ sack	1 05
" per bale (10, 10's)	2 35

RICE AND TAPIOCA—

Japan rice, per 100 lbs	3 85
Pearl tapioca, per lb	0 04 0 04¼

BARLEY—The market continues firm. We quote pot barley at $2.75 this week. Other lines may be higher soon. Stocks are scarce.

Pot barley, per sack	2 60
Pearl barley, per sack	3 65
" per ½ sack	1 90

CANNED GOODS—The trade is excellent and dealers are calling for more supplies. Tomatoes are particularly in good demand.

Peas, standard, per case 2 doz		1 80
" early June, per case 2doz		1 85
Beans, per case 2 doz		1 98
Corn, per case 2 doz		1 75
Tomatoes, per case 2 doz	2 00	2 10
Strawberries, per case 2 doz	3 00	3 25
Raspberries, per case 2 doz		3 65
Peaches, per case 2 doz		4 08
Pears, per case 2 doz		2 70
Plums, per case 2 doz		2 60
Salmon (Horseshoe Brand), per case 4 doz		6 50

FRESH FRUIT AND VEGETABLES—As the season advances prices are firming.

Pumpkins, per lb		0 01
Carrots, per lb		0 50½
New potatoes, per bushel		0 40
Native cauliflower, per dozen		1 00
Native cabbage, per lb		0 0½
Native celery, per doz		0 40
Native beets, per bushel		0 40
Native lettuce, per doz		0 30
Native onions, per doz		0 30
Native radishes, per doz		0 30
Native cucumbers, per doz		0 75
Ontario tomatoes, per basket		0 75
Oranges	3 75	4 50
Lemons	5 50	6 50
Apples, Ontario, per bol	3 75	5 00
Grape Fruit, per crate		5 50

MEATS—

Clark's 1 lb., pork and beans, plain, per case	2 80
" 2 " " " " "	2 40
" 3 " " " " "	2 30
" 1 " tomato sauce, per case	2 80
" 2 " " "	2 40
" 3 " " "	2 30
" 1 " Chili " "	2 80
" 2 " " "	2 40
" 3 " " "	2 30
Soups, per doz	1 20
Corned beef " 2's per doz	2 65
" " 1's per doz	1 40
Roast beef, 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 00
Sliced smoked beef, ½-lb. tins, per doz	1 65
" " 1-lb. tins, "	2 80
" " 1-lb. glass, "	3 60
English brawn, 1's, per dozen	1 80
" 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" " 2's, "	3 25
Geneva sausage, 1's, per dozen	2 00
" " 2's, "	3 40
Boneless pig's feet, 1's, per dozen	1 65
" " " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 35
" " 2's, "	6 70

BUTTER—Prices prevailing are as follows:

Creamery	0 27
Bricks	0 30
No. 1 Dairy	0 27
No. 2 Dairy	0 22

Dairy is going up, the advance being 2 cents this week.

EGGS—They are jobbing from 28 to 30 cents per dozen to-day. This is an advance of 1 cent over last week. As local supplies diminish the eastern market is drawn upon.

VANCOUVER.

Sugar, standard granulated		5 50	Evaporated apples		0 08½
Val. raisins, lb.	0 05½		Butter, Eastern	0 29	0 30
Cal. " "	0 06½		Butter, local		0 35
Prunes	0 05½	0 07½	Butter, Western	0 21	0 22½
Currants	0 06½	0 07½	Eggs, Eastern		0 33
Dried apricots	0 11	0 13	Eggs, local		0 50
Flour, Standard, bbl		7 10	Cheese, per lb.	0 15	0 15½
Cornmeal, p. 100 lbs		2 60	Canned Goods—		
Beans, per lb.	0 03½	0 04½	Peas		1 00
Rice, per ton	68 00	76 00	Tomatoes		1 32½
Tapioca, per lb.		0 03½	Corn		1 10
			Apples		3 42½
			Strawberries		2 15
			Raspberries		1 65

CALGARY.

Sugars—	
B. C. granulated	5 54
Raymond, beet	5 44
Icing sugar, in boxes	7 10
Powdered sugar, in boxes	7 10
Lump sugar, in boxes	7 10
Raisins—	
Valencia, layers, 28 lb. box	2 40
California, 3-crown muscatels, per lb	0 06½
" 12 oz. choice seeded, per pkg	0 06
" 16 " " " "	0 07
" S.C. prunes, 90-100, per lb. (½c. rise on a size).	0 05½
" S.C. prunes, 30-40, per lb	0 10
Currants, fine Filiatras, per lb	0 08
Cal. evap. peaches, choice, in 25 lb. bxs	0 07½
Cal. evap. apricots " "	0 13
Cal. evap. dates, bulk, Hallowee, per lb	0 07½
Pure maple sugar, per box 40 ½-lb. cakes	4 00
Rolled oats, B. & K. brand, 80's	2 50
Flour, Hungarian, per 98 lb. sack	3 10
" Economy	2 85
" S. Bakers	2 35
Cornmeal, yellow, per 98 lb. sack	2 40
" " " 10-10's	2 65
Beans, Ontario, hand picked, per bush	2 45
" California, limas, per lb	0 06½
" " pinks, per lb	0 06
" " Bayos, per lb	0 06½
Rice, Japan	0 04
Tapioca	0 05
Evap. apples	0 10
Butter, Alberta creamery	0 30 3 50
" " dairy, No. 1	0 20
Cheese, Alberta	0 14½
" Ontario, large	0 15½
" " twins	0 15½
Eggs, Ontario, fresh, per case	9 25
Pork, prime Alberta s.c., per brl	22 50
" " per ½ brl	12 00
Canned Goods—	
B. C. salmon, clover leaf sockeye, 1 lb. tall, 4 doz	7 00
" " cohoes, 1 lb. tall, 4 dozen	5 25
" " pinks, 1 lb. tall, 4 dozen	4 00
Peas, in case, 2 dozen	2 35
Tomatoes, in case, 2 dozen	2 90
Corn, in case, 2 dozen	2 40
Apples, per case ½ doz., gallon	2 00
Strawberries, per case 2 doz. gallon	4 50
Raspberries, per case 2 doz	4 50

ST. JOHN MARKETS.

Corrected by Wire.

St. John, N. B., Nov. 4, 1909.

Lard and pork advanced again last week and stocks of both these staples are scarce and high. Ontario flour declined ten cents a barrel. In country produce turkeys are scarce and are bringing 23 cents a pound. Moosemeat and venison are fairly plentiful as are also woodcock and duck, etc. In the fruit market California oranges have advanced from $4 to $4.50 a box.

The sugar refinery proposition of F. C. Durant's is still in abeyance but it is thought a satisfactory agreement will be reached and that the industry will be established here.

The dates for the Dominion exhibition to be held here next year have been decided on. It will open on Labor Day, Sept. 5 and close on Wednesday, Sept. 14.

The wholesale quotations at present are as follows:

Sugar—			Beef, Canadian plate	16 75	17 50
Standard gran.	4 75	4 85	Molasses, fcy. Barbados, gl	0 34	0 35
Austrian "	4 45	4 65	Butter, lb	0 20	0 24
Yellows	4 25	4 65	Eggs, doz	0 26	0 30
Flour, Manitoba	6 45	6 55	Potatoes, bbl	1 10	1 25
" Ontario	5 65	5 90	Canned goods—		
Cornmeal, bags	1 60	1 65	Peas, doz	1 10	1 50
Rolled oats, bbls	5 40	5 50	Corn, doz	0 80	0 90
Val. raisins, lb.	0 06½	0 07	Tomatoes, dz	0 95	1 00
Cal. raisins, seeded	0 08	0 09	Raspberries, dozen	1 85	2 00
Currants, lb	0 07	0 07½	Strawberries, dozen	1 45	1 50
Prunes, lb	0 06½	0 09	Salmon, case	6 00	7 00
Rice, lb	0 03½	0 03½	Peaches, 2's, dozen	2 00	2 05
Beans, hand picked, bus	2 10	2 15	Peaches, 3's, dozen	3 12½	3 15
Beans, yellow eye, bus	3 15	3 40	Baked beans, dozen	1 15	1 25
Cheese, lb	0 13½	0 13½	Fish—		
Lard, compound lb	0 13½	0 13½	Cod, dry	2 75	4 00
Lard, pure, lb.	0 16½	0 17½	Herring, salt, half bbls	2 30	3 50
Pork, domestic mess	28 50	29 00	Herring, smoked, box	0 08½	0 10
Pork, American clear	28 00	29 00			
Pork, clear backs	30 00	30 50			
Beef, American plate	18 00	18 50			

HALIFAX MARKETS.

Corrected by Wire.

Halifax, November, 4, 1909.

Halifax grocers report trade brisk, and the prospects are that it will continue so until the close of the year. The retail business this season has been good, the cheapness of fruit largely increasing the sales. The Halifax dealers have handled a large quantity of Ontario fruit this fall, much more than ever before. Grapes were imported in car loads and they found a ready sale. The prices were so low that it was no trouble for the jobbers to sell the stock. When a car load was consigned to a commission house the jobbers bought large lots, some of them taking as many as one thousand baskets. Eight pound baskets sold at retail for twenty-five cents. Grapes were never sold as cheaply here before. The imports of peaches were also much heavier than ever before. The choicest stock in large baskets sold for one dollar. All this fruit arrived here in first-class condition. The crop of Nova Scotia peaches was about over when the Ontario stock arrived and therefore it met with little or no competition. Heretofore the quantity of Ontario fruit imported here was limited.

The price of pork continues to soar and another advance is noted. American clear fat backs are now quoted at $31.99, the highest price ever recorded on this market. Even with these record prices the dealers would not be surprised if pork was quoted still higher. The supply of fresh pork coming on the local market so far this season is limited, and for the best of it they are paying from ten to eleven cents per pound. All pork products are correspondingly high in price.

Prince Edward Island produce is now coming in quite freely. The quality of the potatoes is good, and the larger arrivals have caused a drop in the price. They are now selling at forty cents per bushel. Within the next week or so a further decline is expected.

BIG CROP OF CRANBERRIES.

Crop reports from the cranberry fields in the United States show that there will be no possible excuse this year for any lack of sauce to go with the turkey, says the New York Commercial. Massachusetts reports 269,107 bushels, a gain of 32 per cent. over last year's yield. New Jersey has 192,612 bushels in sight, 80 per cent. more than last season, and Long Island and Wisconsin report big crops.

The total estimated crop for the entire cranberry field is 1,675,000 bushels.

NEW SOAP FACTORY.

The United Soap Company, which was forced by the Brantford, Ont., city council to cease operations there, is rebuilding a modern soap establishment in Maisonneuve, Montreal. The cost is estimated at $50,000.

Thirty-five million barrels, or 12,000,000 barrels more than in 1908, is the estimated apple crop of the United States and Canada this season, according to Ben H. Rice, secretary-manager of the second U. S. national apple show in Spokane, to be held from Nov. 15 to 20.

Manufacturers' Agents

And Brokers Directory

BRITISH COLUMBIA

JOHN J. BOSTOCK
Wholesale Broker
SALMON Canned and Salted
HERRINGS HALIBUT
LOO BUILDING, VANCOUVER, B.C.

We have Competent Salesmen
Best facilities for Distributing and Storing
W. HARRY WILSON & CO.
330-332 Cordova St. W. VANCOUVER, B.C.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

W. A. JAMESON COFFEE CO.
MANUFACTURERS
Coffees, Teas, Spices, Etc.
"Feather-light" Baking Powder
Cor. Langley and Broughton Sts.
VICTORIA, B.C.

R. ROBERTSON J. Y. GRIFFIN
R. Robertson & Co.
25 Alexander St.
VANCOUVER, B.C.
Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters
Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—A B C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

Wholesale Manufacturers' Agents
Correspondence Solicited.
F. R. McINTOSH & CO.
Vancouver, B.C.

W. C. FINDLAY W. CARTER
E. A. MARSHALL & CO.
Manufacturers' Agents
SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.
We have an established connection and can handle a few more good agencies to advantage.
Highest References,

F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents
Correspondence Solicited.

WILLIAM W. DUNCAN
Broker and Manufacturers' Agent
DISTRIBUTING
Free and Bonded Warehouses
VANCOUVER - VICTORIA

VICTORIA FRUIT GROWERS' ASSOCIATION
The largest packers and shippers of first-class Fruits of all kinds in British Columbia.
OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS. - VICTORIA
Branch at 140 Water Street, Vancouver.

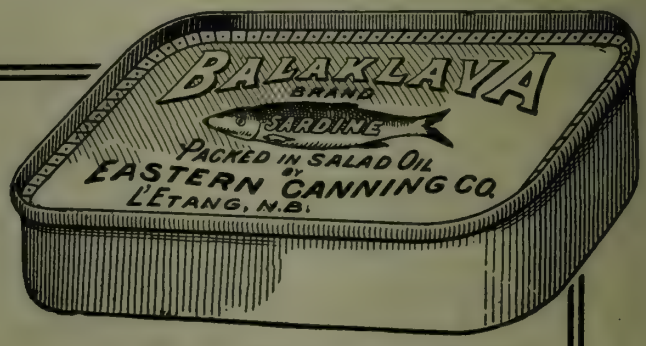
THE CANADIAN GROCER
British Columbia Office at Room 11, Hartney Chambers, Cor. Pender and Homer Sts., Vancouver.
H. HODGSON Manager

HERMAN ERB
Manufacturers' and Wholesale Commission Agent
P. O. BOX 405
522 Bastion Street, Victoria, B.C.
Open for a few more agencies

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

BALAKLAVA SARDINES

None better and few of equal quality.
The line for you to push for a good profit.



The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks St., Ottawa; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

Advertisers Cannot be Overlooked

BEING in the background of a merchant's mind at a moment which decides the direction business shall take, may mean serious losses. When you advertise you can not be overlooked—you always receive consideration—a consideration above that accorded the house that does not see the benefit of talking to the merchant when he has time to listen—when he sits down to read

THE CANADIAN GROCER

Some Teas are too cheap in quality to be anything else than dear in price

You might as well try to make water run up hill as try to improve your tea trade with that kind of tea.

And why try? You know that Red Rose Tea has come into popular favor more rapidly than any other tea and has won the admiration and good will of the trade in general. You are always sure that Red Rose Tea "is good tea;" that it will always give your customers the satisfaction you want them to have with the tea you sell them. You are sure

Red Rose Tea

is always worth the price.

Wellington St. E. Toronto, Ont.
315 William Ave. Winnipeg, Man. } Branches

T. H. ESTABROOKS
ST. JOHN, N.B.

Alarming Growth of Cream Exportation to U. S.

Cheese Factories on the Border Closing Down — In Quebec 15 Factories are Sending Their Total Output of Cream Across the Border—Butter Men Want to See Heavier Export Duty to Offset the Situation.

In a recent issue of The Grocer, attention was called to the exportation of cream to the United States. Since the issue the growth of this business has been such that it is alarming the butter dealers of this country who are cognizant of the facts, particularly as the price of butter in the States is rising instead of going down, as might be expected.

Reports have been secured by The Grocer, from reliable sources all along the border, from Michigan to Vermont, and everywhere it is the same. Farmers who live near the line are driving cream across in as large quantities as they can obtain. Most of the butter and cheese factories within fifty miles of the border have almost ceased operations, owing to the fact that larger profits are made both by themselves and farmers by exporting cream.

Cheese factories in the Brockville section have ceased operations in order to sell their cream in Ogdensburg. The same is true of Bright, Strathallen, Innerkip and Hamilton sections, with the difference that the shipments are made to Buffalo and Rochester. Some eastern shipments have gone to Boston, consigned to candy and confectionery establishments, presumably for the manufacture of candy and ice cream. Detroit is also getting large supplies from the Chatham district. Canadian Government statistics show that, in the Province of Quebec alone, fifteen creameries are exporting their total output of cream to the United States.

American Buyers Here.

A new development of the situation is the fact that American buyers are in Canada at the present time picking up all the cream available. Woodstock and Stratford districts are being "worked" principally just at present.

From one small U.S. customs district, Memphremagog, 9,000 gallons of separator cream were brought in from Canada, since the new tariff went into effect there, August 5, 1909. This act imposes a duty of only 5c per gallon on cream, and makes no specification as to what test this applies. As a result, the export cream is separated until it is very largely pure butter fat, testing usually over 45. This reduces the duty to a merely nominal amount. The duty on butter itself, being very high (six cents per pound), it can readily be seen what an immense difference it makes as to what form the cream is taken over in.

Another district has shipped through one port of entry during the present month over 30,000 gallons of cream, and the amount is growing daily. Some of the towns from which this is shipped are Sutton, Cowansville, Knowlton, Roxton, Valcourt, Eastman, West Shefford, St. Pie, and Dunham.

This serious condition of affairs is rapidly becoming a problem for the Government to take up. It is a national question, one worthy of some customs' legislation. Exporters cannot be blamed for taking advantage of the situation to improve their profits. United States butter is now selling about 5c per pound higher than is butter in this country. The price of butter here in winter is always high enough, without the additional amount which it is expected will be asked this coming winter, owing to the scarcity of cream.

In talking with some of the representative butter men in Montreal, the only remedy suggested was an export duty on cream, sufficient to offset the additional profit in the States. It seems the only feasible plan to meet the present growing menace to our butter supply.

INFORMATION FOR BUYERS.

Hints to the Trade Supplied by Sellers.

A recent advertisement which has aroused considerable favorable comment in the grocery, as well as in the advertising world, is that new poster of the N. K. Fairbank Company, which depicts their famous twins seated on an aeroplane, making progress through space. Underneath is the inscription, "The 'Right' Brothers for Your Cleaning." The poster idea is well thought out and is so opportune as to reflect great credit on the originator of the ad. and the company executing it.

White Swan Spices & Cereals, Limited, are putting up a most attractive square sample tin of "White Swan coffee," which they are sending direct to the best residents in Toronto and outside places. The sale for this coffee has enormously increased of late and it is the intention of the company to thus create a further demand among those who have not used it thus far. This will, doubtless, turn a lot of high-class trade to the retail grocers.

Two additional electric weighing and packing machines have been installed at the Red Rose Tea plant at St. John, N. B. Even then, and with a staff working every other night, it has been found difficult to keep up with orders.

There is no puzzle

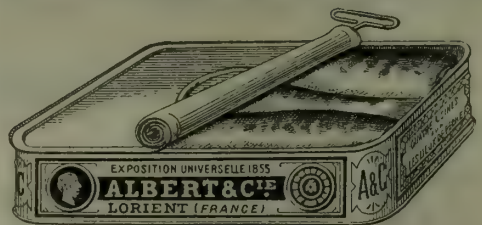
doubt or question about a grocer buying

Fels-Naptha Soap

Uniform quality and unique merit maintain its popularity, and the sale of Fels-Naptha is assured.

That's the kind of a soap to keep well-stocked in your store.





Ask for

"ALBERT & CIE"

French Sardines

This popular and world renowned brand is packed in FRANCE from specially selected fish only.

AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.

A WONDERFUL INCREASE

Last year the number of homestead entries in the West showed an increase of 8,657 over the year 1907, and the acreage under cultivation increased 1,385,120 acres during the same period!

Are **you** getting **your** share of this trade?

We are in a position to advise you on all matters connected with the Great West, we can handle your goods economically and expeditiously, and we can give you prompter and more efficient service than any other firm. We have large track warehouses at the three strategic points. Let us know what you have to sell. We can help you.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more.

TRY THEM. That's all we want.

We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

Another of
GUNNS "TOP NOTCH"
Quality Products

GUNNS MINCEMEAT

Is guaranteed the finest that can be produced
PUT UP IN TIERCES, TUBS and PAILS

Gunns "Pi-Crus"
Condensed Mincemeat
"HAS THEM ALL BEAT"

A Sample Order Will Convince You

Made under Government Inspection.

GUNNS LIMITED Pork and Beef Packers TORONTO

Absolute Perfection
is difficult of attainment
but

ROWAT'S

IMPORTED PICKLES AND OLIVES

are as nearly perfect as human skill and care can make them. Enquire about our 12 oz. bottle, which sells for 10c. There's money for you in selling it! See that ROWAT'S have a prominent place in your winter pickle stocks.

ROWAT & CO.
GLASGOW :: :: :: SCOTLAND

AGENTS IN CANADA:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, and Ontario.
F. K. Warren, Halifax, N.S.
F. H. Tippett & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver, B.C.
Nicholson & Bain, Winnipeg, Edmonton, Calgary.

VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—*TOM MURRAY, Chicago.*

BUTTER
EGGS
POULTRY
GAME

¶ We require large quantities of each of the above lines and shall be pleased to quote prices f.o.b. your station. Write us

The WM. RYAN CO. LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Dressed Poultry

We want large quantities of
Turkeys, Geese, Ducks, Chickens and Fowl

We have been 54 years specializing in Dressed Poultry. This valuable experience is at your service. We are the largest dealers and have the largest outlet of any house in Canada. All shipments paid for daily.

THE WM. DAVIES CO., LTD.
Phone Main 119 James St., TORONTO

Canadian Cheese Prices are Likely to Go Higher

New Zealand Make, Not What Was Anticipated — Much Cream Being Exported to United States—Plenty of Butter on Hand in Cold Storage—New Laid Eggs Very Scarce—Advance in Compound Lards.

The pork packers are more inclined to accept the hog situation as it is, and are not expecting more than the country can furnish. They have abandoned the idea of getting enough hogs to keep their factories running to their full capacities, and are content when they are able to supply their local trade. Hogs are steady at $7.15 for live weight at country points, and the demand for cured meats is active without any change in prices.

The butter situation becomes a puzzling problem. That the bulk of our packed butter is held in cold storage cannot be disputed, and the question that is confronting the holders is, where to find a market for it. While waiting for the English market to come our way, it is alarmingly disappointing to see the immense quantities of Australian fresh grass butter taking advantage of the English market at a figure which is not quite high enough to suit our dealers here. It is quite true that the low duty on cream, takes a lot of our butter to the United States in the shape of cream, but the high duty stands in the way for our butter finding sale there. The high price of butter on the other side of the line is also a conundrum, upon which a theory might be ventured. Some of the producers of oleomargarine in the United States, have far more interest in the production of that article, on which they can make a profit only known to themselves and guessed by others, and it is suspected that these large concerns are bulling the butter market in order to realize the fancy prices for their oleomargarine. Even if they have to sell at a loss, when the market breaks, they no doubt have made it many times over in the high price of their product.

The cheese market looks better, and a good deal is changing hands at a slight advance. With so many countries now competing for the English market, our dealers are beginning to realize that the risk of holding is much greater than it used to be. There is no doubt that for the good of the cheese industry the price opened too high in the spring, and was held above the value for the great markets of the world, which caused it to be difficult to move. There is not much New Zealand cheese in sight, so that prices of Canadian cheese may advance.

The unusually high price of eggs and its outcome is also causing some good and hard thinking. Strictly new laid eggs at this time of the year are almost out of the question, and with a bait of 35c a dozen, many a usually honest person is tempted to sell eggs which had been held for the genuine article. The quantity of cold storage eggs, however, is large, and with the high price in sight, the farmer will do a lot of earnest coaxing with his hens, and if the weather will not be too severe eggs may come within easier reach before the winter is over.

MONTREAL.

PROVISIONS — All compound lards are up ½ cent, owing to a sudden increase in demand. Heavy flank pork is now quoted at $32, a raise of $4. Scarcity is the only explanation brought forward.

Dressed hogs are slightly higher, while live, owing to increased receipts, are lower. Trade is good in all lines.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16½
Cases, tins, each 10 lbs., per lb	0 16½
" " " 5 " "	0 16½
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16½
Pails, tin, 20 lbs. gross, per lb	0 16½
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12
" 5 " " " "	0 12½
" 3 " " " "	0 12½
Pails, wood, 20 lbs. net, per lb	0 12
Pails, tin, 20 lbs. gross, per lb	0 11½
Tubs, 50 lbs. net, per lb	0 11½
Tierces, 375 lbs., per lb	0 11½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Canada short cut back pork, bbl. 45-55 pieces	30 00
Heavy clear pork, bbls. 20-35 pieces	31 0
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 15
Long clear bacon, heavy, lb	0 15½
Long clear bacon, light, lb	0 16½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 15
Large sizes, 18 to 25 lbs., per lb	0 16
Medium sizes, 13 to 18 lbs., per lb	0 16½
Extra small sizes, 10 to 13 lbs., per lb	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17½
" " small, 9 to 12 lbs., per lb	0 18
Breakfast bacon, English, boneless, per lb	0 18
" "	0 17½
Windsor bacon, skinned, backs, per lb	0 18
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	8 50
" dressed, per cwt	12 50

BUTTER—The main feature of the butter situation is the anxiety of the best posted men regarding our winter supply, owing to the sure cream shortage under existing conditions. At present, due to an oversupply, no immediate effect has been observed resulting from the increased exportation other than a decided firmness in the market. That it is beginning to affect receipts is shown by the statistics for the season, which show a decrease of 31,505 packages as compared with last year.

For the week receipts are 6,043 packages as against 5,697 packages same week last year. For the season they are 339,258 packages, as against 370,763 packages same season 1908.

Creamery, solids, lb	0 25
Creamery prints	0 25½
Dairy, tubs, lb	0 19 0 21
Fresh dairy rolls	0 22

CHEESE — From present indications the New Zealand cheese crop is not going to be such a menace to prices as was at first expected. English prices are now the equivalent of ¼ to ½ cent higher than last week, and a further rise is looked for. There seems to be no doubt that the conservative policy pursued by British importers has resulted in a lower range of values than might have been expected, as cheese is growing into favor more and more as an article of food.

Prices here are expected to be higher in the near future, owing to the increased demand, both foreign and domestic, especially as receipts are falling off. The receipts for the week are 46,003 boxes, as against 55,335 boxes, and for the season 1,796,280 boxes, as against 1,764,735 boxes same season 1908.

Quebec, large	0 11½ 0 12
Western, large	0 11½ 0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12 0 12½
Old cheese, large	0 15 0 16

EGGS—Receipts of eggs are almost nothing this week and from all indications there is no immediate prospect of any great increase. Dealers are having troubles in obtaining sufficient for present needs of new-laid. It looks decidedly like higher prices, though no changes have been made as yet.

Receipts for the week are 1,663 cases, as against 3,527 cases same week last year. For the season they are 180,346 cases, as against 179,638 cases same season 1908.

New laid	0 33 0 34
Selects, dozen	0 28
No. 1, dozen	0 25
No. 2, dozen (nominal)	0 21 0 22

HONEY — Honey demand is much stronger than at this time last year, and prospects are that it will steadily increase until after Christmas at least. This year's crop is of good quality, and supplies are fair for the time being.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11

TORONTO.

PROVISIONS—The local markets are firm and active. Demand is good and prices are well maintained. Dressed hogs are selling at $10.75, and are all wanted as they come in. The receipts are light, which is probably owing to the mild weather. Cured meats are a little slow, on account of so much poultry, fish and fresh meats.

Long clear bacon, per lb	0 14½ 0 15
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14½ 0 15
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15½ 0 16
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 18 0 19
" pea meal	0 18½ 0 19½
Heavy mess pork, per bbl	25 00 25 50
Short cut, per bbl	27 00 27 25
Lard, tierces, per lb	0 14½ 0 15
" tubs "	0 15 0 15½
" pails "	0 15½ 0 16
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	7 15
Dressed hogs	10 50

BUTTER — The butter situation becomes a puzzling problem. That the bulk of our packed butter is held in storage cannot be disputed, and the question of intense interest is where will be the market for it. Good fresh butter for the local requirements is in good demand, at firm prices.

FEARMAN'S ENGLISH MINCE MEAT

For those Mouth-watering

Mince Pies

We have the Ingredients in the *finest* Qualities



¶ We put up our English Mince meat in pails containing 70 lbs., 28 lbs., 12 lbs., and 6 lbs., making convenient packages for retailing in bulk or by the pail. Prices are reasonable for pure goods, which are guaranteed pure, and which are made under Government inspection. We shall be glad to have your orders.

F. W. FEARMAN CO., Limited, HAMILTON

The seal of quality

has been stamped on every tin of

CONCORD NORWEGIAN SARDINES

the kind in which the natural delicate flavor is preserved. None but freshly caught small autumn fish, and the highest grade oil is used in canning these goods, the greatest care being taken throughout the process.

CCC
Norwegian Canned Goods

Each tin carries the guarantee of the **CONCORD CANNING CO.** A feature is the extra lid for use after the tin has been once opened. Are you handling this rapid-selling line?

LIST OF AGENTS:

R. S. McIndoe, Toronto; A. H. Brittain & Co., Montreal; W. A. Simonds, St. John, N.B.; Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.

Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

The Beardwood Agency

313 New York Life Building - MONTREAL



Your Customers Know It!

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

¶ If you aren't handling it, hadn't you better begin now?

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

Your Customers Want Clark's Meats

If half-a dozen customers want Clark's Meats and the grocer can't supply them, he is losing trade and possible customers.

With their reputation to introduce them and their high quality to sustain this reputation, Clark's Meats are amongst the most profitable goods the grocer can handle.

There is a full line, each the best of its kind.

They are well advertised throughout Canada, and the demand is already created.

Clark's Pork and Beans
Clark's Mince Meat
Clark's Ham, Tongue or Veal
Clark's Ox Tongue
Clark's Sliced Smoked Beef
Clark's Chateau Baked Beans

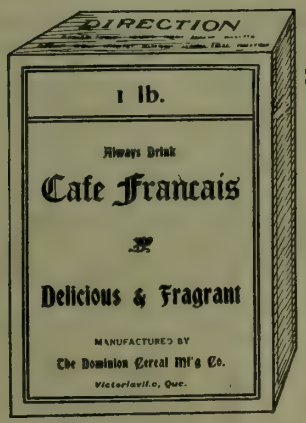
and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WRITE FOR SPECIAL LIST.

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties



Do YOU Sell it ?

Cafe Francais has met with wonderful success since its introduction, proving that the housewives of the country appreciate it to the full.

It is a profitable line for YOU to handle.

In 1-lb. and 2-lb. cartons.

Dominion Cereal Manufacturing Co.
VICTORIAVILLE, QUE.

Also makers of Imperial Self-Raising Flour



	Per lb.	
Fresh creamery print	0 26	0 27
Fresh creamery solids	0 24	0 25
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 22	0 23
Tub butter	0 21	0 22
Baking butter	0 17	0 18

CHEESE—The cheese market shows evidences of more life and a firmer feeling with a slight advance, yet the local market is not affected and prices remain the same as last week.

Cheese, new, large	0 12½	0 12¾
" " twins	0 12¾	0 13

EGGS—Strictly new laid eggs are hard to get hold of. This, however, is what usually happens at this time of the year. November and December are the hardest months of the year to get hens to do their work. They need new clothing for the cold winter and they usually devote these two months for that purpose and a rest. With the high price of eggs in his mind the farmer is apt to show special kindness to his hens, and provide them with extra hot meals at all hours.

Fresh eggs	0 25	0 26
Select eggs		0 28
Strictly new laid		0 35

POULTRY—With all that has been said and written about the poor condition of a large percentage of the poultry that comes to this market, there seems to be little improvement. If farmers would discuss at their "Farmers' Clubs" how to get their stuff in better and more respectable conditions on the market, they would derive more benefit and credit than to be planning how they can make a few cents by clubbing together to buy certain things, and take away what rightfully belongs to their own merchants. Tons of poultry come to this market which cannot possibly pay for the cost of raising them, but which would net a good profit if they had been wisely prepared for the market.

Early spring chicken, alive, per lb.	1]	0 12
Spring chicken, dressed	0 13	0 14
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 16	0 18
Spring ducks, alive	0 10	0 11
" dressed	0 12	0 13
Old ducks		0 08

HONEY — Honey dealers hold the price firm and the sales are slow, except in glass, which is almost the only way it is handled in cities. Honey looks better when it is liquid, but the flavor, if it is candied is retained better, and it eats nicer if eaten in that shape.

Honey, extracted, 60 lb. cans	0 10½	0 11
" 10 lb pails	0 11	0 12
" 5 lb. pails	0 12	0 12½
" comb, per dozen	2 25	2 50

THE CHICAGO 'SLUM' GROCER.

Geo. H. Tanner.

The slum grocer, having his store in an eight by ten foot basement, is the busiest man in Chicago. He is busy avoiding kicks and knocks from customers, from the health department, and from many other sources. If the kicks slow up occasionally, he gets busy planning how to get out of his basement storeroom and secure better and more spacious quarters for his little business. Most probably he is figuring on getting out of the grocery business altogether, or at least out of the slum part of it.

For no sort of occupation is so tiring and disconcerting as keeping a little grocery in some dingy and moist basement in the Ghetto or in any other congested district. The hours of work are from four o'clock in the morning until ten o'clock at night. But this is not the only drawback of the small slum storekeeper. There are other more painful situations which confront him.

Perhaps the worst of these is the necessity of keeping the store clean and the goods fresh. Both of these are things which the basement grocer simply cannot do, at least not well. He has no facilities for keeping his place clean and has no trade large enough to allow his goods to circulate quickly and to get in a new stock of goods every other week or so.

There are hundreds of little stores in Chicago where the keeper of the store has only one room back of his store to live in. As the proprietor of such a store has one and generally more children, the insufficiency of the "home" is apparent. So the family encroaches on the business premises and the home and store become one.

Frequently upon entering such a store one will find some of the family wash drying in the rear of the little room. Children crawl about the floor, playing with the measures, the scoops, or whatever else they can lay their hands upon. The woman, the wife of the storekeeper, who acts as saleswoman while he is away, and frequently while he is there, too, has her babe in her arms or lap. When a customer comes in she puts down the baby and is ready to wait on him.

Do You Want To Save Money?

on discounts and freight.

We can put dollars in your pocket if you will handle



You will do a much more profitable soap business than ever before if you will stock our full line.

RICHARDS—

Quick Naptha Soap
Snow Flake Soap
Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Let us quote you on your

APPLE BARREL

requirements for the coming season. Also staves, hoops and heading for sale.

H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Custard Powder

The BIG Two-Power 5c. pkg.

Manufactured only by
EDWARD J. NATION & CO.
BRISTOL, ENGLAND

WE STOCK IT

W. H. ESCOTT
Wholesale Broker
WINNIPEG MANITOBA

"Premium Goods"

Storekeepers wishing to handle premiums, write for our Picture proposition. We have the finest line in Canada.

Merchants Portrait Co.
TORONTO

ROLLED OATS

FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.
WRITE FOR QUOTATIONS.
Prompt attention to all orders.
J. W. EWEN, - Uxbridge, Ont.

CHRISTIE'S BISCUITS

—and the preferential tariff

Canada's particular housewives placed Christie's Biscuits on the preferred list long since. That's one reason why progressive grocers prefer Christie's to all other makes.

Other biscuits undoubtedly are good—but even the best of other "bakes" fall short of CHRISTIE QUALITY. A *fact* admitted by *particular women and progressive grocers alike.*

Our latest fancy line

ZOO BISCUITS

delight and educate the children. They contain all the nutritious and wholesome ingredients that make for CHRISTIE PURITY AND QUALITY.

You certainly can secure the paying trade—*the trade that stays*—by stocking Christie Biscuits.

Christie Biscuits sell more than biscuits.

Christie, Brown & Co., Limited, Toronto

1991

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our **VILLAGE Biscuit** retails **3 lbs. for 25c.**

DIGNARD, LIMITED. Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Biscuits Promptly Shipped

We can guarantee you expeditious delivery of all goods ordered from us. Next time you require any biscuits in a hurry try us, both for quality and prompt shipment.

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

Both the name and the design of

Cowan's

Maple Buds

are patented and registered

The great popularity of this superior confection has brought out imitators.

We wish to warn the trade that all infringers of our patents and registered rights will be prosecuted.

The Cowan Co., Limited

Toronto, Canada

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. Q. Bedlington, Calgary

Drop in Wheat gives Weaker Tendency to Flour

Weather Conditions in England Interfered With Harvest—Decline in Price of Oats—No Changes in Manufactured Goods Prices.

The wheat markets all over show considerable weakness. The surprise of the world is the enormous yield which in almost all cases, with the exception perhaps of England alone, is far in excess of the most liberal estimates. Russia is still pouring out its yield, which is altogether beyond what was expected. Canada and the United States are doing the same thing. The Chicago receipts exceed last year's so far by over 3½ million bushels. With all the efforts made to boost the price or even to maintain it, the great quantity has a bearish influence, and in spite of the fact that farmers are holding back, the tendency is for lower prices.

If the gambling feature were taken out of the situation, there is no doubt, calculating from the standpoint of supply, that prices would recede from their present position.

The weather condition in England interfered much with the havesting of the crop there, and the quality is greatly damaged. This may strengthen the feeling and cause an active demand from abroad, but they will not pay us fancy prices if they can get it cheaper from other sources.

The oat market is also easier in most quarters, and a slight concession would lead to active trade. Prices of oats in Winnipeg have declined, and are now selling from 33 to 34c a bushel.

MONTREAL.

FLOUR — Flour is steady at last quotations. The usual situation at this time of the year prevails among the farmers, who are holding back their wheat for the higher prices expected. This is causing a somewhat uncertain condition among millers, who are for the above reason unable to offer flour freely. Pastry flours are somewhat higher in the primary markets, and all lines are firm.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

ROLLED OATS—Trade is brisk in all lines, and dealers are sanguine as to future prospects. No changes in price are reported and none looked for, as present quotations are thought to be about right for existing conditions. Supplies continue good.

Fine oatmeal, bags	2 65
Standard oatmeal, bags	2 65
Granulated " "	2 65
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 40
" barrels	5 00

FEED—Owing to a sudden increase in receipts, bran and mouillie are $1 lower. It is only a temporary condition and they will probably be back at former quotations in a short time. Trade is good at prices now quoted, and promises to continue. The present cold weather, if it continues, will have a good effect in this direction.

Ontario bran, per ton	20 00
Manitoba shorts, per ton	23 00
" bran, per ton	20 00
Mouillie, milled, per ton	27 00
" straight grained, per ton	31 00
Feed flour, 98-lb. bag	1 55 1 75

TORONTO.

FLOUR—The Toronto millers are paying $1.08 for Ontario winter wheat at their mills. The same price has now been paid for several weeks. Manitoba wheat is worth three cents a bushel less. Since the advance of 20c a barrel last week, prices have remained unchanged, and the indications are that it will not go any higher, but rather turn donward.

Manitoba Wheat.	
1st Patent	5 20 5 30
2nd Patent	5 00 5 10
Strong bakers	4 90 5 00
Winter Wheat.	
Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

CEREALS—The demand for cereals is brisk, and the prices are steady, although the price of oats is down to 39 to 40c per bushel. There is no change in the manufactured goods.

Rolled wheat, car load	2 75
" oats "	2 25
Oatmeal, car load	2 50
Rolled wheat in barrels, 100 lbs	3 00
" oats in bags, per bag 90 lbs	2 40
Oatmeal, standard and granulated, in bags 98 lbs	2 65

CO-OPERATIVE STORE FOR NELSON.

How Merchants Killed the Proposal to Establish One in Vancouver.

Vancouver, Nov. 2.—Nelson, B.C., is to have a co-operative store in the near future, a decision to that effect having been reached at a recent meeting of the miners' union there. A subscription list will be opened at once, and as soon as $5,000 is subscribed, a store will be opened. The par value of shares when issued will be $25, payable at the rate of $5 monthly, no subscriber being allowed to take stock over the value of $100.

A number of co-operative stores are in operation in the province, those on the coast being at New Westminster and Chilliwack. A couple of years ago an attempt was made to organize one in Vancouver, but when the subject was mooted the storekeepers, who had been giving credit, said they would press for the payment of what was owing them by anyone who subscribed for stock. After their debts were clear, then they would be at liberty to do what they pleased. The grocers did not see why their debtors should put what spare money they had into an opposition concern. It was found that the grocers were carrying people to such a large extent that the co-operative project had to be dropped.

CUSTOM CATCHERS

There are some goods which you sell which create a regular demand for themselves and influence a large volume of the family trade to your store. Such are

"PERFECTION" SODA CRACKERS

the delightfully delicious soda biscuit made by the MOONEY CO. By our methods of packing, the Cracker reaches you in as fresh a condition as it left our oven.

Order from your jobber.



Cox's Gelatine

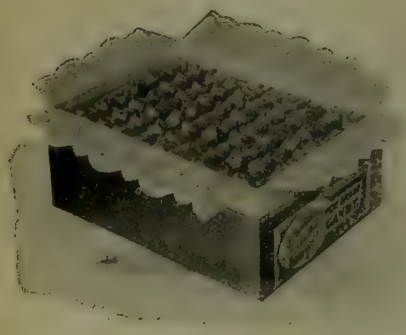


COX'S GELATINE is a STEADY SELLER; therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS.

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills,
EDINBURGH



You really haven't time to fool with anything that is not well known, well advertised.

"CHOCOLATE BORDO"

is a steady seller because it is steadily advertised on the no-let-up plan.

The fame of this specialty is widespread and the Chocolate is so good that once tried, always used.

Consistent quality and a large profit to the dealer are the chief reasons for the continued success of our "Bordo Chocolate."

If you have not shared in "Chocolate Bordo" prosperity it's your fault.

Your trade ought to know that you handle "Bordo." The demand is unusually large, but we are prepared for it, and can fill your orders promptly.

Don't delay, write us to-day. IT WILL PAY YOU. Why not handle the best. It costs no more.

The Montreal Biscuit Company

Wholesale Confectioners

MONTREAL

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

MUST "NEW ORLEANS" GO?

Move to Strike the Name off all But the Best Molasses.

The Federal Food and Drug Board of the United States in inquiring into the question of "New Orleans Molasses," and may rule that only the best grades of the Louisiana product can be called "New Orleans." The department's object is to deny the right to use the term with any Louisiana molasses except the original, old-fashioned, open kettle molasses. In other words, it will permit the use of the designation New Orleans molasses, as formerly, but will make a ruling confining it to open kettle goods. If this ruling is made, and stands, all the lower grades of Louisiana molasses, known as centrifugals, will have to be called Louisiana molasses, or something other than "New Orleans."

The National Molasses Refiners' Association has gone into the matter, and has filed with the Federal Board a brief contending that its members should be permitted to use the phrase with all grades of Louisiana molasses, as now. The outcome will be watched with interest.

ANCHOR Brand Flour is made in the belief that there are enough discriminating people, who want something extra good, to warrant special efforts in manufacturing it.

This belief has been justified by increased demand from those who like good Bread.

Manfd. by

Leitch Brothers Flour Mills

Oak Lake, Man.

LEITCH ANCHOR BRAND OAK LAKE

Anchor Brand Flour

MILK

is the one universal food. The best and purest form in which it can be obtained is

TRUMILK AND MILKSTOCK

The only milk powders soluble in cold water. Light to carry. Better in taste than any other form of milk in cans. Will keep after can is opened. Not injured by freezing.

AT ALL WHOLESALE GROCERS

Canadian Milk Products, Limited

Head Office: Mail Building, TORONTO



Between the Quality Lover and the Bargain Hunter

IN THE *last* analysis, Brother Grocer, what is it Mistres Housewife really wants when she says "*flour*"?
Must be something *more* than just so many pounds of wheat product in exchange for so much good Canadian coin.
To her, "*flour*" is only a relative term. What she exacts is the raw material *essential to baking success.*
She sees *beyond* her purchase; she doesn't really want *cheap* stuff; but she demands so many wholesome, nutritious, well-piled loaves from her barrel of flour, and appetizing pastry in plenty. That is the *true* meaning of "flour"—*to her.*

* * * *

To the *sensible* home maker (and the number is not decreasing) initial cost is of absolutely no consequence, since between FIVE ROSES and the *poorest makeshift* the difference is barely half a cent a pound.
Believe us, Brother Grocer, no woman *deliberately* buys poor flour: *she thinks it's good.*
No woman likes to mumble apologies when hubby throws in her teeth (*figuratively*) the "pies mother used to make."
Half a cent saved is poor economy in the face of soul-vexing discomfiture.

* * * *

The buyer *must* trust to the honesty of the seller, his knowlede of her needs and the *best* manner of supplying them. and she believes YOU when you say FIVE ROSES will help her establish a cooking reputation, which next to the children is her greatest concern.
You say it because you *know* it to be true.

* * * *

What if you *do* lose a sale once in a while to a cheaper flour competitor?
Isn't the quality lover worth three bargain hunters?

Dosn't the customer find out for herself soon enough who *actually* pays the difference in kitchen worries?
If, to teach her the fallacy of flour economy, somebody *must* disappoint her the first time—
Let the "*other fellow*" do the teaching, Brother Grocer.
You have lost *one sale*—true; but he has lost *a customer.*
His art is to get the housewife's *dollar*, yours to get her *confidence.*
Let *him* pride himself on his business acumen (?)
May his pipe dream never fade.

* * * *

There is no method of making friends equal to the method of "*making good.*"
Which explains why FIVE ROSES is a friendly flour.
The more you look into it the more you'll wonder why you've waited so long to take hold of a "*success brand.*"
It will profit YOU in more ways than one, for the housewife who buys FIVE ROSES may not *stop* at flour.
Take this home, Brother Grocer, and "try it on your piano player." Always remembering that]"*To-morrow has cost many a man a fortune.*

FIVE ROSES FLOUR

LAKE OF THE WOODS MILLING COMPANY
LIMITED
MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES.

How Specializing Bears with it a Reputation

A Westerner's Ideas in Centreing on Some Particular Article and Stocking Only the Best—A Specialist With a Good Name Will Draw Custom in the Face of Much Competition—Study Customers From a Scientific Basis.

By R. Bruce Bennett.

"I believe a grocer should always make a specialty of some one thing," remarked a successful Vancouver dealer the other day. "It has been amply demonstrated that specialism pays, and wherever it can be successfully worked it should not be neglected."

At first thought, one would wonder how a grocer could specialize, having to keep a stock of so many different articles, but it must be remembered that any man who specializes in any one line, knows something of a good many other lines besides. It was explained that a dealer should establish a name for some one thing. Let it be said that "Johnson always has the particular thing in a specific line that is wanted," and it is remarkable how much other trade follows.

Carries a Reputation.

One sees in large city stores which deal only in butter and eggs, grocers keeping only the very best, and they manage to do a good business in these exclusive lines. A grocer may have others than the best, according to the kind wanted, but how many groceries are there in large centres where absolutely good eggs can be secured all through the winter, say eggs that when boiled will suit the most particular taste? They are obtainable, for people get them. The grocer that allows a leak in his trade will be surprised and pained to find how rapidly it grows in size. And it works the other way, too. If a person comes to the store only for one particular thing, he will soon realize that if a man is thoroughly painstaking enough to go the trouble—for often it means considerable—to get what is the best, he has a general idea of what is required, and for that reason alone is worthy of more business.

Make a Study of Customers.

While butter and eggs are quoted, they are the first things that suggest themselves. Again comes in the point which good grocers always emphasize, namely, study your customers. One's store may be located in a section where some one thing would obtain a good sale. It should not take very long for a wide-awake man to find out what it is, and when he finds it out let no other grocer have better than he, either in quality or quantity. A man with a trade or profession at his fingers' ends can generally get located in a job, and the dealer, no matter in what business he is, who specializes will find trade coming his way.

In Vancouver, with Chinamen market gardeners taking truck from door to door in wagons and in shoulder baskets, one would wonder how a grocer could make a success of specializing in green goods. Yet there is at least one. There is a good deal of truth in the words of the popular song, "I want what I want when I want it." When a housewife arranges the day's dinner, she can do so with the certainty that she can lay her hands on what she requires in H——'s grocery just as sure as if it were in her larder. The Chinamen may have failed her once, or he does not call daily, and moreover often his calls are unexpected. She cannot think on the spur of the moment what she needs. It is when she wants it that she wants it badly. It saves keeping things in the house, for with the assurance that it is always fresh and available she will not trouble. And human nature is prone to leave the trouble to someone else, even if it costs a little extra.

PERSONAL NOTES.

A. N. Whitman, of Halifax, was in Montreal last Saturday.

G. R. Small, of the Canada Maple Exchange, Montreal, was in Ottawa last week.

Col. A. E. Labelle, Montreal manager of the Ogilvie Flour Mills Co., Ltd., has returned from an enjoyable hunting trip in the north, with a party of friends.

H. G. Connors, of A. H. Brittain & Co., Montreal, is back to work again, after his operation, but his friends in the trade will not have a chance to welcome him for a few weeks, as he is still unable to get around freely.

The many friends of Geo. F. Campbell, traveler for Blue Ribbon tea, among the merchants in western and northern Ontario will regret to learn that he will not be able to call on them for some weeks. On his return from his northern trip he was taken with a severe illness that will prevent him from work for at least six weeks.

T. Primeau & Co., Chatham, Ont., are opening a grocery in the store at the corner of St. Clair Street and Grand Avenue, formerly occupied by Richard Reaume. The new firm comprises Thos. Primeau, for some time past associated with various Chatham dry goods firms, and his brother, W. F. Primeau, of Pain Court. The latter has been a member of the Pain Court grocery business of Primeau & Bourdeau, which has just been dissolved, Geo. W. Bordeau continuing the business.

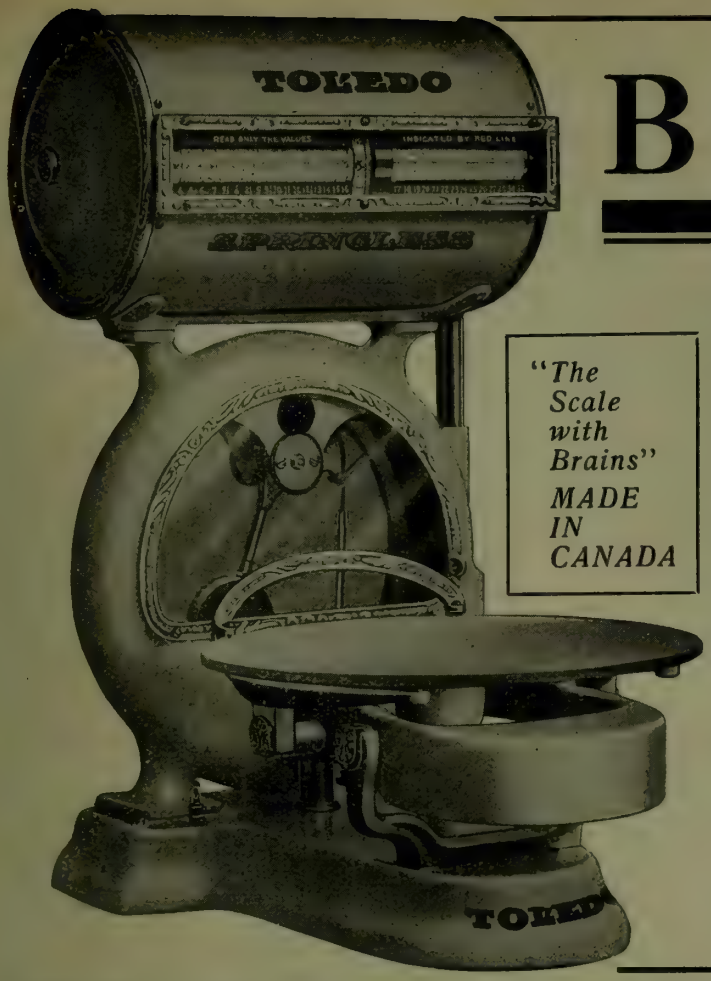
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GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

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None Equal. Insist upon McDougall's.
There IS a difference.
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YOUNG'S PATENT PIPE
in Seven Shapes
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Black Watch
The Big Black Plug Chewing Tobacco
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Sold by all the Wholesale Trade





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MADE IN CANADA

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Manufactured from **Imported Leaf Exclusively**

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NEW DATES

Figs and Raisins

Fancy Sweet Potatoes,
Almeria Grapes,
Cape Cod Cranberries,
Bananas, Oranges.

Also
Extra Fancy Grape Fruit.

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LEMONS

When you order lemons
And the brand you mention not,
You may get E-rot-ic lemons
With the accent on the Rot.

Therefore, Mr. Grocer, when ordering specify St. Nicholas or Home Guard—The lovely lemons without the "rot." New Stock now on the Market.

J. J. McCABE

AGENT

32 Church Street, TORONTO

A Big Potato Crop with the Prices Ruling Low

Tubers Remarkably Free From Rot—Few Winter Apples Coming on the Market—Stormy Weather on Atlantic Coast Curtails Fish Catches—Almeria Grapes Firm.

MONTREAL.

GREEN FRUITS—Early varieties of apples are becoming scarce and prices are correspondingly high. A few of the late varieties have made their appearance, but not sufficient to judge as to the grade yet. The market is dull throughout, but it is expected to recover shortly. No important changes in price are reported. Lemons are still $3, and in New York $5, in spite of the general expectation that they would be higher here in sympathy with the United States market.

Apples, crabs, basket		0 35
" Alexanders, No. 1		3 50
" Mackintosh reds	5 00	5 50
" " No. 2		4 50
" Tallman Sweets	2 50	3 00
" Wealthys, No. 1, bbl		4 50
" " No. 2, bbl		4 00
Bananas crated, bunch	1 75	2 25
Cranberries, per bbl	8 00	9 00
Cocoanuts, bag	3 00	3 25
Grapes, California, Malagas, crate		1 75
" " Tokays, crate	2 75	3 00
" Delaware, crate		1 50
" Concords, per basket		0 15
" Niagara		0 15
Lemons, Verdillis, box		3 00
" Maoris, box		3 00
Limes, per box		1 00
Oranges, late Valencias	3 50	3 75
Peaches, California, box	1 50	1 75
" Canadian, basket	0 50	1 00
Plums, California, per crate	1 75	2 50
" Canadian, basket	0 40	0 70
Pears, California, (Bartlett) per box	3 50	4 25
" Canadian (Bartletts), in bbls	4 50	5 50
" Canadian, basket	0 60	1 00
Pineapples, Florida, box	4 00	5 00

VEGETABLES — Owing to lack of fresh goods, the market is dull. Sales are irregular, mostly small, and at last week's quotations. The present cold weather has had its usual effect on the vegetable market, keeping down supplies and lowering the grade of goods. No bunch goods are left.

Beets, per bag	0 50	0 60
Carrots, bag	0 50	0 60
Cabbage, dozen	0 25	0 40
Celery, Canadian, dozen	0 30	0 50
Cauliflowers, dozen	1 00	2 00
Corn, dozen	0 06	0 10
Cucumbers, basket		0 50
Green peppers, crate	1 50	2 00
Lettuce, dozen	0 40	0 50
Leeks, dozen	1 00	2 50
Onions, red, per bag	0 75	0 80
" Spanish, cases 150 lbs		2 75
" " half cases		1 65
" " crates 50 lbs	0 90	1 00
Potatoes, Montreal, bag	0 60	0 90
" sweet, per bbl	2 50	3 50
" " basket		1 50
Parsley, dozen	0 10	0 15
Parsnips, per bag		1 75
Pumpkins, doz	1 25	0 50
Sage, dozen	0 40	0 50
Savory, dozen	0 40	0 50
Spinach, Canadian, box	0 50	0 60
String beans, bag	0 35	0 50
" basket (large)		3 50
Squash, Hubbard, per dozen		1 50
Thyme, dozen	0 40	0 50
Tomatoes, Montreal, gin box	0 25	0 75
" hot-house, lb		0 10
" Chateauguay, per basket	0 35	0 40
Turnips, bag	0 50	0 75
Vegetable Marrows, dozen	0 50	0 60
Watercress, dozen		0 40

FISH—Stormy weather on the coast curtailed receipts of fresh haddock and fresh cod, also haddies and bloaters, but it is expected that the supply will improve soon. Kippers are scarce. plenty of frozen halibut and salmon are now in transit, and will be ready for delivery this week. Green cod market is improving as orders from the country are coming in fairly well. Bulk and shell oysters are in good demand, with prices firm and supply ample.

FRESH	
Barbotte	0 08
Bluefish, per lb	0 14
Dore, per lb	0 10
Eels, fresh, per lb	0 08
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 04½
Lake trout, per lb	0 10
Mackerel	0 10
Market cod, per lb	0 04
Perch, dressed, per lb	0 10
Pike, headless and dressed	0 08
Salmon, B.C.	0 16
Sea trout, per lb	0 14
Steak cod, per lb	0 05½
Whitefish, per lb	0 10

FROZEN		
Dore, winter caught, per lb	0 08	0 09
Halibut, per lb		0 09
Mackerel, per lb		0 10
Steak cod, per lb		0 05
Salmon, B.C., red, per lb		0 10
Salmon, Gaspe		0 18
Salmon, Qualla, per lb		0 09
Whitefish, large, per lb		0 09
Whitefish, small, per lb		0 06

SALTED AND PICKLED	
Green cod, No. 1 medium, per lb	0 03½
" small, per lb	0 02½
" large, per lb	0 03½
Labrador herring, bbl	3 50
Labrador herring, half barrel	2 90 3 15
Labrador sea trout, bbls	12 00 12 50
" " " half bbls	6 50
No. 1 mackerel, pail	1 90
No. 1 " half bbls	8 00
Salmon, B.C., half bbls	12 00
Salmon, B.C., bbls	15 50
Salmon, B.C., pink	14 00
Salmon, Labrador, bbl	15 00
Salmon, Labrador, ½ bbls	8 50
Salmon, Labrador, tierces, 300 lb	27 00
Salt eels, per lb	0 07½
Salt sardines, 20 lb. pail	1 00
Sardines, Quebec, bbl	5 50

SMOKED		
Bloaters, large, per box	1 00	1 10
Haddies, 15 lb. bxs., per lb	0 07	0 07½
Herring, new smoked, per box		0 12
Kippered herring, per box		1 10
Smoked salmon, sugar cured, per lb		0 25

SHELL FISH		
Lobsters, live, per lb		0 25
Oysters, choice, bulk, Imp. gal		1 40
" "Sealshipt," standards, Imp. gal		1 75
" " select		2 00
" shell, per bbl	6 00	10 00
Frogs legs, per lb		0 40

PREPARED FISH	
Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	5 50
Skinless cod, 100 lb. case	5 25
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS—The business at the fruit market is closed for the season and the fruit men are all back to their respective homes

A few of the tail ends of the season's fall fruit are still on hand. Only a few lines of late peaches are offered, which sell slowly at 50c a basket. Grapes are doing well and are here yet in abundance, selling as low as 12c a small basket. Apples are receiving more attention, but very little of good winter stock has so far been offered. Snows are the present favorite and sell as high as $4 a barrel for choice select fruit.

The first car of Florida oranges has arrived. The quality is excellent, and the color "golden." New lemons are expected to arrive this week, which are expected to be a little cheaper than the old stock. Almeria grapes are selling

from $5.50 to $6.50, and are looking upwards.

Cranberries are firm and while some were selling a week ago at $8, they are now hard to get at that price.

Apples, green, basket	0 15	0 35
" per barrel	1 50	4 00
Bananas	1 65	2 00
Cranberries, per bbl		8 50
Grapes, small basket	0 12	0 15
" large	0 20	0 25
" Almeria	5 50	6 50
Grape Fruit	4 00	4 25
Lemons, Verdelli	3 25	3 50
Oranges, Cal. Valencia	3 25	3 75
" Cal. small	....	3 00
" Porto Rico	2 00	2 50
Peaches, late	0 50	0 65
Pears, Can., basket	0 40	0 60
Pineapples, per case	2 40	4 50
Quinces, per basket	0 30	0 40

VEGETABLES—Potatoes are turning out a great crop and are arriving in large quantities. They are of exceptionally good qualities and quite free from rot. They are selling from 60 to 65c a bag delivered to stores. Sweet potatoes are arriving freely and are selling at $3.50 a barrel double head. From the results of an experiment in growing sweet potatoes in the neighborhood of Chatham, it is likely that in course of a few years large quantities will be grown in that part of the province. Common vegetables are nearly all supplied by gardeners direct to stores, and therefore not many are handled by commission men.

Beets, per bag	....	0 75
Cabbage, Canadian, per dozen	0 25	0 30
Carrots, new, per basket	....	0 25
Celery, Canadian, per doz	0 25	0 30
Cucumbers, per basket	1 00	1 50
Egg plant, per basket	0 25	0 23
Onions, Canadian, per bag	1 00	1 50
" new, Valencias, crate	2 75	3 00
" Spanish	....	2 75
" " half cases	....	1 75
Peppers, green, per basket	0 30	0 35
" red, per basket	0 50	0 60
Potatoes, Canadian, per bag	0 60	0 65
" sweet, basket	....	0 65
" sweet, per hamper	2 00	2 20
" sweet, per barrel	....	3 50
Radishes, per dozen	....	0 20
Tomatoes, Canadian, per basket	0 20	0 35
Turnips, per bag	....	0 55

FISH AND OYSTERS

Never before have we been in such a good position for the Fish Trade as at this season. Everything in fish, in and out of season, is carried by us in this Department.

Fresh Arrivals

HALIBUT, Salmon, Whitefish, TROUT, Goldeyes, Pickerel, Pike, Etc.

Bloaters, Haddies, Kippers, Ciscoes, Codfish in all styles of packages, etc.

Long Island Native Oysters. Large, Solid, deliciously flavored. Shipped in clean, sanitary, non-returnable packages at $1.85 per Imperial gallon. **Try them.**

WHITE & CO., LTD., TORONTO and HAMILTON

Phone Main 6565



New Messina Lemons

Palermo—Packing—Uniform

Buster Brown and **Maple Leaf** **Hiawatha** and the **Chief**

Ask for these brands---they are our own packing and we guarantee them
—Arrived this week—Order them

Palermo, Messina, Italy **FOLLINA BROS.** **Agent, W. B. STRINGER, Toronto**

DATES

The proof of the pudding is in the eating thereof—so in my brands of Persian and Fard dates the verdict of finest quality has been rendered.

MENTION THE BRANDS

"CAMEL" **HALLOWI** (Packages)

"EAGLE" **SAIR** (Packages)

"MONOGRAM" Extra Fancy

"CAMEL" Extra Choice

FARD

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FANCY

Jersey Sweet Potatoes Bbls. and Hampers

Cape Cod Cranberries

Almeria and Domestic Grapes

Chestnuts **New Figs**

New Dates Due Next Week.

(Established 1861)

HUGH WALKER & SON

GULEPH, ONTARIO

FISH—This mild weather does not suit the fish men. It is neither one thing nor another—too warm or too cold—and in consequence business is dull. Finnan haddie have the best call, and are in good demand. Prices on the whole are not changed.

Bloaters, per box		1 20
Blue fins		0 06½
Carp		0 03
Cod, fresh caught		0 07
Cod, Imperial, per lb		0 05
Cod, Arcadia		0 10
Ciscoes, per basket	1 10	1 20
Eels, per lb		0 08
Finnan haddie		0 08
Haddock, fresh caught		0 07
Halibut, fresh caught		0 10
Herring, medium, per lb., fresh caught	0 05	0 06
Herring, sea, per 100 count		3 00
Herring, Digby, per box		0 15
Lobsters, each	0 25	0 30
Mackerel, each	0 20	0 25
Perch		0 07
Pike		0 06
Quail on toast		0 05
Sea salmon		0 17½
Trout, fresh caught	0 09	0 10
Whitefish, fresh caught		0 10
Yellow pickerel		0 09
Oysters, selects, per gal		1 85
" standards, per gal		1 65
" extra selects		1 90

TO GROW GRAPES IN BRITISH COLUMBIA.

Vancouver, B.C., Nov. 2.—It may be only a few years before the grape which has made Niagara famous will be grown extensively in British Columbia. It has been found that the climate and soil in this province is admirably adapted to the culture of this luscious fruit, and that there is a demand for it has been shown in the rapid sale of a carload lot which was placed on the market here last week. There are many people here who came from the east and know the Niagara grape, consequently it requires no introduction. F. H. Latimer, of Penticton, grew some very fine specimens at his residence this year, and his success has raised the query why it is not grown more extensively. Thomas Earl, the veteran resident of the province at Lytton, has grown grapes for several years and has met with more than usual success, demonstrating that no great difficulties stand in the way.

ALL BUT ONE.

The Toronto wholesale fruit men have deserted the fruit market, and were all this week to be found at their own places of business — no "my good George" they were not all there, as the chief of one of the houses was this week engaged in a transaction other than looking after the buying and selling of fruit. Particulars of it appear elsewhere.

TRADE NOTES.

The A. E. McKenzie Co., Brandon, Man., are preparing to erect a large wholesale house in that city to replace the one destroyed by fire about one year ago. The building will be seven stories high, and will cost about $60.000.

The fish commission appointed by the Dominion Government, was in session at Winnipegosis, Man., recently. Considerable valuable information in the interest of this fish question was obtained by the commission from some of the oldest fishermen and fish dealers of the country. The question "would it be advisable to stop the export of fish from Canada to the United States?" was discussed. Some thought that the Canadian market could not use anything like the supply furnished. The question of opening the lake for summer fishing was taken up but was not concluded.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
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Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
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HEADQUARTERS FOR
FISH
If you are not getting our Weekly Quotation Card mailed you, write us so that we can get your name on our list.
WE SPECIALIZE ON ALL LINES OF FISH
F. T. JAMES CO., LTD., TORONTO
Sole Agents Beacon Brand Oysters and Haddies





The next time you are wanting Canned Fish, be sure your Jobber has the name right:----

BRUNSWICK BRAND

This will be your guarantee that the contents of each can will be such that you can confidently recommend them to your customers. Sea foods, owing to the greater care which is now bestowed on their selection and packing, are growing in favor each season. See that you are fully stocked with BRUNSWICK BRAND to meet the coming demand.

CONNORS BROS., Limited, Black's Harbor, N.B.

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YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System,

SOUTH NORWALK, Inc.
Connecticut.

"May good digestion wait on appetite."

When you see the names

GOLDEN CROWN

OR

GOLDEN KEY

on a can of lobster, you will know they are Loggie's Lobsters—the delicious and wholesome kind which carries a guarantee for every can. Is it not a satisfaction to handle a guaranteed article? We are expert packers, and we pack in standard sizes to suit the trade.

Send for prices

W. S. Loggie & Co., Limited

Sole Packers

Chatham - New Brunswick

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

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by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with :—

Tea Gardens of the World.
Tea from Seed to Leaf.
Tea from Leaf to Cup.
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Where to Buy Teas.
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Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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The credit customer is a valuable asset—IF HE PAYS. Right there is the vital point. He MUST pay, or YOU lose—he must be made to pay without being offended—or, again, YOU lose. There is one sure, safe, satisfactory way—the

Allison COUPON BOOK SYSTEM

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Order them from your Jobber



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A BOG SPAVIN, PUFF or THOROUGHPIN, but

ABSORBINE

will clean them off permanently, and you work the horse same time. **Does not blister** or remove the hair. Will tell you more if you write. $2.00 per bottle at d'lers or deliv'd. **Book** 4Dfree.

ABSORBINE, JR., for mankind. $1 bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays pain quickly.

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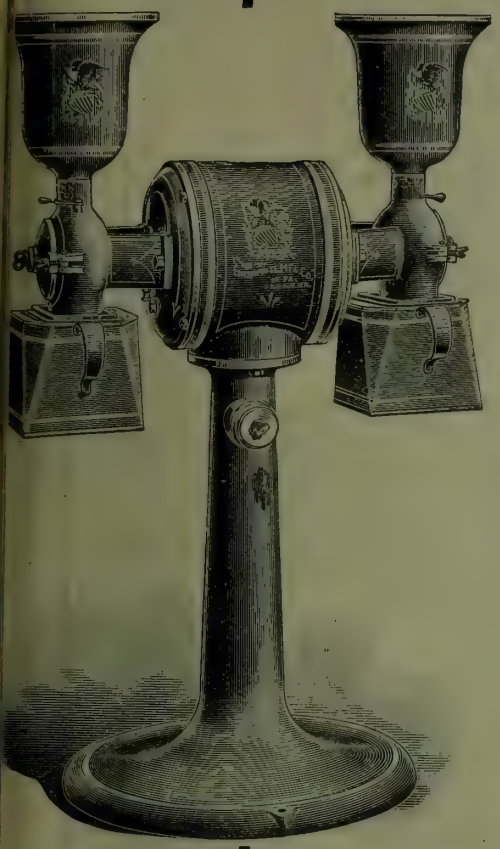
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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize ½ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.

21 Murray Street, New York — 544 Van Ness Ave., San Francisco



See Here!

¶ We can tell you just what is needed to give the finishing touch to your grocery store--you want an

ELGIN NATIONAL COFFEE MILL

This mill is the easiest running and fastest grinding on the market and is well-built with steel grinders. Particular attention has been paid to its shape and finish, so that it is an ornament as well as an indespensable article in the store. *The cost is low.*

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents:
ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL



Saves Time.—Saves Bags.

McGregor's Patent Bag Holder.

Indispensable to every grocer.

KILGOUR BROS.
19 Wellington St. West, ***TORONTO***

Tom Murray is a Canadian who has advertised himself into one of the most successful retail businesses in Chicago. He states how he is influenced in his buying by trade paper advertising.

"I take a number of trade papers and read them from cover to cover to get the news of the various branches that constitute my stock. And that's one of the ways that I learn about the manufacturers whose salesmen come to sell me a little bill of goods.

"If the manufacturer's advertisements have impressed me his salesman gets a careful hearing, for I want to know more of the story that trade paper 'ad' started to tell.

"Of course I believe in advertising—I do a bit of it myself. I wanted the people of Chicago to know that Tom Murray sells men's clothes, and if I've succeeded it's because I advertise.



Tom Murray

"Anyhow, whether or not it's because I, myself, am an advertiser, I certainly feel that the manufacturer or jobber who advertises is showing signs of life, and he also shows that he is polite enough to tell me about his goods when I have the time to listen.

"May be I make a mistake, but we buy goods from firms who have a reputation, firms we have heard about, firms we know about, firms that advertise.

"When a firm advertises in trade journals nowadays they are getting in good company. As I pick up any one of a dozen of these periodicals here in my office and glance through them, I find that the wise people, the successful firms, are advertising in these trade journals. I call advertising in trade journals 'getting in good society in a business way.'"

Will the retail grocers think more or less of your house and your goods if they see that you are interested enough in their business to ask for it when they have the time to listen—when they sit down to read The Canadian Grocer?

Will your travelers get a better or a worse reception because the house they represent occupies a space in that medium, the appearance in the advertising columns of which the retailer regards as a manufacturer or wholesaler's outward sign of progressiveness?

You don't have to puzzle over the answer.

Read next week about the firm that could not be unknown or forgotten.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 55
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	5 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 85
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz	Peach	1 80
		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
Damson plum, stoneless	1 70	Scotch	1 10
		Orange Jelly	1 75
Greengage plum, stoneless	1 70	Green Fig	2 25
		Lemon	1 80
Gooseberry	1 80	Pineapple	2 25
		Ginger	2 25

Pure Preserves—Bulk.

	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

	In Cartoons per dozen
No. 1, 1-lb., 4 dozen	2 40
" " 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" " 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " 2 "	2 20
No. 2, 4-oz., 6 dozen	0 70
" " 3 "	0 75
	In Tin Boxes per dozen
No 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs	14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.60.

White Swan Wheat Kernels, per doz. $1 40

White Swan Flaked Rice, per doz. 1 00

White Swan Flaked Peas, per doz. 1 00

Blue

Keen's Oxford, per lb. 0 17

In 10-box lots or case 0 16

Gillett's Mammoth, ¼ gross box 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations on Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 4 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2,	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. S. Macdonald, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz.,	$	.90
¼ " " 4 " "	"		2.40
½ " " 2 " "	"		4.75
1 " " 1 " "	"		9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 1
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4-oz., 8-oz., 1lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 00

Reindeer" brand per case (4 doz.) 5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

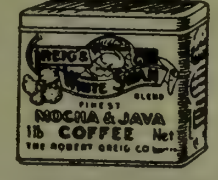
Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, De Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins $0 33

"Gilt Edge" in 2 lb. tins 0 32

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese.—Imperial

Large size jars, per dz. $ 25

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 40

Individual size jars, per doz. 1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 35
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz		$3 20
"	2 "	"	1	"	3 00
"	4 "	"	1	"	4 50
"	20 "	"	1	"	4 75
"	30 "	"	1	"	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.



Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 50
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	07

FRIENDS—NOT GROWLERS



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

IS A GOOD SOUND HORSE WORTH $3?

This question is easily answered in the affirmative.

Then, insure **your** horse being kept in the prime of condition by feeding him **Molassine Meal** daily.

Molassine Meal is an antiseptic and digestive food possessing unique features of excellence.

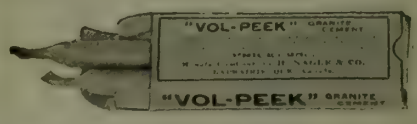
It enables the animal fed on it to resist colds, colic, diarrhœa, and stomach ailments of all kinds, and makes it certain that the horse will live longer and give you a maximum of service.

$3.00 WILL BRING YOU A TRIAL BAG

Andrew Watson

Sole Importer

91 Youville Square - MONTREAL



"Vol-Peek"
Granite Cement

MENDS HOLES IN POTS AND PANS

Indispensable in every household. Every Grocer should sell it. Recommend It to the housewife, it will sell at sight and yield you a large profit. Send for a trial lot.

H. NAGLE & COMPANY, LAPRAIRIE, QUE.

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

BUY FROM YOUR WHOLESALER

or

The Harnett-Ridout Company

Manufacturers TORONTO

Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - Montreal



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Always Look For The Beaver





BEAVER BRAND

VALENCIA RAISINS

are packed by MAHIQUES, DOMENECH & CO. and invariably excel.

AGENTS:

ROSE & LAFLAMME, Ltd. Montreal and Toronto

"José Segalerva"

on a package containing

Malaga Table Raisins
Malaga Loose Muscatels
Jordan Shelled Almonds
Valencia Shelled Almonds

signifies that the box contains Spain's highest quality fruit or nuts.

AGENTS:

Rose & Laflamme, Ltd.
Montreal
Toronto

	Per lb.
30-lb. wood pails	0 06¾
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

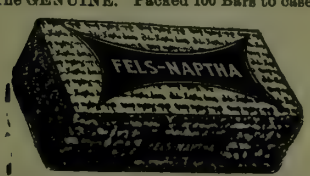


Assorted Case,	Contains 4 do ..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight, 8 lbs. to case. Freight rate. 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.



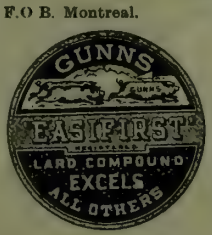
Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12
½-bbls.	0 12½
Tubs, 60 lbs.	0 12½
20-lb. Pails.	2 50
20-lb. tins	2 40
Cases 3-lb.	0 13
" 5-lb.	0 12½
" 10-lb.	0 12½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 11½
Tubs	0 11½
20-lb. pails.	0 12
20-lb. tins	0 11½
10-lb. "	0 12½
5-lb. "	0 12⅝
3-lb. "	0 12¾
1-lb. cartons	12¾

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ....per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$3 50
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz	0 90
pint " 3 doz	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " } 60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. — **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 05
Straw bar polish	"	18 70



3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 3-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 6-lb. carton.	$0 07
No. 1 " " 6-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

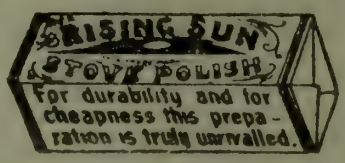
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 40 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy packages, per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 3-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
3a "	2 50

Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼ barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "
Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, ½'s	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO. MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	35c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.



MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs, & ½s	0 35	0 50
" " 1 lbs, ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 50c	0 23
Green Label, " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	55



Pure Gold Jelly Powder..... } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s.	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 55
" 1-9	0 66
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	2 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S



BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and it is always in packages *only*.

CHURCH & DWIGHT
Manufacturers
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

We sell absolutely the best brands of **SALT** for all purposes, made from purest brine by most modern and up-to-date processes.

VERRET, STEWART & CO.
LIMITED

No. 12 Port Street
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Shaker Salt Week

Have you heard from DIAMOND CRYSTAL SALT CO.? Send us your orders.

Empire Brand
THE GUARANTEE OF QUALITY

XMAS GOODS
SEE OUR TRAVELLERS

4 Free Phones
USE FREELY.

PROMPT SHIPMENTS. We make them. Just you try us.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - - - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

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VOL. XXIII. PUBLICATION OFFICE: TORONTO, NOVEMBER 12, 1909. NO. 46.



Healthful Foods

The grocer is looked to by his customers to study the foods he sells them—His judgment carries weight.

Robinson's Patent Barley

is a health food pure and simple and every household should use it.—Talk it to your customers—It will pay you.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Syrup Sales

Syrup sales are easily made if you will place the true value of using Table Syrup before your customers.

Everyone likes Syrup, but it's like asking a man to enjoy a cigar with you—you have to make the suggestion first—So with your customers suggest

"Crown Brand" Table Syrup

to them—point out the delicious flavor, color, body, etc. There's a sale every time. Try it with "Crown Brand."

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

UPTON'S

PURE

ORANGE MARMALADE

Often Imitated Never Equalled



UPTON'S PURE JAMS

Are Delicious

In 16-oz. glass jars and in 5-lb. double top sealed pails.

The T. Upton Company, Limited

HAMILTON, - ONT.

ARTHUR P. TIPPET & CO. Agents
Montreal

Currants
Of High Repute

Aside from their high quality, the evenness of the packing is a feature that will appeal instantly in currants shipped by

THE GREEK CURRANT COMPANY

Fine, selected, high grade in every respect and well deserving of the place they occupy in the front rank of popular estimation. The Greek Currant Co. has a reputation to conserve and that's why their product never varies.



Fruits
Dried or Canned

The "Griffin" Brand of dried and other fruits established the standard of quality from which all other brands are judged, years and years ago. *Comparisons* are made from the "Griffin" Brand.

GRIFFIN & SKELLEY

Their seeded and seedless Raisins, Canned Fruits, white and green Asparagus, Sterilized Prunes, Cured Fruits, are steady sellers to the most particular people—people who make a hobby out of "Quality." Best because no others are quite so good.



Gelatine
The Best There Is

Cox's Gelatine (in powdered form) is as staple as sugar, tea or salt. It is as safe to stock up with as sugar, tea or salt. No other gelatine claims superiority, because it involves wasted effort so to do.

COX'S

It is the absolutely pure gelatine. It never disappoints the cook. It never fails to accomplish the desired and expected result. And it maintains its unsullied reputation for quality steadily year in and year out.





Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative — 30-32 Main East
"Face-to-Face Business" — HAMILTON

Canadian Manufacturers, Importers and Exporters

If you want to get the best information re Irish trade, send for a sample copy of

THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL

PUBLISHED EVERY WEEK

This paper circulates throughout Ireland, and is the recognized organ of the grocery, fruit, produce, provision and food stuff trade.

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 — BOND 28

Largest and Finest Pure Whole Skinless Codfish "Royal Crown" in 100 lb. boxes.

Distributing Sole Agents

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

D. STAMPER

Wholesale Grocery, Fruit and Confectionery Broker.

Manufacturers' Agent and Warehouseman.

Importing Commission or Buying Agent.

Warehouse: City Spur Track.

Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office.

P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines

Selected Raisins, Currants, Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Ceylon Teas, Coffees, Spices, Mustard, Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea—stood the test in Western Canada for over 12 years—sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.

Yours truly,
G. C. WARREN

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Finest Bordeaux Whole Halves SHELLED WALNUTS

New Three Crown Shelled Almonds

LIND BROKERAGE CO.

23 Scott Street — Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - - MAN.

Domestic and Foreign Agencies Solicited.

J. P. THOMAS

25 St. Peter St., - QUEBEC

Open to represent another progressive house in this territory. A1 connection and highest references.

Write me to-day.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

CHAS. MORIN

89 Dalhousie St., - QUEBEC

Specialty Manufacturers' Agent

18 years' experience; 3 travelers calling upon retail trade in Quebec district. Open for good lines in Grocery Specialties.

Try a business card in The Canadian Grocer.

WE HAVE TWO CARLOADS

NEW ORLEANS MOLASSES

Good strong bakers **Fine flavor and body**

Good sound packages

OUR QUOTATIONS ARE RIGHT

Do not overlook our

"ANCHOR" brand MOLASSES

2 lb. tins, cases 3 doz. $2.85 case

3 lb. tins, cases 2 doz. 2.85 "

You cannot equal it in quality

EBY-BLAIN, LIMITED

Wholesale Grocers - - - TORONTO

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs you	20c.	for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1.00	"	"	"	70c.

THE BLUE RIBBON TEA CO, Limited

266 St. Paul St., MONTREAL

Absolute Security

is assured you if you will insist on handling only such canned goods as have "made good."

OLD HOMESTEAD BRAND

Canned Fruit and Vegetables

are "quality" goods which will keep your good reputation in absolute security, and add to your profits.

This is the brand in which the care and skill in canning the finest fruit and vegetables has preserved the delicious natural flavor.

Order to-day from your jobber. You'll be more than satisfied.

Old Homestead Canning Co.

Picton, - Ontario





Your Success

Mr. Grocer

is best attained by care in the selection of your stock of goods. The ability to choose between articles that move rapidly and those that hang fire as it were---that pile up "dead stock."

Now, you know what makes goods move quickly. Advertising---to create the initial demand. Quality---to make them repeat. More advertising---to convince additional consumers and to suggest new uses.

Pure Gold

(Trade Mark Registered)

Goods

are getting the advertising---you've seen the copy in the Canadian newspapers, magazines and street cars. You will continue to see it.

They have the quality---the purity, deliciousness and wholesomeness to bring repeat order after repeat order. This has been proved for years---before we even thought of advertising them.

Do You Carry the Pure Gold Line?

(Trade Mark Registered)

If not, it will pay you to do so---there's a profit for you.

These goods can be had of all jobbers and can be shipped from Pure Gold stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURING CO., Limited, Toronto

HAVE YOU NOTICED

HOW FAST

WHITE SWAN COFFEE

HAS GAINED IN

FAVOR WITH PARTICULAR PEOPLE?

IF NOT

TRY A SINGLE CASE

AND YOU WILL SOON HAVE THE EVIDENCE

BEFORE YOU

QUALITY COUNTS

PACKED 2 OR 4 DOZ. 1 LB. TINS PER CASE.

White Swan Spices & Cereals, Limited
TORONTO

Very plain reasons always carry weight!



are best for you to handle

BECAUSE

1. They are firm, fresh, finest Bay of Fundy fish, packed in purest salad oil.
2. They are scientifically and attractively canned.
3. Their flavor and price suit the public.
4. Selling them leaves you a good profit, and adds to your reputation.

For prices and information write

The Eastern Canning Co., Port Canada, N.B.

Canadian Agents: C. A. Chouillou & Cie. Montreal; Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Stteet, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.

Why does a woman

whom we knew a few years ago as the very essence of cheerfulness, now wear that tired, listless expression that is, alas, only too common? It is only too evident that the average woman has begun to

look old sooner than

she would otherwise have done, because of the drudgery of wash-day. But there is hope for her yet! ASEPTO SOAP POWDER, the enemy of dirt, positively saves labor and gets through the wash-day duties more quickly and better than any other preparation.

See that your shelves are well stocked with this quick-selling soap and enable a woman to have an equal chance to preserve youth and beauty with

a man

Order from your jobber.

THE ASEPTO MFG. CO.
ST. JOHN, N.B.

BROOMS

We Make

Brooms of Quality

ORDER NOW—Sample lot of our FINE CARPET, 4-String, Bamboo Handle, at $3.60 per dozen. Sample lots only UP TO 10 DOZEN—just to show you our goods.

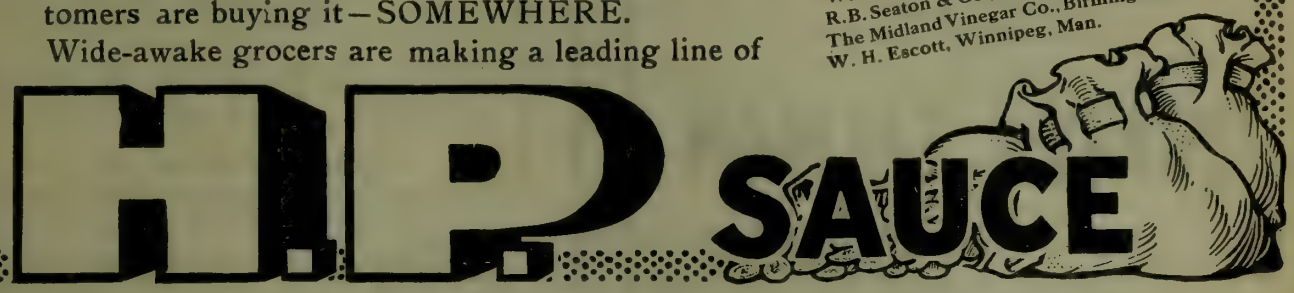
Walter Woods & Co.

Hamilton and Winnipeg

HOW MANY CUSTOMERS HAVE YOU

who have not asked for H.P. Sauce? Our new extensive advertising is exciting a large demand, and your customers are buying it—SOMEWHERE.
Wide-awake grocers are making a leading line of

W.G. Patrick & Co., Toronto and Montreal
R.B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Birmingham, Eng.
W. H. Escott, Winnipeg, Man.





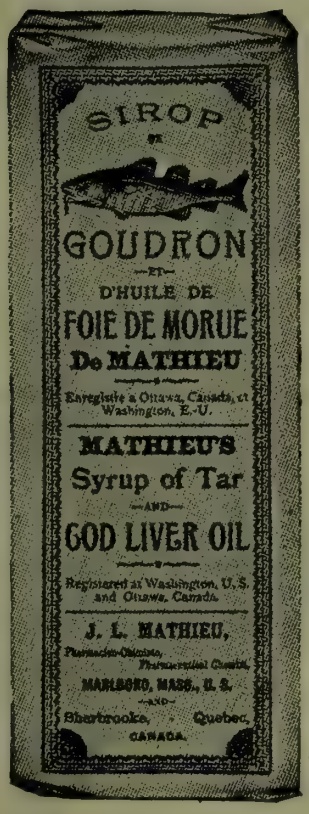
We know of no trade-mark that covers a product that is nearer perfection, or that is more universally used in Canada, than the

WINDSOR SALT

trade-mark, shown on this bag.

Windsor Salt is the only satisfactory salt for a good grocer to sell.

The Canadian Salt Co.
Limited
Windsor - - - Ontario



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere.

It is a sure seller.

MATHIEU'S NERVINEPOWDERS

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:
Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.
L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

SOMETHING NEW

And what is more important "Something Good"

DOMELINE

Simply the genuine old reliable James Dome Black Lead in ***PASTE FORM.*** Put up in a very attractive tin, makes a big 5 cent package. Shines up clean and quick, leaving a lasting, brilliant polish. Pays a good profit.

W. G. A. LAMBE & CO. - Canadian Agents.

It is never too late to get in on a good thing like

QUAKER SALMON

but we would—nevertheless—advise you to order your supply immediately.

MATHEWSON'S SONS

Wholesale Grocers
202 McGill St. : : MONTREAL

Ginger-Bread
BRAND
Molasses
(The Best There Is)

Produced and sold under the British flag

When ordering from your wholesaler specify the above well-known brand

RESULTS
Satisfied Customers Increased Sales

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

O·K

THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.
Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co
London, Ont.—Wm. S. Coles &
Quebec, Que.—The F. Abel Co. Co.
Kingston, Ont.—Jo

ESPECIAL EMPHASIS

should be laid on the fact that

SNAP

does its work honestly!

There are no half measures in the way SNAP removes every vestige of tar, dirt, grease or paint from soiled hands. And it is moreover quite harmless and antiseptic.

SNAP SELLS ALL THE TIME!

TRY IT!

SNAP CO. LIMITED



Montreal, Que.

SAY GOOD-BYE TO NIGHT WORK!

You can if you install THE McCASKEY SYSTEM OF BOOKKEEPING WITHOUT BOOKS

It handles accounts **WITH ONE WRITING.**

Accounts posted and charged.

It gives you information about your business.



It stops errors and disputes.

It prevents forgetting to charge.

It is an automatic collector.

It draws new trade.

It saves time, labor and money for the merchant.

MADE IN CANADA

In Styles and Sizes to Fit Any Business

IF YOU DO A CREDIT BUSINESS, YOU NEED A McCASKEY CREDIT REGISTER

For More Information Write

DOMINION REGISTER CO., Limited

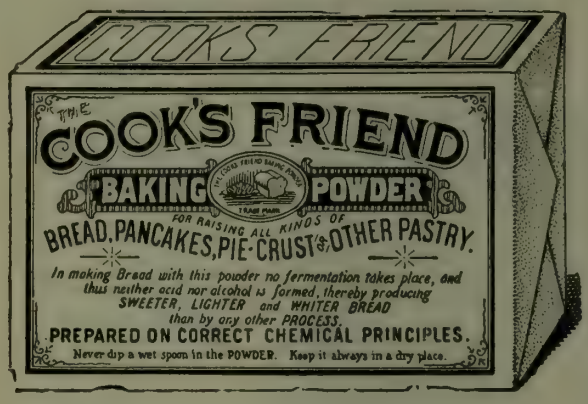
Successor to THE McCASKEY REGISTER CO. in Canada

96 to 104 Spadina Avenue, - - TORONTO

A LEADER

FOR OVER

50 YEARS



W. D. McLAREN, LIMITED

Manufacturers

583-585 St. Paul Street - MONTREAL

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO

A "Special" For Subscribers To The Canadian Grocer

At the beginning of 1909 we promised full value for every penny of the price. We have many assurances that we have fulfilled our contract to date. If Busy Man's has pleased you this year, you may safely expect a greater magazine in 1910.

To subscribers of The Canadian Grocer we will send Busy Man's one year for one dollar and fifty cents. This is a discount of 25 per cent., and applies only to subscribers to this paper.

Fill in one of the attached forms and get the best combination that any business man can buy at the price.

If you are already a subscriber to The Canadian Grocer or Busy Man's (or both) the subscriptions will be extended one year from date of expiration.

The MacLean Publishing Company, Ltd.,
10 Front Street East, Toronto.

Herewith is $3.50 for which send The Canadian Grocer and Busy Man's Magazine one year.

Name .....

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FIRST In Official Tests In Public Favor

An unsupported statement such as the above would not carry much weight. But we have the strongest possible backing to our statement; we refer you to the Government Analysis which pronounces——

E.D.S. Brand JAMS and JELLIES

100% pure. The increasing demand throughout the Dominion for these goods is proof enough of the way they are appreciated by the public.

They are just what you want for a high-class trade.

E. D. Smith's Fruit Farms, - Winona, Ont.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

Get Out of the Way

of handling inferior lines of Canned Goods. Especially in the case of Sardines it will pay you to stock nothing but an article of quality. You will reach and retain the better-class trade if you sell

"King Oscar"

Brand Sardines



the sweetest, purest, and best packed fish on the market.

CANADIAN AGENTS

J. W. Bickle & Greening

(J. A. HENDERSON)

HAMILTON ONT.

By Special royal permission.



THE PUREST AND BEST

MR. DEALER

Have you stocked the new **5c.** tin

St. Charles Brand ?

Some of your customers will want it and any jobber can supply you. It's a convenient package and only **$2.00** per case.

Manufactured by



St. Charles Condensing Co.

INGERSOLL, ONTARIO CANADA



Borden's New Size Package



UNSWEETENED

"Peerless Brand" Evaporated Cream

Retails at 5c. **$2 per case of 4 doz.**

¶ Your particular trade will have nothing but Borden's Brands. You can take no better way of pleasing all your customers than by recommending Borden's Brands and telling them why you do.

BORDEN'S CONDENSED MILK COMPANY ESTABLISHED 1857

WILLIAM H. DUNN - - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

From COW to CAN, the preparation of

CANADA FIRST EVAPORATED CREAM



is one long tale of care and cleanliness. Each can is guaranteed pure and fully sterilized.

THE FINEST SUBSTITUTE FOR FRESH MILK.

ORDER FROM YOUR JOBBER

Children thrive on it. The best for invalids, convalescents and household use.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

High Class Pickles

New season pickles are now ready for our trade. Our pickles are of the same high quality as in the past, and prices are exceedingly attractive.

Can fill orders in any quantity, in bulk or in bottles.

WRITE US TO-DAY.

Thos. McCready & Son, Limited

Bonded Vinegar, Pickle and Spice Manufacturers - - - St. John, N. B.



It pays to buy a High-class Broom!

And there is no broom on the market so chock full of quality points as the

"PANSY" BROOM

It is an article you can conscientiously recommend and profitably dispose of. The corn used is selected from the finest crop grown, the workmanship is of the best, the handle straight and well-finished, and the size and weight are just what the women want! For profit push the "PANSY." Send for prices.

BUY FROM THE MAKERS.

H. W. NELSON & CO., Limited

TORONTO, CANADA

There are

other cocoanuts but none that have so long led in popular favor.

¶ For satisfaction, for profit, be sure to ever have on hand a good stock of

White Dove Cocoanut



W. P. Downey

MAKER

Montreal

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

MONTREAL BUSINESS

is worth going after. If you are not represented here correspond with us. If your proposition is a good one we will take it up

Snowdon & Borland

Manufacturers' Agents

34 Guardian Building :: MONTREAL

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.



It dries them up **Common Sense**

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG



Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

SUGARS

The best are the cheapest.
Ask for, and see that you get

Redpath

Extra Granulated

and other grades of refined. Supply your customers with only the best sugars obtainable.

IT WILL PAY!

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

WINTER FESTIVITIES

mean refreshment provision! Here's your chance to push

SHIRRIFF'S JELLY POWDERS

which are easily made, and give that pure, sparkling, natural-flavoured jelly which so delights the dainty housewife.

Imperial Extract Co. 18-22 Church St. TORONTO





THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

General Agents:
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THOS. O. BAXTER, 27 Front St. E., Toronto
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.

PERMANENT PATRONS

are the kind you aim to get, and these may be converted from merely casual customers if, when they ask for canned fruits and vegetables, you sell them the reliable

RIVERDALE BRAND

The way in which the natural flavor of both fruits and vegetables is preserved in this brand of canned goods is remarkable. You are distinctly behind the times if they are not to be found on your shelves. Write for quotations to-day.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Trade. And It Would Discourage Growing Fine Teas.

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR



LONDON, ENGLAND — IS THE BEST

Commands a Preference over all others. — Made from the finest malted barley.

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Green & Co., 25 Front Street East, Toronto — R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

Each season brings its demand for particular goods. With the many social functions, public and private, on the calendar for the next few months expect a large call for

STERLING Brand PICKLES

—a pickle that measures up to the highest expectations.

The T. A. Lytle Co.

Limited

Manufacturers

Sterling Road :: TORONTO, Can.





NEW SEASON'S

Fine Old English Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.



A Sure, Fast Seller

Anything that is the above will certainly interest you.

We have such a proposition in our

Holland Rusks

"The Food of Old Holland"

Delicious, nutritious, full of that "want more" quality which means repeat sales for you. Profits large.

SEND FOR SAMPLE

HOLLAND RUSK CO., HOLLAND, MICH.

Makers of the Original

If your jobber cannot supply you, please notify

McGREEGOR SPECIALTY CO.

672 Yonge Street, TORONTO



BULK—25 lb. Pails and 60 lb. Tubs

ALL WHOLESALERS.

NICHOLSON & BROCK, - TORONTO

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE

Canadian made Licorice

Y&S BRAND

All Druggists.



Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

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MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
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You might as well have first-class

Rubber Stamps

at reasonable and =Reliable Prices=

Send us an order for Rubber Stamps and see the difference between what you have been getting.

Hamilton Stamp and Stencil Works, Ltd.

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STORAGE IN HAMILTON

A new fireproof Storage Warehouse.

TRACK FACILITIES

Every convenience to reduce the cost of handling Merchandise

IN BOND OR FREE

Lowest Insurance

Experienced Warehousemen

Accounts Solicited

Storage and Transfer Co., Limited

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STOCK WHITE MOSS COCOANUT

and you will be sure that you are carrying the finest, purest cocoanut—the kind your most critical customers will appreciate.

The Canadian Cocoanut Company
Montreal

Tartan BRAND

IN STORE

Finest Selected Valencias, Sultanas, Malaga Raisins, all kinds
Finest Figs, Peels, Apricots, Peaches, Nectarines
Finest Shelled Almonds, all grades
Finest New Santa Clara Prunes
New Labrador Herrings, Mackerel
New Sea Trout, Holland Herrings, etc.

Phone or write for quotations
Long distance 596 free to buyers

BALFOUR, SMYE & CO. WHOLESALE GROCERS ... **HAMILTON**

Huber Account Register and System

Made in Canada, Used by Hundreds of Merchants

The System That They Are All Talking About

Our No. 200 Double Cabinet Construction



"Is perfect from every standpoint"
J. A. RENAUD,
622 St. Antoine Street, Montreal

A PRACTICAL LABOR SAVER

Adapted to Any Kind of Retail Credit Business

Cuts Out Book-keeping and Does Your Collecting

"Will save me at least $500 per year."
J. D. MILLS, Pres. Grocers' Assn., Sarnia.

Mail Postal Card TO-DAY for Catalogue and Full Particulars

Address:

R. B. BELDEN & CO., 178-180 Victoria St., Toronto

St. Lawrence Sugar

GRANULATED

and

GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

Club Jelly Powders

Tell your customers that there is AN EXTRA PACKAGE in each carton of these Jelly Powders—for making the cream for the jelly.

This is a good selling pointer

S. H. EWING & SONS, Montreal and Toronto

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. Everybody helps to sell it who has seen it or it will sell itself when exhibited. It combines in one machine the cash and credit register, time recorder and account register. We want representatives everywhere—men alert, intelligent not afraid to hustle. Write for our proposition. Book-keeping Machines, Limited; head offices and show rooms, 424 Spadina Ave., Toronto. Branches, Vancouver, Winnipeg, Montreal. (tf)

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (48p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

CASH REGISTER, nickel plated. Registers one cent to twenty dollars. Perfect condition guaranteed. For quick sale, $50. Apply care Box 325, CANADIAN GROCER, Toronto.

ESTABLISHED grocery in fast growing suburb of Vancouver, splendid location. Stock runs about $900; fixtures, including horse and rig, $700. We can offer this good buy at invoice. See Vancouver Business Mart, 9 Hastings St. E., Vancouver, B.C.

SHOW CASES AND STORE FIXTURES for grocers. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont.

SITUATION VACANT.

FIRST-CLASS opening for gilt edged traveler for wholesale groceries. Trip well worked up; good salary. Drawer Z, Calgary.

BUSINESSES FOR SALE.

GROCERY, crockery and confectionery business for sale in best farming section of Western Ontario; good sized thriving village; stock $2,200 in first class condition. Best location. Newly remodeled premises. Address, Box 324, CANADIAN GROCER, Toronto, Ont. (47p)

GROCERY BUSINESS FOR SALE on Main Street, Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

FOR SALE—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; $2,500 stock; $1,500 will handle. Building solid brick, for sale or rent, easy terms. Clear profit last year $2,200. Address Box 316, CANADIAN GROCER, Winnipeg. (46p)

FIRE-PROOF SAFES, VAULTS, ETC.

IF YOU are in the market for a safe or vault door, let us send you our illustrated catalogue "S." Our Safes are made to suit all requirements, from the smallest household Safe to the largest bankers' Safe made. The material and workmanship used in the construction of our Safes are the best obtainable. They are made to stand any fire through which they may be called upon to pass. Write to-day for book showing Safes which have passed through Canada's most severe fires. Address all inquiries to Dept. "S," The Coldie & McCulloch Co., Ltd., Galt, Ont. (tf)

MISCELLANEOUS.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

CASH AND PACKAGE CARRIERS.—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will instal a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment, will interest you—there's nothing like it on the market. That's why we sell so many. All kind of supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

IN SEVERAL GOOD TOWNS we have not yet secured a satisfactory resident agent. This is a permanent agency worth from $600 to $1,500 per year, according to the capacity of the representative to build it up. If you are well regarded in your home town we can probably make a place for you. Send your references, state experience. Box 319, THE CANADIAN GROCER, Toronto.

INSTAL an Otis-Fensom Hand Power Elevator. Costs only $70. Merchants and other business men can turn a second story lumber room into a properly equipped warehouse, leaving ground floor unhampered by reserve stock, packing cases, etc. When power is available, we suggest a belt-driven elevator operated by motor or line shaft. Write for catalogue containing illustrations of the different kinds of elevators we handle. Otis-Fensom Co., 1401 Traders Bank Building, Toronto. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KEEP AN ACCURATE ACCOUNT of you Employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

PEERLESS CARBON PAPERS AND TYPEWRITER RIBBONS are unequalled in typewriting, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies, handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SILENT SALESMEN as represented by your show cases and fittings work all the time, show all the goods and make sales unaided. Efficient display half sells any article, and our illustrated catalogue has points of interest in this direction for every merchant. Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E., London, Ont. (tf)

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

THE ability of your hand-writing as well as the ease and speed with which you execute it are matters of great importance. They are also matters of pen point. Use "Crucible" Steel Pens and settle the matter. 15 different styles. Ask your dealer for free samples and pick out the pen you want. If he cannot supply you ask us and we will send samples by return mail. The Copp, Clark Co., Ltd., 64-66 Front St. West, Toronto.

A book-keeping staff in itself—doing the work with machine-precision and accuracy—the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge St., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Write-press Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

WHEN BUYING BOOKCASES insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited, General Offices, Woodstock, Ont. (tf)

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario.

TECHNICAL BOOKS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

PRODUCE WANTED.

A. C. LANDRY, Jobber, Ste. Flavie Station, Que.—Open to buy Prime White Beans and Evaporated Apples.

PERIODICAL DEPT.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. The Busy Man's Magazine, Toronto.

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters or Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

A.—Scottish, Liverpool

The Most Powerful Lever

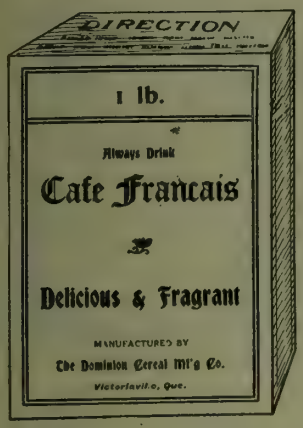
You can use to move the whole family trade to your store is the handling of a popular tea like

MELAGAMA

THE TASTY TEA

It is a genuine satisfaction-giver, and is moreover profitable to sell. In **BULK TEAS** we are the acknowledged leaders. Send for samples and prices.

MINTO BROS. - - - TORONTO



Do YOU Sell it ?

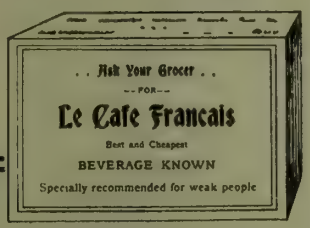
Cafe Francais has met with wonderful success since its introduction, proving that the housewives of the country appreciate it to the full.

It is a profitable line for YOU to handle.

In 1-lb. and 2-lb. cartons.

Dominion Cereal Manufacturing Co.
VICTORIAVILLE, QUE.

Also makers of Imperial Self-Raising Flour



A Great Selling Team

¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

JAPAN TEAS

Jobbers please write for samples when in the market.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

The Best Value for the Money of any Preserves in the World

De Luxe quality at Popular Prices

CAIRNS

Alexander Cairns & Sons, Paisley, Scotland

New Season's Pack

1-lb. glass, patent air-tight caps. **Cases 2 dozen.**

$1.80 per dozen, f.o.b. Montreal. Net 30 days.

In any quantity, one case or a thousand cases.

Strawberry	Jam
Raspberry	Jam
Black Currant	Jam
Red Currant	Jam
Gooseberry	Jam
Apricot	Jam
Peach	Jam
Greengage	Jam
Damson	Jam
Plum	Jam
Raspberry and Currant	Jam
Assorted	Jam

Scotch Orange Marmalade **$1.50 per dozen**

HUDON, HEBERT & CO., Limited

Montreal

The Most Liberally Managed Firm in Canada



GOODWILLIE'S PURE FRUITS

In Glass

Those particular customers of yours desire something extra fancy in the matter of quality.

When they ask for preserved fruits ensure their satisfaction by giving them **Goodwillie's pure fruits in glass.**

Of delicious natural flavor, quite unequalled anywhere.

Request your wholesaler to quote you prices.

AGENTS

Rose & Laflamme, Ltd. - Montreal and Toronto.

SOAP SENSE

is a sense very much akin to common sense which comes to a grocer after a while and tells him his best interests are served by handling only soaps whose quality and purity are known and proved. Such a soap is

WONDERFUL SOAP

which will establish confidence and build up your general connection. The public is getting wise and will rather pay a little more for a good article than pay through the nose for premiums. We sell the good article and offer no premiums.

Send for quotations.

THE GUELPH SOAP COMPANY

GUELPH ONTARIO

A Healthy Horse is a Live Asset Worth Dollars . . .

As we have stated before, a trial bag of Molassine Meal costs but $3---and it may mean the difference to you between a Sound Horse and a Sick Horse.

Molassine Meal is a patented preparation quite free from Arsenic, Drug or Spice of any kind. It combines, chiefly, the correct proportions of sugar and molasses, those two extremely healthful animal foods.

Do not experiment with unknown and untested foods. Feed your animal Molassine Meal and BE Sure.

Use Molassine Meal in Your Stable and Save Vets' Bills.

Andrew Watson

Sole Importer

91 Youville Square -- MONTREAL

DRIED FRUITS—VERY SELECT

We are pleased to inform you that we are now in a position to supply you with highest quality dried fruits and nuts, in most cases, immediate shipment, at prices which cannot help interesting you—if you are a careful buyer. Here are some of our offerings:—

CURRANTS—

Brands we know and guarantee. In various sized packages. Cleaned. Prices that will cause you to buy.

VALENCIA RAISINS—

Second consignment we have received this year. We are now delivering orders which were taken ahead. In this connection we wish to let you know that on December 1 we will receive a special shipment of Trenor's Blue Eagle Valencia Raisins, the best raisins packed.

SEEDED RAISINS, LOOSE MUSCATELS, SULTANA RAISINS. All in stock—

These goods are stocked in all popular brands, are of the highest excellence, and, being in stock, we can make immediate deliveries. The prices are more than attractive.

MALAGA TABLE RAISINS—

Representing, as we do, the best packers of Malaga Raisins in Europe, we are in a position to give you the choicest fruit (layer), most attractively packed, and at figures that you are infrequently quoted. Layer table raisins must be first-class or they lose you business. We guarantee the merit of the brands we offer you in all ways.

PEELS FOR CHRISTMAS—

Do not leave off the ordering of your supplies until too late a date. Ensure deliveries by giving us your commands right away. We will give you interesting prices on Lemon, Citron and Orange Peels, whole and cut, in various sized packages.

EVAPORATED FRUITS—

These we have in stock, including new Canadian evaporated apples, California pears, peaches, apricots, all 1909 pack, and the finest dried fruits packed anywhere on earth. Let us know what you require. We can easily look after your wants, for these goods are packed in all sizes of boxes. Prices: Unusually low.

NICE NEW FIGS—

Just arrived. Of superior quality, packed and shipped to us by firms we have been dealing with for years, and whose guarantee of quality means A1 goods. You will be glad to have our prices.

AND MORE PRUNES—

In just a few days we shall receive the balance of our prunes—all 1909 pack. Are from the famous Santa Clara Valley. All sizes, from 40-50 to 90-100.

BARGAINS IN NUTS—

Now, you will be absolutely unable to resist the offerings we can make you in nuts. This is the season for them, you know, and the judicious buyer will make money. It's the judicious buyer we are looking for, because him we can interest. All varieties nuts, shelled and in the shell, are now being quoted by our travelers. Some of the nuts we offer:—

Tarragona Almonds, Mayette Grenobles,
Marabots Grenobles, Grenoblettes,
Sicily Filberts, Medium Pecans,
Shelled Walnuts, Peanuts.

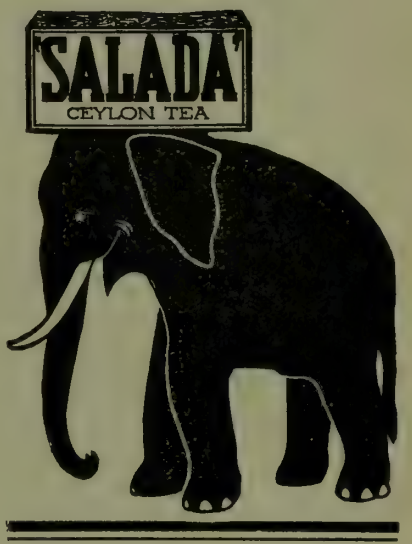
For further particulars about any of the above goods write us, or, better still, wire or 'phone us at our expense. Nothing is too much trouble for us.

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors MONTREAL

WE ARE ADVERTISING THE GOODNESS OF "SALADA"

HAVE you noticed the large display advertisements running in almost every paper in the Dominion advertising "SALADA"? You will get the benefit of unusual sales resulting from this publicity. It will put money in your pocket to keep a good stock of "SALADA" on hand and put it well to the front. "SALADA" quality and "SALADA" value make satisfied customers.



"SALADA" DOES CREDIT TO YOUR RECOMMENDATION

"SALADA" HAS THE LARGEST SALE OF ANY TEA IN AMERICA. 20,000,000 PACKETS SOLD ANNUALLY.

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Albert & Cie. 56
Allan, Robt., Co. 2
Allison Coupon Co. 58
American Tobacco Co. 52
Andrews & Munn. 38
Archambault, Victor, & Co. 50
Asepto Mfg. Co. 6
Aylmer Condensed Milk Co. 12

B

Balfour, Smye & Co. 19
Belden, R. B. 19
Benedict, F. L. 46
Bickle, J. W., & Greening. 11
Blue Ribbon Tea Co. 3
Borden Condensed Milk Co. 12
Bostock, J. J. 39
Bovril, Ltd. 45
Bowser, S. F. & Co. 58
Brack & Co. 2
Brand & Co. 15
Bristol, Geo. & Co. outside back cover

C

Canada Sugar Refining Co. 14
Canadian Biscuit Co. 47
Canadian Canners. 32, 33
Canadian Cocoanut Co. 18
Canadian Milk Products, Ltd. 50
Canadian Salt Co. 7
Capstan Manufacturing Co. 48
Cargill, H. 46
Carter-Crume Co. 7
Cereals, Ltd. 50
Ceylon Tea Ass'n. 16
Champion & Slee. 17
Christie, Brown & Co. 47
Clare & Little. 2
Clark, W. 44
Clawson & Co. 2
Common Sense Mfg. Co. 13
Computing Scale Co. 10
Concord Canning Co. 57
Connors Bros. 57
Constant, H. 46
Cowan Co. 48
Cox, J. & G. 49

D

Davies, Wm., Co. 42
Dignard, Ltd. 48
Dominion Cereal Co. 21
Dominion Molasses Co. 8
Dominion Register Co. 9
Dominion Warehousing Co. 2
Downey, W. P. 13
Duncan, W. W. 38

E

Eastern Canning Co. 6
Eby-Blain Limited. 3
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 41
Epps, James & Co. 50
Erb, Herman 39
Escott, W. H. 46
Estabrooks, T. H. 39
Evans, F. G., & Co. 39
Ewen, J. W. 46
Ewing, S. H., & Sons. 19

F

Fearman, F. W., Co. 42
Financial Post. 62

G

Gibb, W. A. Co. 56
Gillard, W. H., & Co. 18
Gillett, E. W., Co., Ltd. 44
Goodwillie & Co. 23
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 14
Grant, W. J. 52
Gray, Young & Sparling. 46
Guelph Soap Co. 23
Gunns Ltd. 42

H

Hamilton Cotton Co. 53
Hamilton Stamp & Stencil Co. 18
Harnett-Ridout. 62
Hills, Wm. J. 55
Holland, Rusk Co. 19
Hotel Directory. 59
H. P. Sauce. 7
Huber Account System. 17
Hudon, Hebert & Co. 16

I

Imperial Extract Co. 14
Imperial Tobacco Co. 52
Irish Grocer. 2
Island Lead Mills Co. 59

J

James Dome Black Lead. 7
James, F. T., Co. 56
Jameson Coffee Co. 39

K

Kilgour Bros. 59

L

Lake of the Woods Milling Co. 51
Lambe, G. W. A. 2
Laporte, Martin & Co. 24
Lind Brokerage Co. 2
Lytle, T. A. Co. 17

Mc

MacNab, T. A., & Co. 2
McCabe, J. J. 54
McCready, Thos. 12
McDonald, Gordon & Co. 18
McDougall, D., & Co. 52
McGreegor Specialty Co. 17
McIntosh, F. R., & Co. 39
McLaren, W. D. 10
McLeod & Clarkson. 39
McWilliam & Everist. 54

M

Magor, Frank. outside front cover
Mahiques, Domenech. 63
Malcolm, Jno, & Son. 42
Marshall, E. A. 39
Mason, Geo. & Co. 8
Mathewson's Sons. 8
Mathieu, J. L., Co. 7
Michigan Show Case Co. 59
Midland Vinegar Co. 7
Millman, W. H., & Son. 2
Minto Bros. 21
Montreal Biscuit Co. 50
Mooney Biscuit and Candy Co. 49
Morin, Chas. 2
Morse Bros. 62
Mott, John P. & Co. 48

N

Nagle, H. 62
Napanee Canning Co. 10
National Licorice Co. 18
Nelson, Dale & Co. 48
Nelson, H. W. 13
Nicholson & Bain. 41
Nicholson & Brock. 17
Nickel Plate Stove Polish Co. 59
Nishimura, S. T. & Co. 21

O

Oakville Basket Co. 13
Oakey, John & Sons. inside back cover
O. K. Sauce. 8
Old Homestead Canning Co. 4

P

Pickford & Black. inside back cover
Poulin, P. 59
Pure Gold Mfg. Co. 5

Q

Queen City Oil Co. 13

R

Ram Lals Tea Co. 3
Richards Pure Soap. 46
Robertson, R., & Co. 39
Robinson, O. E., & Co. 56
Royal Polishes, Ltd. 53
Ryan, Wm. Co. 42

S

St. Charles Condensing Co. 11
St. Lawrence Sugar Refining Co. 19
Salada Tea. 25
Sanitary Can Co. inside back cover
Scott, David, & Co. 18
Sealshipt Oyster System. 57
Segalerva, Jose. 63
Sherbrooke Cigar Co. 53
Smith, E. D. 10
Snap Co., Ltd. 8
Snowdon & Borland. 13
Sprague Canning Machinery Co. 46
Spratts Limited. inside back cover
Stamper, D. 2
Stewart, I. C. 58
Storage and Transfer Co. 18
Stringer, W. B. 55

T

Thomas, J. P. 2
Thurston & Braidich. 41
Tippet, Arthur P., & Co. 1
Toronto Salt Works. 46
Truro Condensed Milk Co., Ltd. 14
Tuckett, Geo. E., & Son Co. 53

V

Vanvasseur, J. H. 47
Verret, Stewart Co. outside back cover
Victoria Fruit Exchange. 38

W

Wagstaffe, Limited. 17
Walker Bin and Store Fixture Co. 58
Walker, Hugh, & Son. 55
Warren, G. C. 2
Watson, Andrew. 23
Watson & Truesdale. 2
Webb, Saville E. 2
Weese, G. Wallace. 2
West India Co. 38
Wethey, J. H. outside back cover
White & Co. 55
White Swan Spice & Cereals, Ltd. 6
Wilson, W. Harry. 39
Wiseman, R. B. & Co. 62
Wood, Thomas & Co., Ltd. 64
Woodruff & Edwards. 59
Woods, Walter, & Co. 6

Y

Young, W. F. 58

Will Merchants Be Represented at Farmers' Clubs?

Proposal to Bring About This Situation Meets With Favor From Government Official—Chief Object Will be to Prove to the Farmer the Financial Benefits of Dealing at Home—Other Questions That Might be Considered to Mutual Advantage.

The question has often arisen, how are the merchants going to educate farmers to co-operate with them in the building up of a community and hence mutually aiding each other from a financial standpoint?

Merchants know that they have not the co-operation from the farmers that they desire, and that they should have. They know that great numbers of the farming community around their places of business are sending past them to catalogue houses for goods; they are conscious of the fact that if they were in a position to carry on an educational campaign, pointing out the evil effects of such methods in plain dollars and cents that the mail-order situation would be alleviated.

If there were a proper medium in which to conduct such a campaign, as well as to deal with other questions, such as the proper attention to eggs, butter, etc., that have to pass through the hands of the merchants to the consumers, many of the troubles in the trade would be eliminated.

Those who are acquainted with the methods of farmers appreciate the value of Farmers' Clubs and Institutes. Through this medium they secure a great portion of their education. Then, why not use it to bring about the desired changes that are necessary to enhancing the wealth, value and standing of the community. The question is, how can it be done?

Bring Matter Before Institutes.

The Canadian Grocer recently talked over the situation with Geo. A. Putnam, superintendent of Farmers' Institutes for Ontario, and suggested the idea of having representative merchants or other interested speakers, address the Farmers' Institutes on trade questions—this to be done with a view to better co-operation between farmer and merchant, tending to the strengthening of the community and to the placing of more dollars and cents into the pockets of both.

The proposel met with the favor of the dairy instructor. He had not looked at the matter in that light, but stated that he would consider the question, and in all probability, the Retail Merchants' Association will be given an opportunity to present their case before the farmers regularly at Farmers', and possibly Women's, Institutes and Clubs.

The merchants, however, should not be inclined to work on sentimental lines in their talks to farmers. One simple, plain fact stated concisely, showing a farmer, or for that matter, any other person, how he can make $10 or how he can increase the value of his farm, is worth more than an all-night's talk catering to his sentiments.

Plain Money Talks Needed.

It will not be sufficient to say to a farmer that he must not buy from the mail order house because it is not fair for him to purchase goods past his own merchants. It is necessary that he be shown that he can buy goods cheaper at home than he can from the catalogue houses, and that he is actually losing money through mail order purchases When it touches his pocket then he begins to listen and reflect.

The farmer must be made to see that the value of his land is enhanced, according as his home town grows. If he is positively assured that his land increases in value in direct proportion to the standing of the nearest village, town or city, and that it means direct money to him if he buys his goods at home, then he will certainly do so.

On the other hand, if he is told that the mail order house—which is considered as a legitimate institution—can sell more cheaply than the home merchant, but that the home merchant should get the business on general principles, then the effect of the whole argument is lost. Dollars and cents count, practically, every time, and the situation must be faced on this basis. It has been demonstrated from time to time that merchants in country districts can undersell the catalogue houses. Specific instances illustrating this are necessary in order to talk to the farmers so that the talk will be convincing.

While the mail order problem is one of the most important that could be discussed at Farmers' Institutes, there are other questions that could well be handled to mutual advantage.

Marketing Farm Products.

It is a fact well known, for instance, that the marketing of butter, eggs and poultry could be improved upon. Eggs are often allowed to remain in the farm houses for days and even weeks in the hot summer-time, when they should have been marketed. The merchant who handles them has to bear the complaints of the consumer, while in reality the farmer is to blame, in all probability, unconsciously. But the farmer must be shown how he is losing money by selling stale eggs before he will correct the error. Only then will he make an effort to sell fresh eggs. The merchant knows what he has to contend with in selling to the consumer and the better the quality of eggs and butter, the better will be the demand and, therefore, the more money will be paid to the farmer. Stale eggs will certainly not tend to create a demand for eggs and the more there are, the fewer will be the eggs consumed.

These are but a few of the questions that might suggest themselves were the Retail Merchants' Associations given the privilege of having speakers attend the gatherings of the farmers. Much education could be accomplished on the catalogue house question, because the arguments against it could be made so convincing that farmers would be compelled to listen. It could be easily shown, that, while one mail order purchaser couldn't injure the community very much, scores would do considerable harm by sending their wealth away from the place, in the success of which they are directly interested. It simply means, as before pointed out, that the importance of their home towns and villages are lessened, and hence the value of their own farms decrease. Money talks, and they will have to be approached on no other basis.

Specific instances can easily be shown where land values have decreased simply because the home-town merchants were overlooked. Villages and towns go to pieces and land purchasers are difficult to find.

How Merchants Can Assist.

Of course, merchants themselves are to blame for many of such conditions. Live merchants who constantly boom their businesses and who work together can hold the trade of the surrounding community. Some years ago this was demonstrated out west in a small town just after a large mail order institution was established in Winnipeg. The merchants united, formed a joint-stock company, and made a specialty store out of each general store then established. One specialized on groceries, another on dry gods, etc., etc., and every business was run on the latest, up-to-date methods. The result was that little or no money went past this small town to the catalogue institution—because the townspeople and farmers were satisfied with what they were getting at home.

However, education among the farmers is needed, and, as Mr. Putnam intimates, there seems to be no better method than by bringing it about through the Institute meetings.

Cuba's output of sugar for 1908 has been placed at almost 1,000,000 tons, while statistics of this year's exportations and production up to March 1st indicate a crop for the season of 1,400,000 tons. There are said to be 186 plantations in operation.



Interior of the Adams Bros. Grocery Store, Lindsay, Ont., one of the Most Successful Retail Stores in That Town, the Business of Which has Been Built up on Quality Goods.

Practical Methods Used in Retail Grocery Stores

The Value of Giving Exact Weight—Moose Jaw Merchant's Idea on Clean Windows—A Close Watcher of Would-be Delinquents—Advice on Displaying Profitable Goods—Why Clerks Should Read.

Advises Clerks to Read.

Charlottetown, P.E.I., Nov. 9.—Every grocer should be enthusiastic over the education of his salesmen and salesladies. It is the duty of all to assist them in every way possible, as a Charlottetown grocer is doing. He sees that his salesmen read good trade literature and hands them over The Canadian Grocer as soon as he has finished with it. He thoroughly believes in an education on trade subjects, and whenever he has the opportunity he takes up such questions with his salesmen, in what might be termed a "miniature convention."

To encourage them in their work he frequently adopts their suggestions in his business methods.

"Cleanser" Displays.

Chatham, Nov. 10.—There are a number of good cleansers on the market which can be used for cleaning glass, metal articles, etc. Here is a window design which takes but small space and yet clinches the point most effectively. It can be used for one of those little "corner" windows where there are only a few inches of space each way.

Pile boxes or cakes of the cleanser in the bottom of the window. Then take a metallic article of some kind—a kettle is a good thing—and clean a portion of it till the metal glistens. Put it that way, half cleaned, in the window. Put price tickets on the preparation; also an advertising card with catchy wording, as, for instance. "—— will finish this in five seconds," or, "It feels good to be cleaned with ——"

The half-cleaned kettle is a better advertisement than one entirely cleaned. The contrast makes the work of the cleanser much more effective.

Keep the Windows Clean.

Moose Jaw, Sask., Nov. 9.—Many particular people measure a grocer's importance by his appearance and that of the store. To cater to this class, therefore, the first requirement is to have clean windows. While it is seldom a purchaser will mention it, she usually notices whether the windows are clean or not. If they are, she will likely take it for granted that the interior is similarly treated.

A Moose Jaw grocer has definite ideas along this line. "I know it brings trade," he says, "and our entire store is as clean as the windows."

Specializes on Quality.

Calgary, Nov. 9.—"Too many grocers remember only present profits, when the future is what should be looked at first. If this is kept in mind when buying, poor stock will not attract, even if it is a fraction cheaper. Make quality your first consideration, and it will not be long before you can charge prices which will look fully as well as any profits you could have made from the cheaper goods."

The above are the sentiments of a Calgary merchant who specializes on quality goods.

Give Full Weight—No More.

Montreal, Nov. 10.—There is no necessity to do what so many grocers do, give the customer the benefit in weight every time. Have your scales accurate and give full weight—no more. It is not appreciated, and in the end will tell considerably in the total year's profits. "Sell as much as possible by weight," is the advice of a Montreal grocer. "It is much easier to figure a fair selling price if you have bought by weight, and divide that weight into your selling price

for the lot. You are then sure of your profit, provided you do not allow your customers more than a fair deal."

Small Loss Through Delinquents.

Dartmouth, N.S., Nov. 9.—"Deadbeats" are watched as a cat does a mouse by Forsyth, Jr., of Dartmouth.

"My probable loss," he recently said, "is not more than 1 per cent., and my actual loss is not over a ½ per cent."

He meant that figuring his loss through delinquents at the end of the year, it could not be more than 1 per cent., taking everything into consideration. Later, of course, he is able to collect a portion of what he first counted a loss, so as to let his actual loss down to about one-half per cent.

Mr. Forsyth does not think that he could run his business on a strictly cash basis, in view of the fact that Dartmouth is chiefly a manufacturing centre. He knows practically everyone, and as the population doesn't change much he can easily keep tab on all his customers.

As an advertiser in the local newspaper, Mr, Forsyth is among the leaders. Reproductions of his ads. have frequently appeared in The Canadian Grocer as models. He stands by advertising as one of his most successful methods, and attributes his survival in the business field to his publicity campaigns.

Would Display Profitable Goods.

Victoria, B.C., Nov. 8.—A specialty salesman, in discussing the displaying of goods with a Grocer correspondent to-day, said that the way goods were displayed by the average grocer was a great mistake.

"If I were running a store," he said, "I would make most conspicuous in my store, both in my windows and on my shelves, the goods which I most desired to sell, having, as far as possible, goods of every kind on my shelves which I knew to be of good quality, but which invariably paid me a fair profit. Then I would put all, or nearly all, the goods which did not pay me a fair margin of profit on some shelves under the counter, where customers would not see them. I would strive mighty hard to build up a reputation for the quality of goods, and to do that might sell a few goods of unusual quality at low prices in order to get them known to my trade, increasing the price later.

"I would never put article after article on my shelves without regard to whether they paid me a profit or not, the way many grocers do. I would look upon my shelves and windows as so much advertising space, to be used for advertising goods which I thought is paid me to advertise. In my newspaper and circular advertising I would pursue the same policy, booming goods which might be unknown to the public, with the exception of two or three leaders which I might put in to attract attention."

This quoting exceedingly low prices on two or three widely-known articles does not cost as much money as one would think. The writer knows a grocer who advertised a three-days' sale, making prominent mention of a widely-advertised cereal, which he quoted at seven cents, regular price, ten cents. His circulars brought a big crowd to the store and did business, but only three persons asked for a package of that cereal. As he lost two cents on each of those three packages, his actual loss on that article was just six cents.

Meat Department a Good Investment.

Midland, November 11.—S. F. L. McMurtry, of this town, has added to his grocery store a meat department, which he claims is a good investment. He is already doing a good trade in this line.

A Traveler's Advice.

Montreal, Nov. 10.—"The peddler system, both in Ontario and Quebec, is one of the evils of the grocery business," remarked a grocery traveler recently. "The great advantage they have over the man in the store is that they save the customer the trouble of going down-town to order. Peddlers cannot give the same grade of goods for the same price as the reputable grocer, so adulterated goods creep in. Take individual care of your trade. See that your customers know what they are getting if they buy from a peddler. If necessary, compare samples, and show them how inferior a brand of goods they are buying.

"Just an anecdote to explain something else. A Montreal grocer, now retired, was waiting on a lady who wanted tea. She informed him that she knew all about tea of every kind, and didn't want him to try and 'palm off' a poor brand on her. She was shown a brand of 50c tea, which was a good one for the price. 'Her nose went up,' so to speak, with the remark that if that was the best he had, she would go elsewhere. The grocer didn't even hesitate. He went to the bin and brought out another sample of the same tea. 'Of course, madam,' said he, 'I have a more expensive tea, but I was not sure of the price you wished to pay.' He got 60c for that pound of tea. Now, that may be dishonest, but it seemed to fit the old byeword, 'It served her right.' Incidentally, the grocer had no 60c tea, and would have lost the sale.

"Just a word or two in general," remarked the knight of the grip. "Neatness in the store, and tactful clerks, even if you have to pay more for them than your competitor, are essential to your business success. Organize your business as if it were a small army with an enemy in sight. The more perfect the organization the better and quicker the results. By giving each clerk some incentive to push his own line, you add to the efficiency of your force. Be sure your mathematics are right,—that is, buying and selling prices and overhead expenses. It needs a live man to successfully handle a retail grocery in the face of modern competition."

OLD CANADIAN STORES.



The above is a reproduction of a photograph of an old store at Islington, Ont. It is owned by J. Dunn, of that place, and was built away back in the year 1840—sixty-nine years ago. This is the fourth 'old store' in the series.

Grocery Methods Conducing to Success

Galt and Woodstock Grocers Express opinions on Betterment of Business Methods—Hard Work, Determination, Frank Honesty Make Satisfied Customers— System to secure Prompt Payments Necessary—Old Ideas Prevail at Woodstock—Grocer Who Pays to Have His Goods Delivered—Wanted, an Association—Still Giving Premiums — Troubled With "Bad Pays"—Discouragements of Credit Business.

Galt, Nov. 10.—A visit to this pushing manufacturing town convinces one that here the merchants are an aggressive set of men. They are in the forefront of every good movement, and the grocers are among the leading men. Some of the methods which have made their names known among Galtonians have also made their businesses successful.

"I attribute my success in business to hard work," said one of the town's most prominent grocers. "I always had the idea that if anything needed to be done, there was a way to do it. With this in my mind I would adapt my methods to accomplish whatever I aimed at, and with determined hard work I would invariably get there. I always was of the firm opinion that nothing could succeed if it was not built on honest facts, and this I have completely demonstrated throughout my business career.

"Frank honesty under all conditions and circumstances is essentially necessary in order to be successful as a retail merchant. Where a man has to meet from day to day such a variety of human opinions, and all classes of people and their needs and wants, he will soon get himself tangled up, unless he stands firmly on the ground that will carry him safely through all difficulties, and that is frank honesty and truthfulness. I would rather see a customer go out of the store well pleased with the way she was waited on, even if she did not buy anything, than if she had bought a big bill of goods, some of which would not please her when she got them home. It is a foolish mistake to urge people to buy goods in order to get rid of them, or merely to make the sale.

"It used to be considered clever and good salesmanship to sell goods, which people did not want, and through this mistake all merchants were more or less regarded with suspicion. A merchant must buy his goods, both in quality and kind, so that he feels proud to show them to his customers, and at the same time know that they will give satisfaction."

"I have just finished painting my store red," said another Galt grocer. "This is my third day in business, and I have therefore not much to say. I have had a three months' rest and time to study the best methods of doing business, which I intend to put into practice."

"The Canadian Grocer is a very valuable paper," remarked a third grocer, "and I read it regularly each week, always finding something that will help me. I wish The Grocer would rake over the whole country and find out some system by which we could secure more prompt payments of our accounts, and that would get our customers to pay up in full instead of so much on account, always leaving a balance to be carried forward. I am using a new system of bookkeeping, which shows to the customers their total indebtedness with each bill, but even that does not overcome the difficulty. If the retail merchants would keep up a live organation, they could clean out every objectionable feature in the trade."

"I think all the grocers should apprecite your vist," said another. "It shows that The Canadian Grocer makes an effort to assist the grocery trade. The paper is all right."

All the Galt grocers report business as quite satisfactory, and they are looking for still better things later on. Farmers are yet busy on their land, but their crops were good, and prices of almost everything they have to sell are high. This should give them a good selling season this winter.

Woodstock, Nov. 11. — The grocery stores in Woodstock run above the general average, and their owners are all well satisfied with their fall trade.

The small, "every-street-corner shops" are not in style here; and, therefore, the grocers are not suffering from troublesome opposition. Most of the grocers have been in business a long time and have established customs of their own, and no power could move them from these well beaten tracks. One, especially, hangs on to his old ideas, which landed for him a fortune, but which are almost in every respect out of date. The people are so accustomed to his old-fashion ways, that any change would likely cause a disturbance among his many old customers. He has a fish box, extending about four feet out on the sidewalk, which is there now and which has been there both day and night and Sundays too, so long that its claims of possession cannot be interfered with by all the powers of the city. That box contains ice and fish all the time, which are protected at night by a strong lock.

With exception of a few such peculiarities, which are found in every town, Woodstock grocery stores rank above the average found in towns of its size. The stores are well kept, and the people are so well served that comparatively few seek better things through mail-order houses, away from their own good city. To unload the burden of looking after delivery boys, horses, wagons, etc., one grocer pays a certain amount, to a carter to deliver his goods. This man must deliver everything to the satisfaction of the grocer, and the grocer has no bother after the goods pass into his care. This is a plan worth considering by others, for all grocers know what it is to manage delivery boys.

The stores are well arranged, with good-sized warehouse in the rear, where goods are received, unpacked and checked, and from which the salesrooms are constantly replenished.

One grocer remarked that the business of the town could be improved very much if the merchants would combine for the general good of the trade, but it seems that merchants have not yet learned the advantages that might thus be derived. "When the facts are understood in this respect," said this grocer, "there is no excuse for any town to be without an association. Where there is no organization there is strife and enmity. This would disappear if they would meet from time to time in friendly fellowship, and no one would suffer through it. We want more moral courage, we should quit worrying about the other fellow; and we should make an honest, fearless determined effort in favor of fair dealing, and in the interest of Woodstock."

Another grocer gave vent to his feelings by saying that "some of our merchants have not yet risen above the deceptive habit of giving premiums, or rebates. The whole commercial world is fighting this evil, but still some will persist in hanging on to this delusion."

"We have considerable trouble," said another, "with bad pays, and I think we have to blame ourselves for being too easy. I think all retail merchants should have a form to be filled out by applicants for credit, showing where they are employed; the salary received; where they dealt last, etc. This could easily be done if the merchants were organized."

"I am tired of the credit business," remarked still another grocer, "particularly on account of the endless work in keeping books, making out accounts, etc." This grocer copies every item from the check books into a day book, and from this again into the ledger, and when the bills are made out, every item has to appear again on them. Why all this unnecessary trouble? It is all in educating the customers, and no merchant would be expected to do it, if the customers understood the work it takes to do it, without being of any use to them.

The Randall Grape Juice Co., Grimsby, capitalized at $40,000, has been granted an Ontario charter to deal in fruits and to manufacture fruit juices and their products. The provisional directors are: John W. Smith, Jos. Tweddle, H. L. Roberts, A. W. Smith, Alb. N. Zimmerman, W. F. A. Wilson, Grimsby, and Fred N. Randall, Ripley, N.Y.

COMMENT ON NEW SUGAR REFINERIES.

Some Figures Given on the Daily Consumption of Sugar in Canada.

Commenting on the news item which appeared in a recent issue of The Canadian Grocer in reference to the formation of three new sugar refining companies in Canada, a writer in the Montreal Gazette, who signs himself "Mercator," deals with conditions which, in his estimation, must be met. He says that "we have on the carpet at the moment a proposed refinery in St. John, N.B., at Toronto another, at Chatham a third, and at Vancouver a fourth.

"It is generally known, in this city at any rate, that those already in operation, some five in number, are not fully employed, and the Government return of the consumption, which in 1908-9 was less than 5,000 barrels a day for the whole Dominion, is not more than enough to keep one first-class refinery fully occupied. In Hailfax we have two (one silent). In Moncton there was one, burnt, but not rebuilt; there are two in Montreal and one in Vancouver.

"Needless to say, those now projected can only succeed by silencing those now in existence. The consumption of the whole Dominion is, as said, less than 5,000 barrels a day, and of this the St. John project is modestly proposing to supply 3,000 barrels. Its first business, therefore, will be to silence, not only those now in existence, and some of the new ones projected, and this undertaking will certainly operate in the postponement of dividends all around.

"Any one can check my figures from the Government Trade and Navigation Returns for the fiscal year to end of March, 1909, page 266."

SELLING GROCERIES BY WEIGHT.

In Illinois, U.S.A., there is a state law giving power to any city council to pass an ordinance providing that vegetables and other dry groceries shall be sold by weight, instead of by measure.

Referring to this plan, the state journal, representing the Aurora retail dealers, says:

"Such action will do justice to both the dealer and the consumer. It is an indisputable fact that many items in the grocery line cannot be measured by the same party with the same measure twice in succession and give the same exact measurement each time. One bushel may contain twelve pounds, another fifteen, another eighteen, and the same variation may take place in making smaller measurements. The items also of parsnips, sweet potatoes, turnips and so on, are susceptible to variation in measurement. This applies to the purchase by the retailer as well as serving the customer; therefore, as a question of equity the use of weight in place of measure should be observed.

"Then again, selling by weight in place of measure will go a long way toward solving some of the unpleasant features of competition by the street peddler or hawker. It is generally accepted that there are two reasons why the street peddler can undersell a regularly established dealer. In the first place he usually buys refuse stock, that is, he makes his purchases after the regular dealers have made their selections, the rejected stock being bought by him and hawked about the streets. Another reason is that the average street peddler has a faculty of measuring six pecks out of a bushel, which enables him to sell at cost price, yet make a good margin of profit by giving short measure. An act of this kind will compel him to buy by weight, thus placing him more on an equality with that of the regularly established dealer.

"Here now, is an item with which associations can busy themselves to secure the needed legislation through their municipal governments. If each association will take this matter up, it will be a comparatively short time until selling by weight in place of measure will be in practice throughout the state."

HONOR FOR PRESIDENT OF BOVRIL.

The Earl of Arran has been appointed by the King to be a Knight of the Order of St. Patrick, in the place of the Earl of Carysfort, deceased. The Earl of Arran, the sixth bearer of the title, having succeeded his father in 1901. The new Knight of St. Patrick, president of Bovril Limited, was formerly adjutant and brevet major Royal Horse Guards. He served in the Egyptian cavalry, and commanded the Royal Horse Guards squadron of the Household Cavalry in the South African campaign.

LARGE RICE CROPS IN JAPAN.

The Japan rice crop is reported to be the largest for some time and with the return of good rice crops good times are being experienced. Yet from figures furnished it is shown that Japan imports about seven times as much rice as she exports. Her tea crop is also reported good and expected to help out the export trade. The Jiji, a leading paper of Tokio, had an item recently wherein it was stated a subsidy would be granted to the Shidzuka tea men. This will raise the standard of Japanese teas and help advertise them.

LARGE INCREASE IN P. E. I. DAIRY PRODUCTS.

St. John, Nov. 10.—Harvey Mitchell, of the dairy division, Ottawa, was in the city last week on his return from a visit to P. E. Island. He reports that there will be a large increase in dairy products from P. E. Island this year. Nova Scotia has gone in more for the establishment of private dairies, and although New Brunswick has co-operative dairies, there is little, if any, increase to be noted in their output this year. Mr. Mitchell said that all crops have been excellent on the island. The farmers there saved their hay before the wet weather set in. He saw a good deal of grain in the shock, however, and fields practically under water. Potatoes are a good crop but are rotting as the farmers cannot get them out of the ground.

H. Bradbeer & Co., who have been in the grocery business in Lethbridge, Alta., for the past two years, has sold to Geo. Kerr, for many years connected with the Hudson Bay Co. The change took place on Nov. 1st.



THINGS THAT SHOULDN'T BE.—Clerks Talking Over Yesterday's Baseball Game While Customers Stand Waiting.

The Canadian Grocer

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THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - PRESIDENT

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OUTLOOK FOR CANNED GOODS.

A careful reading of this week's grocery markets in the various centres of Canada leads one to believe that higher prices will soon rule the canned goods situation. Especially is this true of vegetable lines.

From all sections of the country reports reach us that the tendency is towards higher values. In fact, Ontario markets already show an advance of 2½ cents per dozen. A slight one, to be sure, but, nevertheless, a movement showing the way of the wind. This advance takes in beans, corn, peas, pumpkins, tomatoes among the vegetables, and berries, peaches, cherries, plums, pears and apples among the fruits.

Winnipeg reports a decline in canned berries, but this is the only weak point in the situation. With it all, too, independent canners are said to be low in supplies, which fact of itself should tend to make for higher prices.

At present canned goods look safe to hold, and, happily, the trade is said to be fairly well supplied.

BRITISH COLUMBIA SALMON IN LONDON.

After five years of persistent effort, the sending of fresh British Columbia salmon direct to England will soon be an accomplished fact. Discouragements have been frequent, and the scheme has been laughed at several times, but now it seems a certainty that the first consignment of fifty tons will be shipped in the near future, direct from the Pacific coast to London.

Heretofore all shipments have comprised frozen fish only, but, in case this initial lot arrives in first-class condition, it is likely most future shipments will be sent fresh.

According to the promoter of the scheme, all that is necessary for success is to chill the fish properly. If successful, it points the way to the development of a new outlet for Canadian salmon; and, in fact, for other lines of fish. Canadian fish have no superiors among fresh varieties, and it looks as if we would soon be in a position to take our share of the English market. It will mark the beginning of a new era in fish exportation.

MONTREAL TO ITALY DIRECT.

Many years have been spent by prominent Italians in this country, as well as exporters and importers, to accomplish a scheme of sending cargoes direct from Montreal to Italian ports.

The first results of value obtained were the establishment of a line of two fruit boats, the Jacona and Bellona, sailing at certain seasons from Italian and Spanish ports direct to Montreal. This was not by any means what was wanted, though it was undoubtedly a step in the right direction. Efforts were continued, with the result that the Thomson Line have assigned the new S. S. Tortona to the Italian route, to sail direct between Naples and Montreal. At present, of course, the service is somewhat of an experiment, but there seems no reasonable doubt in the minds of those conversant with the situation, that traffic will not only warrant one boat, but, in the course of time, more boats will have to be added.

With the French line again subsidized by the Federal government, and this new line to Italy, Montreal is rapidly getting the best of direct transportation facilities with the principal European ports.

TAKE TIME TO READ.

"I have no time to read." This is an expression familiar to trade paper canvassers, and if it were as well understood by those who make use of it, as it is by canvassers it would not so frequently be expressed. Instead of being an excuse for not subscribing for a paper that will benefit the merchant, it is an admission of neglect to do what every business man is expected to do.

Trade papers are busily engaged in searching for new and progressive ideas, and are bringing the best that can be found to the attention of their readers who are continually making use of them.

A young man recently bought out a grocery business of which he has little knowledge. He has not the least inclination to read and therefore has little chance to learn. He is consequently not making headway and cannot understand what is the matter.

Another young man started under similar conditions, but he caught on to the idea that knowledge is the source of success. He devotes certain hours every week to the reading of trade literature, and he claims that his success, to a large extent, is due to the valuable information he obtains in that way. If a man has no taste for reading he should cultivate it; in fact should make himself read, and he will soon acquire a habit that will be beneficial to him. The man who does not read must not forget that others read him, and they soon find out that he is narrow in his views and selfish in his dealings.

It is even time well spent for a grocer to take a look at other stores in order to get improved ideas, but what is that compared with the knowledge he can gather from his trade paper, which is on the lookout for the best systems and methods all over the world, and which are gathered up and brought right to his counter every week for his own benefit and at his leisure.

No time to read! One might as well say that he had no time to eat.

MAKE YOUR COLLECTIONS NOW.

This year's harvest has been a bountiful one. The farmers have money, and that means that there is money in circulation through all the channels of business.

Now is the time for the merchant to collect what is due for merchandise supplied on account. There are many demands upon the farmer and the laborer for his money after the harvest and if the merchant is to secure what is rightfully due him he must go after his money and see that he gets it.

Every merchant should get his credit accounts checked and posted up to date without delay. If he has notes on account due, he should present them for payment and insist upon a settlement. If he has merely outstanding credit accounts on his books, now is the time for him to see that his collections are made.

KNOW THY GOODS.

The Canadian Grocer has for some time been calling the attention of grocers and their clerks to the importance of knowing more about the goods they are selling, and still some allow their clerks to go on from week to week without making an effort to improve their knowledge of the goods they are expected to handle. That this idea is appreciated is evident for the fact that a grocer writes: "The fundamental principle of salesmanship is to know your goods."

It is impossible to make a success of selling any article unless you can talk intelligently about it. The people are looking for it, and the customers are expecting the services of qualified salesmen to handle the goods they buy to eat.



AYLMER

Tomato Catsup

Why pay fancy prices for imported Catsup when you can obtain as good or better quality at very much lower prices?

Aylmer Tomato Catsup

is the best value on the market.

Aylmer Tomato Catsup

has been for years, and still is, the standard for all Catsups.

CANADIAN CANNERS

LIMITED

Canned Goods Scarce and Higher in Price

Evaporated Apples, Nuts and Prunes Show Higher Values—Lower Grades of Tea Higher—Beans Lower in Price—Some Canned Fruits in the West are Quoted Lower.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

Pointers.
Sugar.—Easier.
Beans.—15c. lower.
Evaporated Apples.—New stock in.
Canned Goods.—Rise looked for.

Montreal, Nov. 11, 1909.

About five days ago it looked as if sugar was due for an advance. In fact one New York refinery did make a five cent advance, but during the last few days, indications seem to point the other way. The recent Cuban hurricane did not damage crops to any such degree as was anticipated.

Investigations show that damage was done to a very small proportion of the total crop. This fact, taken in conjunction with the gradual drawing off of American refiners, who have now about filled their requirements, promises an easier time to the market.

There is a largely increased demand for molasses, owing to dealers being anxious to fill requirements before the close of navigation. A few low grade tea arrivals have injected temporary life into the tea situation, but no high grade teas are at present on the importers' hands. Low grades of coffee show great firmness, but no price changes are expected.

The arrival of the S.S. Jacona has about ended the dried fruit season, and at the same time given a new impetus to nut trade. This year's crop seems to be fully up to last year's standards, and most of the Jacona's cargo has already been sold.

Tapioca is easier while rice is considerably firmer. Spices are still firm, with a probability that peppers and nutmegs will go higher in the near future. Flax is now so high that farmers are getting 3c. for it in the fields. Beans are down to 1.85, owing to the large supplies now coming forward.

Two cars of new evaporated apples have been delivered here, and the grade is pronounced very good. Canners have raised prices in most lines of their goods. Gallon apples are up 25c. While this has not as yet affected local conditions, it seems sure to do so in the near future, as prices are too near cost at present.

SUGAR.—Advices from Cuba show that there is a strong raw market, but this is not expected to last. The cane was not damaged by recent storms as much as was at first stated, and stocks will, therefore, be larger than anticipated.

American refiners have now about withdrawn from the market, having filled their requirements. This will assist in lowering the raw market.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 35
" Beaver	4 35
Paris lump, boxes, 100 lbs	5 40
" " " 50 lbs	5 50
" " " 25 lbs	5 70
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 30
" " 100 lb. boxes	5 40
" " 50 lb. "	5 50
" " 25 lb. "	5 70
" " 5 lb. cartons, each	0 37½
Extra ground, bbls	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls	4 85
" 50-lb. boxes	5 05
Phœnix	4 90
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 "	4 20

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES.—Dealers are anticipating the closing of navigation by laying in stocks of molasses, as freight by boat is so much less than rail. This has caused a largely increased demand for this commodity.

Corn syrups are quiet, though there are symptoms of an increased business in the near future. Prices are unchanged.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

TEA—With the arrival of some low-priced teas, more transactions are reported. High grade teas are not at present on the market, that is, first hand. Jobbers still are fairly well stocked. The Shanghai market is virtually closed for the season. The stock of China teas is short and prices are considerably higher than at this time last year. Local demand is chiefly for Japans.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—Coffee shows great firmness, the low grades particularly. The cause assigned is a short Brazil crop. As yet no effect has been shown by local prices, but a future rise is looked for by close observers.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—The S.S. Jacona arrived Tuesday, bringing the second consignment of dried fruits and nuts. This cargo wil complete the Canadian assortment for this year and, as most of the goods are already disposed of by importers, the market will from now on be somewhat inactive. At present there is a very good demand for all lines.

Currants, fine filiatras, per lb., not cleaned		0 05½
" " " cleaned		0 06½
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates		
Hallowees, old, per lb	0 04	0 05
" new, per lb		0 07
Sairs, old, per lb		0 05
" new, per lb		0 07
Raisins		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs		0 07½
" fancy seeded, 1-lb. pkgs		0 08½
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 08
Valencia, fine off stalk, per lb		0 05
" select, per lb		0 05½
" 4-crown layers, per lb		0 06

NUTS—The arrival of the S.S. Jacona this week also gave a new impetus to the nut market. New lines are now well represented in this market, and the quality of this year's crop seems to be fully up to the average. Prices are as yet unchanged.

In shell—		
Filberts, Sicily, per lb		0 11½
" Barcelona, per lb		0 10½
Tarragona Almonds, per lb		0 12
Walnuts, Grenobles, per lb		0 13
" Marbots, per lb		0 12
" Cornes, per lb		0 11
Shelled		
Almonds, 4-crown selected, per lb	0 32	0 33
" 3-crown " "		0 31
" 2-crown " "		0 30
" (in bags), standards, per lb	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
French, No. 1	0 07½	0 07½
Spanish, No. 1		None
Virginia, No. 1		0 10
Pecans, per lb		0 65
Pistachios, per lb		0 75
Walnuts		
Bordeaux halves	0 25	0 26
Brokens	0 18	0 19

RICE AND TAPIOCA—Tapioca is slightly easier in the primary market, as somewhat larger supplies have been coming forward than there was demand for. Rice is firmer, and, while no advance is expected, the tone of the market is such that an advance would not be surprising.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

SPICES—Nutmegs and peppers are particularly firm, and from present conditions, a further advance in both lines is expected. Other lines are firm and in all probability will continue so.

	Per lb.	
Allspice	0 13	0 18
Cinnamon, ground	0 15	0 19
" whole	0 16	0 18
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Nutmegs	0 30	0 60
Peppers, black	0 16	0 22
" white	0 22	0 29

BEANS AND PEAS—Supplies of beans are coming forward in large quantities, and the price has sagged somewhat under the pressure. Peas are having a steady sale at last week's quota-

tions and no change is expected at present.

Ontario prime pea beans, bushel	1 85
Peas, boiling, bag	2 50

EVAPORATED APPLES — Two cars of new winter stock have been delivered this week and more are coming forward. The demand is very brisk, both for new goods and the early fall apples already on the market. The price for the latter ranges around 9c.

Evaporated apples, prime	0 09½

CANNED GOODS

MONTREAL — Canners have raised on all lines, especially on gallon apples, which are 25c higher. This has given the market a firmer feeling all through, and dealers expect a rise in the near future, as wholesale grocers have been selling very near cost, and will grasp at this opportunity to raise prices.

No changes have been made as yet, however.

Peas, standard, dozen	$1 00	$1 05
Peas, early June, dozen	1 05	1 07½
Peas, sweet wrinkled, dozen	1 07½	1 12½
Peas, extra sifted, dozen	1 52½	1 60
Peas, gallons	3 87½	3 92½
Beans, dozen	0 75	0 80
Corn, dozen	0 77½	0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½	0 90
Strawberries, dozen	1 37½	1 40
Raspberries, 2's, dozen		1 75
Peaches, 2's, dozen		1 65
Peaches, 3's, dozen		2 65
Pears, 2's, dozen		1 60
Pears, 3's, dozen		2 30
Plums, Greengage, dozen	1 50	1 55
Plums, Lombard, dozen	0 95	1 00
Lawtonberries, 2's, dozen		1 60
Clover Leaf and Horseshoe brands salmon—		
1-lb talls, per dozen		1 87½
½-lb. flats, per dozen		1 30
1-lb. flats, per dozen		2 02½
Other salmon—		
Humpbacks, dozen	0 95	1 00
Cohoes, dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00

TORONTO.—Canned goods are firm, but the trade is fairly well supplied and in the meantime the turnover is limited. The independent canners are all pretty well sold out, and when the repeat orders are required by the retailer it is quite likely that they will have to pay more for them. The Canadian canners advanced the prices of all their goods this week 2½ cents per dozen; gallon apples 25c., and 3 lb. apples 5c. per dozen. With the possible heavy requirements in the Northwest, canned goods at the present prices are considered safe to hold.

Beans	0 75	0 82½
Corn	0 80	0 87½
Peas	1 00	1 42½
Pumpkins	0 75	0 82½
Tomatoes, 3's	0 82½	0 87½
Strawberries, 2's	1 32½	1 52½
Raspberries, 2's	1 60	1 67½
Peaches		1 57½
Lawtonberries		1 52½
Red pitted cherries, 2's	1 60	1 67½
Gallon apples	2 40	2 52½
Bartlett pears, 2's	1 45	1 52½
Lombard plums, 2's	0 85	0 92½
Clover Leaf and Horseshoe brands salmon:		
1-lb. talls per dozen		1 87½
½-lb. flats per dozen		1 25
1-lb. flats per dozen		2 12½
Other salmon prices are:		
Humpbacks, per dozen	0 95	1 00
Cohoes, per dozen	1 45	1 50
Red Spring, per dozen	1 55	1 65
Red Sockeye, per dozen	1 55	1 65
Lobsters, halves, per dozen	1 85	2 20
Lobsters, quarters, per dozen		1 40

H. H. Kidd, manager of the Toronto office of Andrews, Gillespie & Co., was in Montreal for a couple of weeks recently.

ONTARIO MARKETS

POINTERS—
Beans—Decline of 5c.
Evaporated Apples—Up ½c.
Nuts—Advanced 1c to 3c.
Tea—1c advance on low grades.
Prunes—Up 1c.
Canned Goods—Up 2½c.

Toronto, Nov. 11, 1909.

The wholesale trade is experiencing a certain amount of the usual quietness after the first rush of the arrival of the fall goods. However, the general feeling is satisfactory, with even better things to come. The general tone of the trade is optimistic and cheerful, with good reports for all country points.

SUGAR—The prices of raw sugars are uneasy and more or less fluctuating, but the refined article remains unmoved, and while the market is firm, no change is looked for, at least, in the immediate future.

St. Lawrence "Crystal Diamonds," barrels	5 40
" " " ½ barrels	5 50
" " " 100 lb. boxes	5 60
" " " 50 lb. boxes	5 70
" " " 25 lb. boxes	5 90
" " " cases, 20-5 boxes	6 45
" " Dominos, cases, 20-5 boxes	7 45
Paris lumps, in 100-lb. boxes	5 70
" in 50-lb. "	5 60
" in 25-lb. "	5 90
Red Seal	0 35
St. Lawrence granulated, barrels	4 75
Beaver granulated, bags only	4 45
Redpath extra granulated	4 75
Imperial granulated	4 45
Acadia granulated (bags and barrels)	4 65
Wallaceburg	4 65
St. Lawrence golden, bbls.	4 35
Bright coffee	4 65
No. 3 yellow	4 50
No. 2 "	4 4½
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

COFFEE—A peculiar feature in the coffee trade is the high price of Rio coffee, which is now only a fraction of a cent lower than some varieties of Santos, which is considered a much better quality. This must mean that some people will not accept the growing tendency to put Rio on an inferior list, and will continue to have coffee that has a flavor.

Rio, roasted	0 12	0 13
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 08	0 09

SPICES—Spices are firm, especially peppers and ginger. Demand keeps up beyond expectations.

Peppers, black, pure	0 15	0 18
" white, pure	0 22	0 25
" whole, black		0 16
" whole, white		0 23
Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25
Celery seed		0 24

BEANS—Beans are coming in freely, and are selling at a decline, and may be quoted at from $1.75 to $1.80 according to quality.

Beans, per bushel	1 75	1 80

EVAPORATED APPLES — Some are asking an advance in evaporated apples, and we quote them ½ cent higher this week.

Evaporated apples	0 09	0 09½

NUTS—Shelled nuts are higher, but this may be only temporary, as the season for these goods has hardly opened. The tone, however, is firm and advance orders for new goods are considered good buying.

Almonds, Formigetta		0 11½
" Tarragona		0 12
" shelled	0 30	0 35
Walnuts, Grenoble		0 13½
" Bordeaux		0 11
" Marbots		0 11½
" shelled	0 26	0 27
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils		0 15
Peanuts, roasted	0 08	0 12

TEA—In consequence of the continued firmness of the tea market, several of the package tea firms have advanced their lower grades 1 cent a lb., which means that much less profit to the retailer.

DRIED FRUITS—The orders which had been taken for future delivery are now filled, and a large portion of the goods are in the hands of the retailers. No material change is expected in these lines, and prices are well maintained, with the exception of large size prunes, which are smaller percentage than last year. From 30 to 40, and from 40 to 50 are 1 cent up.

	Per lb.
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06
Same fruit in 50-lb. boxes ¼ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 15 0 18
Orange 0 10 0 11	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned ½c less.	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 06 0 06½ Fards choicest	0 08
Sairs 0 05 " choice	0 07¾

SYRUPS AND MOLASSES — Demand is good, but there is no variation in prices.

	Per case
Syrups—	
2 lb. tins, 2 doz. in case	2 50
5 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels, per lb	0 03⅜
Half barrels, per lb	0 03¾
Quarter " "	0 03⅜
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 0 33
" bbls.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

RICE AND TAPIOCA—The market is quiet, with nothing special to report, and no change in prices.

	Per lb.
Rice, stand. B	0 03¼
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03¼ 0 03⅜
Patna	0 05¼ 0 05⅜
Japan	0 05¼ 0 06¼
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½ 0 04⅝

ST. JOHN MARKETS.

St. John, Nov. 10 '09.

A number of changes have been listed in quotations since last report, mainly as a result of an adjustment by the price committee of the Maritime Grocers' Guild. There has been a good deal of dissatisfaction among jobbers lately over the persistent price-cutting of several wholesalers. One prominent dealer said he was getting letters every day from his travelers telling of having met with lower quotations from other dealers while his own prices were already as low as was possible to quote and leave a fair margin.

If the present state of affairs continues there is likely to be a merry war on soon when retaliatory methods are adopted.

Present quotations are as follows :—

Sugar—		
Standard gran.	4 75	4 85
Austrian "	4 55	4 65
Yellows..	4 25	4 65
Flour, Manitoba	6 45	6 55
" Ontario..	5 65	5 90
Cornmeal, bags.	1 47	1 50
Rolled oats, bbls	5 15	5 20
Val. raisins, lb..	0 05½	0 06½
Cal. raisins, seeded	0 07½	0 08½
Currants, lb	0 07	0 07½
Prunes, lb	0 05½	0 09
Rice, lb	0 03¼	0 03½
Beans, hand picked, bus	1 95	2 00
Beans, yellow eye, bus	2 95	3 00
Cheese, lb	0 13	0 13½
Lard, compound lb	0 13½	0 13½
Lard, pure, lb.	0 16½	0 17½
Pork, domestic mess	27 75	28 50
Pork, clear backs	30 00	30 50
Beef, American plate	17 00	18 00
Beef, Canadian plate	16 75	17 50
Molasses, fcy. Barbados, gl	0 34	0 35
Butter, lb.	0 24	0 26
Eggs, doz.	0 24	0 30
Potatoes, bbl.	1 10	1 25
Canned goods—		
Peas, doz.	1 10	1 50
Corn, doz.	0 85	0 90
Tomatoes, dz	0 95	1 00
Raspberries, dozen	1 85	1 90
Strawberries, dozen	1 55	1 60
Salmon, case—		
Red spring	6 50	6 75
Cohoes	5 60	6 00
Peaches, 2's, dozen	1 70	1 80
Peaches, 3's, dozen	2 70	2 80
Baked beans, dozen	1 15	1 25
Fish—		
Cod, dry.	2 75	3 75
Herring, salt, half bbls	2 30	2 50
Herring, smoked, box	0 08	0 08½

CHARLOTTETOWN MARKETS.

Corrected by Wire.

Charlottetown, Nov. 11, 1909.

Present wholesale quotations are as follows :—

Sugar, standard granulated	4 90	5 00
Sugar, yellow	4 40	4 50
Flour, Manitoba	6 40	6 50
Flour, Ontario..	5 50	5 70
Cornmeal, bags.	1 75	1 85
Raisins, Val.	0 06	0 06½
Raisins, California, seeded	0 07½	0 08
Currants	0 07	0 07½
Rice	0 03	0 03½
Beans, new, bus	2 00	2 10
Cheese	0 12	0 12½
Lard, pure	0 16½	0 16½
Molasses, fancy Barbadoes, gal	0 35	0 36
Oatmeal, 100 lbs	3 00	3 25
Rolled oats, per bag 90 lbs.	2 70	2 80
Butter, creamery per lb.	0 25	0 26
Butter, dairy, fresh, per lb.	0 22	0 24
Butter, dairy, tubs, per lb.	0 20	0 22
Eggs, per doz.	0 22	0 23
Potatoes, per bus	0 22	0 25
Turnips, per bus	0 12	0 15
Beets and carrots, per bus.	0 40	0 50
Parsnips, per bus	0 50	0 60
Cabbage, dozen.	0 25	0 50
Cranberries, lb.	0 04½	0 05½
Oats, bus.	0 38	0 40
Hay, per ton	9 00	10 00
Straw, per ton.	5 00	6 00
Poultry—		
Geese, per lb.	0 11	0 12
Ducks, per lb.	0 11	0 12
Chickens, per lb.	0 10	0 11
Fowl, per lb.	0 09	0 10
Pork, medium, lb		0 09
Pork, heavy, lb.	0 08½	0 08½

HALIFAX MARKETS

Halifax November 6.

The steamer Jacona which arrived here this week from Mediterranean ports brought an immense cargo of dried fruits for Canadian consumption. The steamer had twenty-four thousand boxes of currants, raisins, citrons, almonds and hazel nuts. She also brought a few casks of wine. There is in all about fifteen hundred tons of these delicacies aboard, a large portion of which is for Quebec, Montreal and Toronto. The steamer landed a considerable quantity here which will be distributed over the maritime provinces. Some of the fruit opened up is of very fine quality.

The autumn trade at present is fully up to the standard of last season. Some Canadian pork is now coming on the market and it will have the effect of relieving the price of the American product. The supply of lard is very limited and high prices prevail. Easier conditions are looked for in the near future. Trade conditions are considered very good and the collections are much more satisfactory. Produce is now coming on the market in good supply and the commission houses are doing a good business.

The apple trade is very brisk and the shipments continue heavy. The steamer Gulf of Venice that sailed from here this week for Liverpool took 21,000 barrels. She also had among her cargo a very choice selection of Nova Scotia apples which are being sent to England for exhibition purposes. It has been the custom in former years to send apples to the Royal Horticultural Exhibition. This will not be done this year, but the apples will be sent to the different county shows instead. These apples are packed in boxes as well as in barrels, and the stock is of very fine quality, being large and highly colored. The apples were collected from the finest orchards in the province.

American plate beef dropped one dollar per barrel here this week and is now quoted at $16.50. United Empire sugar was advanced ten cents per hundred pounds and fancy Barbadoes molasses (puncheons), declined one cent per gallon. Fresh laid eggs are becoming very scarce and the best stock is now quoted at 30 cents per dozen. Higher prices are looked for.

INFORMATION FOR BUYERS.

Hints to the Trade Supplied by Sellers.

It is interesting to learn from J. H. Vavasseur & Co., Ltd., of Lloyd's Avenue, London, England, that they were the first to manufacture desiccated coconut in the island of Ceylon. They established their factory there in 1890, nearly twenty years ago.

A report comes from Fresno, California, U.S.A., that the California raisin crop has been cornered by L. F. Giffin & Co. Watt & Scott, Toronto, are the agents for the Giffin Co., and W. H. Escott will represent them in Winnipeg.

There is probably not one man in a hundred thousand that could tell you how many grocers there are in Canada. The "Salada" Tea Co. have compiled a statement showing that on January 1, 1909, there were 27,573 grocers in the Dominion. The company's system of distribution has been so perfected that 19,238 are selling "Salada". The effects of persistent and consistent advertising are thus shown, which, when backed by unvarying good quality, makes "Salada" a tea that every grocer can recommend with absolute confidence.

The Christmas season being so near, the announcement of Laporte, Martin & Co., Montreal, elsewhere in this issue, will be of particular interest to grocers desirous of securing supplies at attractive prices. Dried fruits and nuts are featured, and it is safe to say that no firm is in a position to offer a wider range of goods at more attractive figures than they are quoting. Prunes, figs, evaporated fruits, raisins of all kinds, currants, shelled and unshelled nuts, are all included in their offerings. Grocers will do well to await the coming of the firm's traveler, or to otherwise secure information about the goods offering before making their Christmas purchases.

DETAILS OF THE CHRISTMAS CONTESTS.

The Canadian Grocer in recent issues announced the beginning of our annual Christmas window dressing and retail advertising competition which closes on December 31st. This is done with a view to encouraging a greater interest in holiday displays and holiday advertising. If both are performed in the proper manner they will be found to be of much selling value to merchants.

Following last year's precedent, window dressing contestants will be divided into two classes:

For the best selling window display shown in (1) a city over 10,000 population, and (2) in towns and villages under 10,000 population.

In the window display contest in each case there will be two prizes as follows: 1st, $7 in cash; 2nd, $3 in cash, making in all $20.

To enter the contest send a good, clear photo of one or more Christmas windows, with a description and the name of the person who arranged the display. Photos must be mailed to us not later than December 31.

Most grocers use increased newspaper space during the Christmas season with a view to booming holiday trade. We want to get copies of these advertisements.

The advertisement submitted should be about Christmas goods sold through grocery stores. All that is necessary is to forward one or more clippings from your local paper to us, with the name of the writer of the advertisement, and the name of the paper it was clipped from. There will be a prize of $5 cash given to the winner.

The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. All entries in each case should be mailed not later than December 31 to the Editor of The Canadian Grocer.

A Buying Power of $210,000,000

The merchants who read The Canadian Grocer every week represent a buying power conservatively estimated at $210,000,000. In their purchases they are always disposed to give the preference to Grocer advertisers. There are good reasons why this should be so. Figure out for yourself if it is worth an advertiser's while to occupy this position of advantage, when, by the use of a half-page space, he is able to talk to 10 good buyers for every cent expended. In other words, every cent he spends gives him prestige with a buying power of $300,000.

Basis of Business Growth

On a food stuff window in Toronto is emblazoned in display letters,

"Our Motto, Quality Sells"

Sometimes you have been almost persuaded that price sells; but you know, and it is part of your business faith, that quality sells and more than that, that quality, as Mr. Sheldon, editor of Business Philosopher and Salesmanship, says, "Quality begets confidence and confidence begets trade, builds it up and keeps it up."

It is because of the quality of Red Rose Tea that I keep telling you that it will pay you to recommend it to your customers. The quality of Red Rose Tea is so good that when you recommend it you are building up you customers' confidence in you and in your store. It is the quality of Red Rose Tea that has been the basis of its wonderful business growth. It is to-day the very best value on the market. That means:

It will pay you to recommend

Red Rose Tea

Your tea business will grow.

Wellington St. E. Toronto, Ont.
315 William Ave. Winnipeg, Man. } Branches

T. H. ESTABROOKS
ST. JOHN, N.B.

MANITOBA MARKETS

Corrected by Telegraph.

Advances—Almonds, 3 and 4 crown muscatels and California raisins evaporated apples, peas.

Reductions—Beans, canned fruits, Rolled oats.

New Goods—Figs.

Winnipeg, November 11, 1909.

The trade has been weakened somewhat by the delay in the arrival of supplies. Orders have been coming in freely for several weeks for dried fruits which could not be supplied. Several cars arrived yesterday, about 18 days later than the arrivals last year; this applies to the Mediterranean fruits particularly; the California goods were about 10 days later than usual. Xmas goods are moving very well and the season promises to be an excellent one for holiday lines.

The market is fluctuating freely this week. Some important advances have been made, and although we quote reductions in beans and canned fruits the market is on the whole growing stronger. The consumption has exceeded the supply to such an extent that prices have been forced up. With the incoming of new goods the tone will be steadier and it is thought that prices have about reached the maximum in several lines. The trade is in good condition, but it would be greatly improved if collections were better.

October was a record month in point of returns, but payments have dropped off again and wholesalers will be compelled to sell conservatively in some quarters. The apple supply is abundant. The Ontario yield has been large and the general quality is excellent. They are being distributed by the car load to all points of the west.

SUGAR — The rumor is that sugar may go up, as it is uneasy on the New York market. The following prices hold to-day and the demand is heavy

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 15
" yellow, in bbls	4 70
" " in sacks	4 65
Icing sugar, in bbls	5 45
" " in boxes	5 65
" " in small quantities	5 70
Powdered sugar, in bbls	5 25
" in boxes	5 45
" " in small quantities	6 0
Lump, hard, in bbls	5 95
" " in ½-bbls	6 05
" " in 100-lb. cases	6 05

SYRUP AND MOLASSES — Syrup prices will not advance more and the feeling is that they are fixed for some time. They have recently advanced and the all-rail shipments will be inclined to hold the price up.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 30
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 60
" " 20-lb. tins, per ¼ "	2 65
" " ½ barrel, per lb	0 04
" " Sugar Syrup, per lb	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 30
" 5 " 1 "	2 75
" 10 " ½ "	2 60
" 20 " ¼ "	2 65
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses ½ bbls. per gal	0 36

FOREIGN AND DRIED FRUITS—Mediterranean fruits have arrived several days late. Currants are a good quality but unusually small. The rains in Spain damaged much of the crop in that country. Figs arrived yesterday and the quality is excellent. The prices are remarkably low and an advance might well be expected. We quote advances on California raisins and muscatels. The crop was shorter than expected, and the demand is heavy. Wholesalers are awaiting the arrival of new dates. The old stuff is going at 7 cents.

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " " cleaned, per lb	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¼-lb. packages per package	0 06¼
" " fancy seeded, in ¼-lb. packages per package	0 06½
" " choice seeded in 1-lb. packages per package	0 07¼
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " "	0 06½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 06½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08
Pears, per lb	0 08
Peaches, standard, per lb	0 07
" choice	0 08½
Apricots, standard, per lb	0 14
" choice, per lb	0 14½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

NUTS—The demand for shelled stuff is very heavy. Cases are moving freely at the ruling prices. Almonds are up 2 cents. Walnuts may go up soon.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 27
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Virginia, per lb	10 0 13

HONEY—There is no change in price but there is a continued activity in the demand. The Ontario stuff is popular this year and merchants have been buying in large quantities.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

COFFEE—Further unsatisfactory reports regarding the conditions for the next crop in Brazil, and a continued heavy demand, have advanced prices to a new high level during the past week and should there be no improvement in the outlook for the next crop it would seem likely that the prices now ruling are far below those that are likely to prevail during the next year. Rios are going at 10 and 11 cents per lb.

ROLLED OATS—We quote a reduction of 10 cents on this commodity, as winter approaches the trade is greatly improved.

Rolled oats, 80 lb. sacks, per 80 lbs	2 05
" 40 " " 40	1 05
" 20 " " 20	0 [illegible]
" 80 " " 8	0 24

MAPLE PRODUCTS—Prices and conditions unchanged.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per doz.	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

CORNMEAL—A revival is noted in demand. Prices are firmer and may go up 5 cents soon. The export delivery is heavy and the possibility of a shortage is rumored.

Cornmeal, per sack	2 10
" per ½ sack	1 05
" per bale (10, 10's)	2 35

BARLEY—Prices are holding firm at present. They are high, but there is little chance of a reduction. There is a general scarcity.

Pot barley, per sack	2 60
Pearl barley, per sack	3 65
" per ½ sack	1 90

EVAPORATED APPLES — The new goods are going higher owing to the continued strong export demand.

50-lb. boxes	0 09½
25-lb. boxes	0 10
10-lb. boxes	0 11

BEANS—New goods arrived a few days ago and prices have dropped for the time being at any rate. They cannot however remain low for any great length of time.

3-lb. picker, per bushel	2 10
Hand picked, per bushel	2 15

RICE AND TAPIOCA—The tapioca market is much stronger and it is likely to advance. Prices to-day range from 4 to 4¾ cents. Rice is steadier at $3.85 per 100 lbs.

Japan rice, per 100 lbs	3 85
Pearl tapioca, per lb	0 04 0 04½

QUAKER OATS—

Family size	4 50
Quaker oats, 36's	3 50
Puffed rice	2 90
Puffed wheat	2 90
Cornmeal	2 40
Pettijohn breakfast food	2 25
Cornflakes	2 00

CANNED GOODS — Canned peas are up from 5 to 10 cents a case. Fruits, however, show a decline, especially strawberries, raspberries, peaches and plums. Canned salmon has advanced about 50 cents a case.

Peas, standard, per case 2 doz	1 85
" early June, per case 2doz	2 5
Beans, per case 2 doz	1 98
Corn, per case 2 doz	1 75
Tomatoes, per case 2 doz	2 00 2 10
Strawberries, per case 2 doz	2 85
Raspberries, per case 2 doz	3 25
Peaches, per case 2 doz	3 60
Pears, per case 2 doz	2 70
Plums, per case 2 doz	2 00
Salmon (Horseshoe Brand), per case 4 doz	7 00

MEATS—

Clark's 1 lb., pork and beans, plain, per case	2 80
" 2 " " " " "	2 40
" 3 " " " " "	2 30
" 1 " tomato sauce, per case	2 80
" 2 " " "	2 40
" 3 " " "	2 30
" 1 " Chili " "	2 80
" 2 " " " "	2 40
" 3 " " " "	2 30
Soups, per doz	1 20
Corned beef " 2's per doz	2 65
" " 1's per doz	1 40
Roast beef, 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 00
Sliced smoked beef, ½-lb. tins, per doz	1 65
" " 1-lb. tins, "	2 80
" " 1-lb. glass, "	3 60
English brawn, 1's, per dozen	1 80
" 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" 2's, "	3 25
Geneva sausage, 1's, per dozen	2 00
" 2's, "	3 40
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 35
" 2's. "	6 70

EGGS—The fine weather has revived the local supply and the delivery is remarkably large. Wholesalers are jobbing at 30 cents to-day and the commodity is so popular that prices may advance still further.

BUTTER—No. 1 dairy is 25 cents to-day and No. 2 is firm at 22 cents. Creamery is moving well at 28 cents just now. These prices are firmer and they will undoubtedly go up.

GET in on the Ground Floor!

The markets of the West are not yet glutted, and the man of enterprise has his opportunity of getting in there first! Does not this appeal to you, Mr. Manufacturer? We are here to assist you to capture this profitable trade. We have the facilities, the connection, the business ability and the financial standing to do so. Our large track warehouses are situated at the three chief distributing points of the West—Winnipeg, Calgary and Edmonton —and we know we can serve you as no other firm can. Send us details of what you have to sell. We are after more business.

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CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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Importers, Roasters and Grinders of

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Jams, Jellies, Pickles, Sauces and Flavoring Extracts

We manufacture a full line of these and are able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS

Before replenishing your stock get our prices

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

Another of
GUNNS "TOP NOTCH"
Quality Products

GUNNS
MINCEMEAT

Is guaranteed the finest that can be produced
PUT UP IN TIERCES, TUBS and PAILS

Gunns "Pi-Crus"
Condensed Mincemeat

"HAS THEM ALL BEAT"

A Sample Order Will Convince You

Made under Government Inspection.

GUNNS LIMITED Pork and Beef Packers TORONTO

BEANS

New crop of Canadian Beans now in stock. Sample is very fine indeed and prices lower.

WRITE US FOR QUOTATIONS

F. W. Fearman Co.
LIMITED
HAMILTON, :: :: ONT.

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

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John Malcolm & Son,
ST. GEORGE, - ONT.

BUTTER
EGGS
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¶ We require large quantities of each of the above lines and shall be pleased to quote prices f.o.b. your station. Write us.

The WM. RYAN CO.
LIMITED
PACKING HOUSE:
FERGUS, - - ONT.
HEAD OFFICE:
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Dressed Poultry

We want large quantities of
Turkeys, Geese, Ducks, Chickens and Fowl

We have been 54 years specializing in Dressed Poultry. This valuable experience is at your service. We are the largest dealers and have the largest outlet of any house in Canada. All shipments paid for daily.

THE WM. DAVIES CO., LTD.
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Pork Packers Beginning to Stock Up Supplies

Hog Prices Higher Than for Many Years—Demand has Eased up—Exportation of Canadian Cream to the U. S. Regarded as Purely Local—Australia and New Zealand Increasing Make of Butter—Cheese is Easier.

The hog situation has a better outlook. Hogs are coming in more freely, and are in better shape. Prices paid at points in the country are $7.40 to $7.50, and the demand for cured meats keeps up well. Lumber camps are all supplied, and with a better run of hogs, packers will be able to get some stocks in hand. While one is apt to forget what has happened before, and to complain about the unusually high prices of the present time, it may be interesting to look at the following figures supplied by the "Chicago Drovers Journal:" "The average price of hogs for the month of October, this year, was $7.75; last year during the same month it was $6.05. In 1882 the average for October was $8.05, and in September of the same year it reached $8.80, which was the highest since war time. In 1878 the average in October dropped to $2.75, the lowest figure on record." Some of the butter dealers will remember that same year when lots of butter was sold as low as 6c a lb.

A good deal is said about the butter which is going to the States in the shape of cream. While this may affect the local values of butter temporarily in the vicinity where it is exported, it is, however, not likely to affect the price to any appreciable extent in general. With the quantity of butter, which is held in cold storage, the unexpected outlet of some of our butter in the shape of cream should be regarded as a fortunate circumstance. We are constantly looking all over the world for markets for our products, and when a profitable market for our butter opens up so near at home, why should we not take advantage of it, and be satisfied?

The increase in the production of butter, both in Australia and New Zealand, is expected to be 50 per cent. more than last year. This is pouring into England, and the market there for our butter is becoming more uncertain. Whether it was done intentionally or otherwise the shipping of cream to the States under the present circumstances is altogether in our favor.

Cheese in the principal markets of England is easier and may be quoted about 1 shilling lower.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16¾
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16⅞
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16¾
Pails, tin, 20 lbs. gross, per lb	0 16¾
Tubs, 50 lbs. net, per lb	0 16¾
Tierces, 375 lbs., per lb	0 16¾
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11⅝
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12
" 5 " " " "	0 12⅛
" 3 " " " "	0 12¼
Pails, wood, 20 lbs. net, per lb	0 12
Pails, tin, 20 lbs. gross, per lb	0 11¾
Tubs, 50 lbs. net, per lb	0 11¾
Tierces, 375 lbs., per lb	0 11½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Canada short cut back pork, bbl. 45-55 pieces	30 00
Heavy clear pork, bbls. 20-35 pieces	31 00
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 15
Long clear bacon, heavy, lb	0 15½
Long clear bacon, light, lb	0
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 15
Large sizes, 18 to 25 lbs., per lb	0 16
Medium sizes, 13 to 18 lbs., per lb	0 16½
Extra small sizes, 10 to 13 lbs., per lb	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17½
" " " small, 9 to 12 lbs., per lb	0 18
Breakfast bacon, English, boneless, per lb	0 18
" " " " "	0 17½
Windsor bacon, skinned, backs, per lb	0 18
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	8 50 8 75
" dressed, per cwt	12 00

BUTTER.—The butter market this week is beginning to show the effects of the cream shortage, accounts of which have recently appeared in The Grocer. This rise was predicted by us some time ago, and the present quotations, 1c. higher, are expected to be only the starting of a much more decided advance.

Well informed dealers have already anticipated this condition of affairs by buying as much and selling as little as possible.

Receipts for the week are 6,538 packages as against 6,666 packages same week last year.

For the season they are 346,306 packages as against 377,429 last year. The decrease is due to the shutting down of factories which are shipping their cream across the line to the United States.

Creamery, solids, lb	0 26
Creamery prints	0 26½
Dairy, tubs, lb	0 21 0 22
Fresh dairy rolls	0 22

CHEESE.—Conditions show a decided betterment over last week. Opinions were expressed that the improvement would not come until after the close of navigation; but the trade have evidently come to the conclusion that cheese, at present quotations, is cheap, and have been buying heavily during the past ten days, paying for the later-made goods higher prices than were paid for much finer September stock.

Export demand is unexpectedly good. It was thought, owing to the large New Zealand make, our trade would show a falling off. The entry of New Zealand in the British market has caused a change in the whole cheese situation. Heretofore Canada practically controlled the English market. This change has been shown very clearly during the past year. Cheese is 1c. cheaper now than at the same time last year, and has averaged that much less during the entire year This makes a loss to Canadian producers of over a million and a half dollars for the twelve months.

Receipts for the week are 54,448 boxes against 49,678 boxes last year. For the season they are 1,850,728 boxes as against 1,814,413 boxes in 1908.

Quebec, large	0 11½ 0 12
Western, large	0 11½ 0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12 0 12½
Old cheese, large	0 15 0 16

EGGS.—New eggs are very scarce, and storage stock is being used to a large extent. Prices remain firm, with a slightly higher inclination. Receipts for the week were small, only 1,548 cases as against 4,998 cases same week last year. For the season they were 182,137 cases as against 184,636 cases during 1908. It would not be surprising in view of this shortage of new supplies if prices advanced, though at present storage stocks are large.

New laid	0 33 0 34
Selects, dozen	0 28
No. 1, dozen	0 25
No. 2, dozen (nominal)	0 21 0 22

HONEY.—Sales of honey have been very steady, though no particularly large ones are recorded. Prices remain in about the same position as last week. No immediate changes are looked for.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11

POULTRY.—Christmas trade is now beginning to quicken, and supplies of chickens and ducks are coming in fast. In order to assist grocers in disposing of their supplies of poultry, we quote prices which are at present being paid by Montreal dealers for lots.

Higher prices are being paid this year by the dealer than the same goods retailed for last year at this time.

Spring chickens, per lb	0 10 0 12
Hens, per lb	0 10
Young ducks, per lb	0 14 0 15
Turkeys, per lb	0 12 0 12½
Geese, per lb	0 08 0 08½

MONTREAL.

PROVISIONS.—Trade is steady, but not large in volume. Dressed hogs are down 50 cents, while live ones are somewhat stronger. A general strengthening is looked for in the near future, owing to a tendency among the farmers to hold back their live stock for higher prices, which is developing at present.

TORONTO.

PROVISIONS.—A noticeable feature in the provision market is rather a better supply of hogs, and at the same time a falling off in the demand for cured meats. This will give the packers an opportunity to replenish their stocks which had been cleared out. Prices, however, both for hogs and the manufactured goods are in every respect the same as last week.

Long clear bacon, per lb	0 14½ 0 15
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14½ 0 15
Light hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15½ 0 16
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 18 0 19
" pea meal	0 18½ 0 19½
Heavy mess pork, per bbl	25 00 25 50
Short cut, per bbl	27 00 27 25
Lard, tierces, per lb	0 14½ 0 15
" tubs "	0 15 0 15½
" pails "	0 15½ 0 16
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b.	7 15
Dressed hogs	10 50

BUTTER.—The demand for fresh made butter is good, and all that comes in finds ready sale at full quotation prices, and for choice stuff an advance is frequently asked. Beyond the local demand there is very little doing. The frozen grass and an occasional feast of turnip begin to tell on the quality of butter.

	Per lb
Fresh creamery print	0 27 0 28
Fresh creamery solids	0 25 0 26
Farmers' separator butter	0 24 0 25
Dairy prints, choice	0 22 0 23
Tub butter	0 21 0 22
Baking butter	0 17 0 18

CHEESE.—While there has been a little flutter in the cheese market, it is, however, difficult to say whether it is

higher or lower. In some places a firmer feeling is reported, and in others this is not maintained. Sales at factories this week were made at from 11¼ to 11 5-16 cents. This is about 1 cent lower than last year at the same time. Local market prices still remain unchanged.

Cheese, new, large	0 12½	0 12¾
" " twins	0 12¼	0 13

EGGS.—Strictly new laid eggs are practically out of the market, but the demand is well supplied with cold storage eggs, which are used for all purposes with fair satisfaction. Since the advent of the perfect system of refrigeration, strictly new laid eggs are not bossing the situation as they used to do, and good eggs are eaten on the table all the year round. Prices are firm, but the supply is sufficient.

Fresh eggs	0 25	0 26
Select eggs		0 28
Strictly new laid		0 35

POULTRY.—The poultry trade is in full swing, and every dealer is busy. A few years ago you could foretell how the market was going to turn every morning from the receipts of the day previous, but not so now. Any surplus that is not required for immediate use goes into cold storage from where it is used, as required till next summer.

Early spring chicken, alive, per lb.	11	0 12
Spring chicken, dressed	0 13	0 14
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 16	0 18
Spring ducks, alive	0 10	0 11
" " dressed	0 12	0 13
Old ducks		0 08

HONEY.—Beekeepers who have the control of the price of honey pretty well in hand are evidently holding back, so as not to overload the market. Prices are regular with a fair demand.

Honey, extracted, 60 lb. cans	0 10½	0 11
" " 10 lb pails	0 11	0 12
" " 5 lb. pails	0 12	0 12½
" comb, per dozen	2 25	2 50

Further Developments in Cream Exportation

Ninety-Two Quebec Factories Shipping to the United States—Greater Part Going into Direct Consumption — Butter Prices May be High This Year.

Montreal, Nov. 8.—In last week's Grocer a full account to date of the cream exportation, now so prevalent on the Canadian border, was published. Since that article was written, further information, of a still more startling nature, has been unearthed.

Where, last week, it was stated, that from twelve to fifteen Quebec factories were devoting themselves entirely to exportation, we now have figures showing that no less than 92 Quebec factories are putting forth all their energies in this direction.

A new feature has also developed as regards what is being done with the cream. At first it was thought most of it was going into butter, as, in fact, some of it is. Latest statistics show that the greater part is going into direct consumption, thus having only a negligible effect on the butter quotations. It would take our whole Canadian cream output to make any appreciable difference in United States butter prices, so it can readily be seen that the proportion now being turned into butter will not, in any way, be the self-cure for the present situation, by reducing United States prices to a point where it would pay Canadian producers to keep their cream here.

Less Than Last Year.

Some interesting data regarding the amount of stored buter in Montreal have come to light. It was first thought that much more must be in storage than at this time last year. A further investigation showed the following:

Receipts for 1908, less shipments to date, 54,000 packages.

Receipts for 1909, less shipments to date, 49,000 packages.

From this it will be seen that, with the same consumption as last year, there is still a loss of 5,000 packages. Most of the best-posted men in Montreal butter circles are agreed that consumption has largely increased during the present year. These statistics have added importance, from the fact that Montreal is, to a large extent, representative of the whole country in the provision market.

Not Much Export Trade.

The scarcity of butter is being felt to such an extent already, that there has been little export trade, while at this time last year there had been considerable. When the winter slackening of milk receipts comes on, there will be, according to careful estimates, only half the production of last year in this country.

The course taken by Montreal dealers is represented as a clear indication of what is expected this winter. They are quietly buying all the butter they can and selling only what is absolutely necessary, storing the rest for the winter trade. Large orders are being given even with the price open.

The expectation is that prices this winter will reach a point where we may be forced to import New Zealand butter, after which no further advance may be looked for. This will put prices higher than they have ever been before, owing to present general advanced figures asked in New Zealand for butter made there.

Butter is, at present, a good "buy" to hold for the winter months.

E. F. Whittemore, New Ontario salesman for "Salada" tea, returned last Saturday after a two weeks' hunting trip in the James Bay country. There were nine in the party, but the only game bagged was three moose, the largest weighing 1,137 pounds.

PRESENTATION TO HAMILTON GROCER.

The regular monthly meeting of the Hamilton Retail Grocers' Association was held in the board of trade rooms on the evening of November 4. John O. Carpenter, chairman of the picnic committee, made a final report, which showed a small balance to the good, notwithstanding the unfavorable weather the day of the outing.

The subject of the withdrawal of cash discounts from a great many lines of staple goods, which had been under discussion, was the means of drawing a large attendance. The secretary read a number of communications from the manufacturers and other associations. There is no doubt this will be a live topic at future meetings. There is a movement on foot to establish a provincial association.

After the regular business a very pleasant event took place when President John Forth, after congratulating the committee and chairman of the annual picnic, presented to Mr. Carpenter a handsome library table. Mr. Carpenter, who was taken completely by surprise, thanked the members of the association for their handsome gift and also for their assistance in making the picnic the success it was.

CO-OPERATIVE STORE IN PRESTON.

The Preston Co-operative Asociation, capitalized at $20,000, has been granted a charter by the Ontario government to "manufacture, buy sell and deal in goods, wares and merchandise." The provisional directors of the association are: William Kennedy and Thomas Perker, moulders; James Garfield Williams and John Rentoul Bradish, machinists; Joseph Daniel, superintendent; Arthur Nuttall, carpenter; Robert Jacob Kaufman, patternmaker, and William Bechthold, engineer, all of Preston, Ont.

PACKING AND MARKING FOR EXPORT.

Ottawa, November 8, 1909

In the weekly report issued by the Department of Trade and Commerce, special attention is called to the subject of packing and marking exports, and the evils arising from non-attention to these matters speedily reflect not only upon the exporter but eventually upon the nation as a whole. As the aim is to secure repeat orders every care should be exercised in the preparation for shipment of the articles exported.

In the exporting of poultry, it is suggested that they be packed in dozen lots in each case and these dozens graded in size and weight. Cheese boxes come in for some criticism as not being sufficiently strong to stand usuage of transport, and again it is suggested that the particulars of manufacture be marked on the cheese itself as well as on the boxes.

If agents' instructions were implicitly followed there would be little opportunity for dissatisfaction.

Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

Magic Baking Powder **Gillett's Perfumed Lye**
Gillett's Cream Tartar **Royal Yeast Cakes**
Etc.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

Clark's Meats are Good Meats!

Every pound of meat used is most carefully selected.

Every process in the manufacture is as thorough as experience can make it.

Everything that is used is the best obtainable.

In buying, in making, in selling, there is only one end in view—to confirm and add to the reputation of Clark's Meats as the standard of excellence; to multiply the number of customers by satisfying each one; to make Clark's Meats the most profitable sellers the grocer handles.

Clark's Pork and Beans	Clark's Mince Meat
Clark's Ham, Tongue or Veal	Clark's Ox Tongue
Clark's Sliced Smoked Beef	Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WRITE FOR SPECIAL PRICE LIST.

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties

BOVRIL

is Canadian

The original of All "fluid beefs" was introduced in Canada many years ago as Johnston's Fluid Beef and that still sells in very large quantities as

VIMBOS

That preparation was improved and offered to the public under the name of "Bovril" and Bovril is now sold in every country on the globe. Many imitators have come AND GONE but the "quality" goods still hold their own.

BOVRIL for your high-class trade.

VIMBOS for those who prefer to make a little Economy.

BOVRIL LIMITED

27 St. Peter St., MONTREAL

A Grocer Converted to Handling Confectionery.

Pail of Candy Came by Mistake—But Was Sold at a Profit of $2.40—A Traveler's Suggestions on Handling and Displaying Confections—Showcases Should be Placed Near the Door.

"Too many grocers," remarked a confectionery traveler the other day, "give the matter of carrying confections but little attention and fail to see that they are cutting off a direct source of profit as well as missing many sales of groceries that might be made to the individual who had been induced to visit the store because of an attractive display of confections.

"I have in mind a grocer in a small town who ten years ago handled no candy at all and never intended to. He received by mistake one day a 30-pound pail of candy and rather than go to the trouble of returning it he put a price-card on it and set it on his counter. Before the time of closing on the following day the pail was empty and the grocer had made a profit of $2.40. This little incident made him decide to put in a line of confections, and he is now selling several tons of candy each year, and his net profit is increased by several hundred dollars. And so, I believe, it is altogether possible for the grocer or general merchant in a small town to do a profitable business in confections.

Counter Arrangement.

"I think it pays to give the candy counter one of the most prominent positions in the store. With a little care and attention a very attractive display can be made with a comparitively small stock.

"When a customer is attracted to enter your store by a tempting display of confections a favorable impression is at once created, and even though the party may buy no candy at that time, you have made it easier for him to come again, for the very presence of a neatly arranged candy department gives character to the whole store and may very easily influence some people to trade with you who might not otherwise.

"Of course a candy department will not run itself. If you are situated so that you can, or if your trade warrants it, it is best to have a saleslady at the department all the time. She can keep the show-cases clean, make the display as tempting as possible. Keep a close tab on what is required and give suggestions on how the department might be improved.

Occasionally I run across a grocer who will not listen to the suggestion that he establish a confectionery department; but I find on my subsequent rounds that he is more willing to hear what I have to say and usually I sell him confectionery. I point out the fact that he can make as much if not more profit out of good candy than he can from any other article he sells—that is, if he gives the department some care and attention.

"Nearly all grocers are now selling confectionery because they know it pays them well to do so. Some, of course, still declare they will not be bothered with it, but, as the above story indicates, they are finding out by actual experience the value of handling this class of goods.

Location of the Department

"If I were a grocer I would place my confectionery show-cases as near the front of the store as possible, providing they were attractive. Very often when they are placed in such a position they attract passers-by and sell much better and I would impress upon all merchants the advantages of displaying in prominent places all goods that present them good profits."

CANNED GOODS TO ADVANCE.

"According to my figuring, the prices of canned goods must advance," said Geo. E. Fisher, of the Burlington Canning Co., to The Grocer one day this week. "The demand, at the prevailing low prices will be larger than ever before. Combine this with the revival of good times, increased population and better distribution facilities, and we must admit that everything points to extraordinary consumption of canned goods, which means an advance in prices."

EXPORT NEWS.

Two cars containing 1,500 gross of "2 in 1" shoe polish passed through Toronto recently per C.P.R., leaving Montreal on the 2nd inst., for Australia by the steamer "Montezuma." This is the second large shipment of "2 in 1" that has been shipped to Australia this year. The goods were sent through the Imperial Export Co., Toronto.

Do You Want
To Save Money?
on discounts and freight.
We can put dollars in your pocket if you will handle



You will do a much more profitable soap business than ever before if you will stock our full line.
RICHARDS—
Quick Naptha Soap
Snow Flake Soap
Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL. U.S.A.

SEEDED RAISINS
INSIST ON HAVING
PURPLE AND GOLDEN
They are always the Best
Packed by L. F. Giffin & Co.
W. H. ESCOTT
BROKER, - WINNIPEG
WESTERN AGENT.

The GRAY, YOUNG & SPARLING CO., Limited
SALT
MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

ROLLED OATS
FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.
WRITE FOR QUOTATIONS.
Prompt attention to all orders.
J. W. EWEN, - Uxbridge, Ont.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

CHRISTIE'S BISCUITS

—and the preferential tariff

Canada's particular housewives placed Christie's Biscuits on the preferred list long since. That's one reason why progressive grocers prefer Christie's to all other makes.

Other biscuits undoubtedly are good—but even the best of other "bakes" fall short of CHRISTIE QUALITY. A *fact* admitted by *particular women and progressive grocers alike.*

Our latest fancy line

ZOO BISCUITS

delight and educate the children. They contain all the nutritious and wholesome ingredients that make for CHRISTIE PURITY AND QUALITY.

You certainly can secure the paying trade—*the trade that stays*—by stocking Christie Biscuits.

Christie Biscuits sell more than biscuits.

Christie, Brown & Co., Limited, Toronto

1994

J. H. VAVASSEUR & Co. Ltd.,

4, LLOYD S AVENUE, LONDON, E.C.

FACTORIES - CEYLON.

MANUFACTURERS OF FINEST QUALITY

DESICCATED COCONUT

AND

COCONUT FAT

TELEGRAMS—CITRONELLA, LONDON.

Biscuits Promptly Shipped

We can guarantee you expeditious delivery of all goods ordered from us. Next time you require any biscuits in a hurry try us, both for quality and prompt shipment.

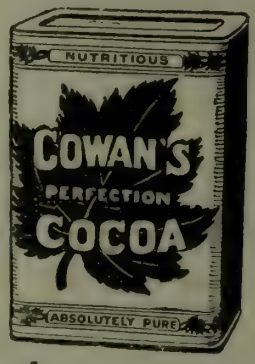
THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

All the Year Round

Cowan's

Cocoa and Chocolate



are in demand. Strong, persistent advertising, backed up by absolute purity and uniformly delicious flavor, has made "Cowan's" a household word in Canada.

THE Cowan Co., LTD.

Toronto

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

By Royal  Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Wheat and Flour on a See-Saw

Higher Prices one Day Tumble the Next—Demand Not so Keen—Heavy Wheat Movement From the West — Inferior Wheat Selling in England at Low Prices Holds up Delivery of Canadian Grains.

The wheat and flour situation is as much a puzzle as ever. Since last week almost daily changes have taken place, either up or down, and yet in the whole the prices are practically the same, although perhaps favoring an upward tendency. The demand for flour, however, is not as keen. This may be owing to the fact that the rush, which always takes place before navigation closes, is over, and this is usually followed by a certain degree of dullness. The general feeling is a firmer confidence in the market, and in the likelihood that present prices will be fully maintained.

The movements of wheat from the west are very heavy, but the export demand is less active. This appears to be owing to the inferior wheat in England, which is milled and rushed on the market at low prices.

MONTREAL.

FLOUR—Owing to the continued holding off of wheat by the farmers, winter wheat patents are very scarce, and prices are becoming firmer every day. It is hoped that this condition will not keep up much longer, as from present weather indications, fall ploughing will soon be over and farmers will then feel free to do more drawing of wheat. At present orders are more plentiful for high grade goods than are the goods themselves. There are no changes in quotations.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

ROLLED OATS—Some heavy sales in the past week have resulted in a general livening up of the rolled oat market. It is not expected to continue long, as the cause assigned is simply a filling of some special temporary need. No changes in price are quoted.

Fine oatmeal, bags	2 65
Standard oatmeal, bags	2 65
Granulated " "	2 65
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
White cornmeal	2 00 2 05
Rolled oats, bags	2 40
" barrels	5 00

FEED—Supplies of shorts have been coming in very freely, so much so that it has reduced the price to $22. Other lines are firm, with a strong probability that they will remain so for some time to come.

Ontario bran, per ton	20 00
Manitoba shorts, per ton	22 00
" bran, per ton	20 00
Mouillie, milled, per ton	27 00
" straight grained, per ton	31 00
Feed flour, 98-lb. bag	1 55 1 75

TORONTO.

FLOUR — There is nothing of any consequence to report this week. Wheat is fluctuating from day to day, but in the course of a week very often it has not moved a single point. Flour is more steady, especially the local market, which has not changed for several weeks.

Manitoba Wheat.	
1st Patent	5 20 5 30
2nd Patent	5 00 5 10
Strong bakers	4 90 5 00
Winter Wheat.	
Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

CEREALS—Although both wheat and oats are firm and higher, the manufactured goods are still sold at the same price as last week. The demand has lost some of its keeness, and buyers are looking for lower prices, but as a manufacturer this week remarked with considerable confidence, "they will be fooled."

Rolled wheat, car load	2 75
" oats "	2 25
Oatmeal, car load	2 50
Rolled wheat in barrels, 100 lbs	3 00
" oats in bags, per bag 90 lbs	2 40
Oatmeal, standard and granulated, in bags 98 lbs	2 65

A Vancouver report states that Andrews & Nunn, grocers, of Mount Pleasant, have sold their business to the People's Grocery & Bakery Co., Ltd., who have now four stores running in the city. The purchase price was between $5,000 and $6,000.

THINKING VS. DREAMING.

Sometimes when you suddenly wake up and find yourself wasting a whole lot of time over an unimportant matter, experiencing difficulty in arriving at a conclusion, just open your eyes still wider, and ask yourself the question: Am I actually thinking about this subject, or am I simply dreaming about it?

Thinking involves concentration —the forcing of given facts into logical and sequential order, from which further facts are evolved, and ultimately the decision in the whole matter.

Dreaming involves an involuntary revolving in the mind of given facts until they finally lodge themselves in some position whereby a conclusion is reached—and it is very apt to be an unsafe conclusion.

If business men would do more real thinking and less dreaming, how much more work, and how much better work, they would be able to do.—Herman Price in Graphite.

A DEMAND

That there is a demand all the year round for the Soda Cracker Biscuit is a fact too obvious to need emphasis; and the public has long ago come to

A DECISION

to have nothing but a Cream Soda in crisp, fresh condition and of unqualified purity.

You, Mr. Grocer, can rest assured that you will rapidly make

A DISPOSAL

of Mooney's "Perfection" Soda Crackers if you persist in handling and pushing this well-known line. Moreover, there's a "worth while" profit in selling these goods!



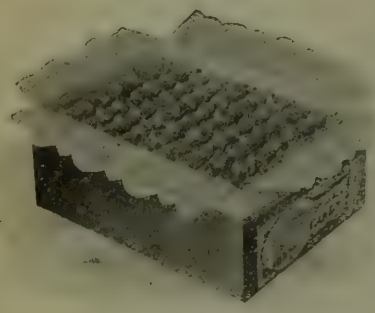
Cox's Gelatine



The Leading Gelatine for more than Sixty Years. Foremost in Purity and Manufactured by Messrs. Cox as well as PACKED by them.

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd
Gorgie Mills,
EDINBURGH



You really haven't time to fool with anything that is not well known, well advertised.

"CHOCOLATE BORDO"

is a steady seller because it is steadily advertised on the no-let-up plan.

The fame of this specialty is widespread and the Chocolate is so good that once tried, always used.

Consistent quality and a large profit to the dealer are the chief reasons for the continued success of our "Bordo Chocolate."

If you have not shared in "Chocolate Bordo" prosperity it's your fault.

Your trade ought to know that you handle "Bordo." The demand is unusually large, but we are prepared for it, and can fill your orders promptly.

Don't delay, write us to-day. IT WILL PAY YOU. Why not handle the best. It costs no more.

The Montreal Biscuit Company

Wholesale Confectioners

MONTREAL

XMAS CANDIES

¶ Mr. Grocer, I can supply you with a complete range at very reasonable prices.

¶ It will pay you to get my quotations.

¶ Quality in every instance guaranteed to be highest.

Write me To-day Sure.

Victor Archambault

Wholesaler

SHERBROOKE, QUE.

Have You Entered the Orange Meat Contest?

If not, you are missing an excellent opportunity to win some large cash prizes.

$700.00

Cash is the First Prize

Get your customers to save the bottoms of Orange Meat boxes for you.
Send your name and address to Orange Meat, Kingston.
Read postcard in package.
Contest closes November 30th, 1909.

GRATEFUL COMFORTING

EPPS'S COCOA

The Choicest of all Cocoas

The Most Delicious
The Most Nutritive

A cup of this delightful beverage is a cup of real enjoyment, giving true exhilaration and invigorating the whole system.

The LEADING COCOA of MANY GENERATIONS

Special Agents C. E. COLSON & SON, Montreal
Nova Scotia, E. B. ADAMS, Halifax. Manitoba, BUCHANAN & GORDON, Winnipeg

MILK

is the one universal food. The best and purest form in which it can be obtained is

TRUMILK AND MILKSTOCK

The only milk powders soluble in cold water. Light to carry. Better in taste than any other form of milk in cans. Will keep after can is opened. Not injured by freezing.

AT ALL WHOLESALE GROCERS

Canadian Milk Products, Limited

Head Office: Mail Building, TORONTO



When Brown Bought Out Smith

BROWN is young and aggressive.
He was also Toronto born.
He always had yearnings for a grocery business by his "lonesome."

From his tenderest years he haunted the corner grocery—because the biscuits were good and *the boss was busy.*

So, when Smith hung out the "For Sale" sign as a window display—Brown was one of the first to see the invitation.

The first to accept the challenge.

• • • •

Because Brown's pater had the cash, everything ran on wheels.

Behold Brown Jr. duly inducted "boss" in a shop of his very own. Smith he noticed had been selling half-a-dozen brands of flour.

In fact, *a little of everything and little of anything.*

But Brown wasn't born in Toronto for nothing.

Wise he was, and keen, and aggressive.

Both his eyes were *good.*

• • • •

Out of every ten women who called, the FIVE ROSES majority stood out like unto an exaggerated wart on an elongated nose.

Ay, Brother Grocer.

Every woman who called for FIVE ROSES flour—*and got it*—became *at once* infected with the "*come again*" microbe.

Smith hadn't noticed that—Brown *did* the second day of his election.

But Smith never noticed very much, anyway.

Maybe that's why he sold out, who knows.

Now Brown didn't want any "*Transient Trade.*"

When he said "please step into my parlor," he meant each stepper-in to become a *fixed asset* upon whom he could bank.

So he handed over FIVE ROSES when she said "flour."

He knew the difference between the "*come back*" and the "*come again.*"

• • • •

Brown doesn't sell any other flour. For reasons that stand out, Brother Grocer.

This is the true story of Brown, who bought out Smith less than a month ago in Toronto.

His sign reads—

"*I don't stock FIVE ROSES—I sell it.*"

Another states—

"*Everybody satisfied.*"

Including Brown, of course.

• • • •

Which, Brother Grocer, would YOU rather be:

Smith or Brown?

FIVE ROSES FLOUR

LAKE OF THE WOODS MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

Plan of Western Merchant in Collecting Accounts

Debtor Should First Become Interested — Rules Ought to be Flexible to Meet Varying Circumstances—Nature of the Series of Letters Sent to a Slow Pay.

Calgary, Alberta, Nov. 9.—The first thing necessary in collecting accounts, said a local merchant the other day, is to get a debtor interested in a debt. In order to do so a letter, short and to the point, can be written, laying before him the nature of the indebtedness, in order to get him interested. Once his interest is aroused other letters can be sent, it being necessary, of course, to form an idea of the nature and personality of the debtor in question.

As a matter of fact, correspondence through the mail is merely a matter of sizing up human nature. The employe to whom is assigned the duty of collecting accounts has a highly important work, for there is a time to be severe, and a time not to be severe. The collecting work should be under the management of one who while using tact and retaining the good will of the customers can keep up the collections.

The collector should explain to each debtor that it is necessary to collect money promptly in order to conduct a business properly, but few firms can force all customers to live up to an iron-clad rule regarding the time of payment and retain their trade. In some places tradesmen in excellent standing are accustomed to pay bills only at the end of thirty or sixty days. Therefore, a firm desiring to have all bills paid in thirty days, must if doing business all over the country be tactful and allow its rules to be sufficiently flexible to meet varying circumstances. Many firms hold to the policy of writing letters the day after accounts are due, and making formal requests for payment.

Be Careful in Dunning.

In most lines of business it is advisable to introduce some manifestation of personal interest that will take away from the dunning letters all the disagreeable effects, yet retain the usefulness of the work. In the case of a hard debt, a letter might be written enclosing a statement, and stating that it was necessary to have a payment as early as possible as you have bills of your own to meet. Then follow this up by showing that you still desire patronage by speaking of a new line of goods you have just received.

If a letter of this kind brings no response, it would be well, after giving a reasonable length of time for attention, to send a second letter firmly emphasing the fact that the account has run for some time over the usual limit, and as you must have money to run your business the account should be given attention without any further delay.

Then if debtors pay no heed to such letters, a firm is certainly justified in drawing on a customer. If the customer refuses to pay, or there seems danger of losing the account by failure it is then time to act quickly and send a personal representative. As many men object seriously to drafts, this method of collecting must be used with caution. It is really difficult to lay down rules, because what holds good for one business and one class of debtors would not hold good for another, because proper action must be considered largely by the circumstances of each case.

The Last Resort.

If letters and drafts have no effect the case should be placed in the hands of an attorney who is in the employ of the firm, as experience proves that a letter over the signature of an attorney is often all that is necessary with obstinate and indifferent debtors. In all cases the correspondence and conversation should be courteous, as very often customers become offended at a harsh or hasty demand for money and turn their patronage elsewhere.

TRADE NOTES.

T. D. MacIntyre, Dundalk, Ont., has moved into a new store fitted in up-to-date fashion. He intends to keep only quality goods.

J. C. Mullin, Church and Wellington Streets, Alliston, two weeks ago opened a store with a stock of about $800 in groceries, and already reports business good.

The grocery business formerly conducted by E. J. Reid, of Everett, Ont., recently came into the possession of B. Fairs. Mr. Fairs reports business in a healthy condition.

A despatch from Turks Island, Bahamas, states that a recent rainfall of over 10 inches overflowed the salt ponds and caused an immense loss of salt, the raking of which is the most important industry in the Turks and Caicos Islands. About 1,800,000 bushels are raked and exported annually.

Blenheim, Ont., merchants have made a slight change in the hours of closing. On Mondays, Wednesdays and Fridays they will close at 6 and other nights at 8. This agreement holds good during the winter.

Tell Your Customers That :

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Tel. Up 2076 Tel. East 596

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



DID YOU EVER GIVE A THOUGHT

to the profit that would accrue from a tobacco department in your store?

It can be run at very little cost, the value of the stock need not be high, the room taken up in your store is not appreciable, and the profit you will make will be well worth while if you feature the

7-20-4 CIGAR

Ask the man who is now selling "7-20-4" Cigars!

Write to-day for prices.

The Sherbrooke Cigar Co.
SHERBROOKE, QUEBEC



Royal Polishes

For satisfaction to the housewife who desires most value for her money, and for profit to yourself, push these Canadian-made polishes.

ROYAL POLISHES COMPANY
MONTREAL

—BUY—

Star Brand

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

FLORIDA

Grape Fruit and Oranges

are giving great satisfaction. Stock is ripe and in fine shape.

New Lemons, our special pack, *"Hiawatha"* Brand, none better.

Almeria Grapes, Figs, Dates, Nuts, Cranberries, etc.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

"EROTIC" (Lovely?)

LEMONS

When you order lemons
And the brand you mention not,
You may get E-rot-ic lemons
With the accent on the Rot.

Therefore, Mr. Grocer, when ordering specify St. Nicholas or Home Guard—The lovely lemons without the "rot." New Stock now on the Market.

J. J. McCABE

AGENT

32 Church Street, TORONTO

Heavy Shipments of Apples Abroad

Almost Double the Quantity Sent Out Last Year—Fresh Tomatoes Scarce—Frozen Fish for Advent Trade — Florida Oranges Displace Californias—Mediterranean Lemons and West Indies' Grape Fruit Arriving—Grocers Storing Potatoes for Winter.

MONTREAL.

GREEN FRUITS—Pears have practically disappeared from the market. Those which still remain are of very indifferent quality, and are not of sufficient importance to quote. Canadian plums are also off the market.

Among the new goods now being quoted are Baldwins, Spies, Famieux and Greenings of the apple family. The quality of such of these apples as have found their way to the local market is very good, though some complaints have been made as to their being small for firsts.

Apple shipments for the week ending Nov. 6, were 56,578 bbls., as against 37,731 bbls. same week last year. To date for the season they are 402,993 bbls., as against 256,131 bbls. 1908. These figures show that this year is proving much better for apples than last year.

Apples, Alexanders, No. 1		3 50
" Ba dwins, per bbl		4 00
" Greenings, per bbl		4 00
" Spies, per bbl	4 50	5 00
" Fainieux, per bbl	4 50	5 00
" Mackintosh reds	5 00	5 50
" " No. 2		4 50
" Tallman Sweets		2 50
" Wealthys, No. 1, bbl		4 50
" " No. 2, bbl		4 00
Bananas crated, bunch	1 75	2 25
Cranberries, per bbl	8 00	9 00
Cocoanuts, bag	3 00	3 25
Grapes, California, Malagas, crate		1 75
" Tokays, crate	2 75	3 00
" Delaware, crate		1 50
" Concords, per basket		0 15
" Niagara		0 15
Lemons, Verdillis, box		3 00
" Maoris, box		3 00
Limes, per box		1 00
Oranges, late Valencias	3 50	3 75
Peaches, California, box	1 50	1 75
" Canadian, basket	0 50	1 00
Plums, California, per crate	1 75	2 50
Pineapples, Florida, box	4 00	4 50

VEGETABLES — High-grade vegetables are very scarce, as supplies have almost ceased to come in. Tomatoes and string beans are particularly hard to get and prices on both are much higher.

Potatoes are plentiful, and of an exceptionally good grade. In fact poor potatoes are hard to find.

Very few additional arrivals are expected in most lines. Prices are generally higher, with a poor demand.

Beets, per bag	0 50	0 60
Carrots, bag	0 50	0 60
Cabbage, dozen	0 25	0 40
Celery, Canadian, dozen	0 30	0 50
Cauliflowers, dozen	1 00	2 00
Cucumbers, basket		0 50
Green peppers, crate	1 50	2 00
Lettuce, dozen	0 40	0 50
" Boston	0 65	0 75
Leeks, dozen	1 00	2 50
Onions, red, per bag	0 75	0 80
" Spanish, cases 150 lbs		2 75
" " half cases		1 65
" " crates 50 lbs	0 90	1 00
Potatoes, Montreal, bag	0 60	0 90
" sweet, per bbl	2 50	3 50
" " basket		1 50
Parsley, dozen	0 10	0 15
Parsnips, per bag	0 90	1 00
Pumpkins, doz	1 25	0 50
Sage, dozen	0 40	0 50
Savory, dozen	0 40	0 50
Spinach, Canadian, box	0 50	0 60
String beans, basket (large)	4 00	4 50
Squash, Hubbard, per dozen		1 50
Thyme, dozen	0 40	0 50
Tomatoes, hot-house, lb		0 25
" Chateauguay, per basket		0 75
Turnips, bag	0 50	0 75
Vegetable Marrows, dozen	0 50	0 60
Watercress, dozen		0 40

FISH—The close season for lake trout and whitefish is on, and only a few fresh in these lines are obtainable.

The market is active, particularly in the pickled and salt fish, as country merchants are ordering their supplies before the close of navigation. Some frozen fish from the Pacific coast and Manitoban lakes are now in transit, and will be ready for Advent trade. Also frozen herring and mackerel from the east. Prices for these goods will rule about the same as last season.

Shell oyster trade is showing improvement, and the best grades are selling high.

A Vancouver concern has just completed arrangements to ship fresh salmon direct to London, Eng. It is claimed that this can be done successfully by proper chilling of the fish, and expects to start the first shipment of fifty tons in the near future.

Heretofore all shipments have been frozen fish only, but in case the initial shipment arrives in first class condition, it is thought most future lots will be sent fresh. The price in London will be about five pence per pound.

FRESH

Barbotte	0 08
Bluefish, per lb	0 14
Dore, per lb	0 10
Eels, fresh, per lb	0 08
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 04½
Lake trout, per lb	0 10
Mackerel	0 10
Market cod, per lb	0 04
Perch, dressed, per lb	0 10
Pike, headless and dressed	0 08
Salmon, B. C.	0 16
Sea trout, per lb	0 14
Steak cod, per lb	0 06

FROZEN

Dore, winter caught, per lb	0 08	0 09
Halibut, per lb		0 09
Steak cod, per lb		0 05
Salmon, B.C., red, per lb		0 10
Salmon, Gaspe		0 18
Salmon, Qualla, per lb		0 09
Whitefish, large, per lb		0 09
Whitefish, small, per lb		0 06

SALTED AND PICKLED

Green cod, No. 1 medium, per lb	0 03½
" small, per lb	0 02½
" large, per lb	0 03½
Labrador herring, bbl	5 25
Labrador herring, half barrel	2 90
Labrador sea trout, bbls	12 50
" " half bbls	6 50
No. 1 mackerel, pail	1 90
No. 1 " half bbls	8 00
Salmon, B.C., half bbls	8 00
Salmon, B.C., bbls	15 50
Salmon, B.C., pink	14 00
Salmon, Labrador, bbl	18 00
Salmon, Labrador, ½ bbls	9 50
Salmon, Labrador, tierces, 300 lb	27 00
Salt eels, per lb	0 07½
Salt sardines, 20 lb. pail	1 00
Sardines, Quebec, bbl	5 50

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb	0 07
Herring, new smoked, per box	0 12
Kippered herring, per box	1 10
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 26
Oysters, choice, bulk, Imp. gal	1 40
" "Sealshipt," standards, Imp. gal	1 75
" " select	2 00
" shell, per bbl	7 00 10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	5 50
Skinless cod, 100 lb. case	5 25
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS — Apples are now almost the only domestic fruit in the market. A few late peaches of poor quality are still awaiting buyers. Grapes are yet here, but they are getting stale and hard to sell. Apples are now taking up the principal time of the dealers. While the market is pretty well stocked, they are nearly all fall apples and a good many culls at that. They are selling from $1.50 to $2.50 a barrel, according to quality. Snow apples go as high as $4. Very few good winter apples are offered.

The California late Valencia oranges are about over, but are promptly followed by the Florida, the first car of which has arrived. New Palermo lemons are also on hand, as well as grape fruit.

Apples, green, basket	0 15	0 35
" per barrel	1 50	4 00
Bananas	1 65	2 00
Cranberries, per bbl.		8 50
Grapes, small basket	0 12	0 15
" large	0 20	0 25
" Almeria per keg	5 50	6 50
Grape Fruit	4 00	4 25
Lemons, Verdelli	3 25	3 50
" Palermo	3 50	3 75
Oranges, Cal. Valencia	3 25	3 75
" Cal. small	....	3 00
" Porto Rico	2 00	2 50
" Floridas	3 00	3 25
Peaches, late	0 50	0 65
Pears, Can., basket	0 40	0 60
Pineapples, per case	2 40	4 50
Quinces, per basket	0 30	0 40

VEGETABLES—Potatoes are handled in large quantities. Retail merchants are buying freely and large quantities are being stored for winter. As they are cheap and of good quality they must certainly be good buying at present prices, before the extra cost to protect them from frost will have to be added.

Beets, per bag	....	0 60
Cabbage, Canadian, per dozen	0 35	0 40
Carrots, new, per bag	0 50	0 55
Celery, Canadian, per doz	0 25	0 30
Onions, Canadian, per bag	1 00	1 25
" new, Valencias, crate	2 75	3 00
" Spanish	....	2 75
" " half cases	....	1 75
Peppers, green, per basket	0 30	0 35
" red, per basket	0 50	0 60

ALMERIA GRAPES

In choosing grapes for winter, keeping quality is our first consideration. We have the finest selection this year we ever had, and prices very reasonable.

Late Howe Cranberries

Fancy long-keeping stock---A good time to buy.

Late Valencia Oranges

All sizes from 96s to 250s. The only first-class orange on the market.

WHITE & CO., LTD., **TORONTO and HAMILTON**
Phone Main 6565



THE ITALIAN LANGUAGE

would be nice to understand when we hear a conversation in Italian and want to know what they are talking about. Space does not permit me to explain much. I will tell you about *FRATELLI*---this word means Brothers and from the same root we have Fraternity. So when you hear or read Fratelli Follina it translates Follina Brothers---Packers of finest Sicily Lemons. Look for this name on every box of lemons you buy. Quality and packing unexcelled.

W. B. STRINGER, Toronto, Canadian Agent

DATES

The proof of the pudding is in the eating thereof—so in my brands of Persian and Fard dates the verdict of finest quality has been rendered.

MENTION THE BRANDS

"CAMEL" HALLOWI (Packages)

"EAGLE" SAIR (Packages)

"MONOGRAM" Extra Fancy

"CAMEL" Extra Choice

FARD

WM. HILLS, JR.
IMPORTER
W. B. STRINGER, Agent, TORONTO

FANCY

Jersey Sweet Potatoes Bbls. and Hampers

Cape Cod Cranberries

Almeria and Domestic Grapes

Chestnuts **New Figs**

New Dates Due Next Week.

(Established 1861)

HUGH WALKER & SON
GUELPH, ONTARIO

Parsnips, per bag		0 75
Potatoes, Canadian, per bag	0 60	0 65
" sweet, basket		0 56
" sweet, per hamper	1 25	1 50
" sweet, per barrel		3 50
Radishes, per dozen		0 20
Tomatoes, Canadian, per basket	0 40	0 50
Turnips, per bag		0 40

FISH—The month of November is the closed season for trout and whitefish and therefore these lines can only be bought from frozen stock. In speaking with one of the dealers, he declared that the closed season is not nearly long enough to give the fish a chanve to spawn. Herrings are the principal fresh fish used just now. Finnan haddie are in good demand. Business on the whole is very satisfactory.

Bloaters, per box		1 20
Blue fins		0 06½
Carp		0 03
Cod, fresh caught		0 07
Cod, Imperial, per lb		0 05
Cod, Arcadia		0 10
Ciscoes, per basket	1 10	1 20
Eels, per lb		0 08
Finnan haddie		0 08
Haddock, fresh caught		0 07
Halibut, fresh caught		0 10
Herring, medium, per lb., fresh caught	0 05	0 06
Herring, sea, per 100 count		3 00
Herring, Digby, per box		0 15
Lobsters, each	0 25	0 30
Mackerel, each	0 20	0 25
Perch		0 07
Pike		0 06
Quail on toast		0 05
Sea salmon		0 17½
Trout, fresh caught	0 09	0 10
Whitefish, fresh caught		0 10
Yellow pickerel		0 09
Oysters, selects, per gal		1 85
" standards, per gal		1 65
" extra selects		1 90

TRADE NOTES.

H. Precious, Guelph, Ont., has sold his grocery business to Robinson Bros.

P, E. Lessard, of Edmonton, Alta., is opening a general store in Vegreville, Alta.

L. Randall & Sons, Moncton, N.B., have opened their new store at 322 St. George Street.

The owners of a St. Abbs fishing boat have made the important discovery that a net dyed as nearly as possible the hue of the sea, instead of the traditional brown, yields much larger results in the matter of fish caught. The discovery was, says the Western Morning News, put to the test a short time ago, when, out of a fleet of sixty-five boats, the boat with its nets dyed blue made far and away the largest catch. The dye used is bluestone. The discovery has aroused much interest among the fishermen.



Ask for

"ALBERT & CIE"

French Sardines

This popular and world renowned brand is packed in FRANCE from specially selected fish only.

AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

BEACON BRANDS

FRIEND RETAILER,—

Would you use broken-down delivery horses in your service? Would you think of trying to sell groceries or meat without regard to the appearance of your store?

CERTAINLY NOT!

Then, why complain of the laxity in your FISH and OYSTER business? You have never brought these lines to the front. Be up-to-date, Friend Retailer. Get one of our display cases. Handle "BEACON" Oysters and Haddies.

THE F. T. JAMES CO., LTD.

Wholesale Fish and Oyster Distributers, - TORONTO

CUSTOM CATCHERS

Particularly in the case of Canned Goods, quality is the determining feature where the trade will go. If you stock





you will be influencing a better class trade to your store.

Our herring are the finest obtainable—coming from Passamaquoddy Bay, where they are captured in weirs or traps—the packing is done by the very latest process in a modern sanitary factory.

BRUNSWICK BRAND

is synonymous for quality.

You are wanting a satisfaction-giving line like this! Be sure and have the name right when you are ordering **Sea Foods.**

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons. Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross Macauley & Co. Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B. C.; The Alf. Denis Co., Ltd.,; Edmonton, Alta.

YOU, Mr. Retailer,

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System,

SOUTH NORWALK, Inc.
Connecticut.

Sardines That Sell

are those that have a guarantee on each tin!

Concord Norwegian Sardines

are finest small autumn fish only, packed, when freshly caught, in high grade oil. Each tin is provided with an extra cover for use after it has been once opened.

The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree.

CCC
Norwegian Canned Goods

Order from any wholesale grocer, and don't forget the name **CONCORD.**

LIST OF AGENTS:
R. S. McIndoe, Toronto; A. H. Brittain & Co. Montreal; W. A. Simonds, St. John, N.B. Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Corlstine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Turn Your Losses into Profits



Cut 6—Under the Floor Outfit.

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5046. Write to-day.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.

No More Bad Bills

There's absolutely no excuse for a grocer to complain of bad bills. There's a way to hold the credit customer in check and avoid losses.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind



ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle at dealers or delivered. Horse Book 5 D free.

ABSORBINE, JR., (mankind. $1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market

Buyers of Poultry, Game, Eggs and Feathers
Prompt Remittance—No Commission
Reference—any Bank.

(Our Own New Modern Cold Storage Plant Just Completed.)

HOTEL DIRECTORY

HALIFAX HOTEL

HALIFAX, N. S.

THE GRAND UNION

The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

ACCOUNTANTS

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto; 465 Temple Building, Montreal

Wolverine **Show Case**



The best show case made in America for the money.

Price, $4.50 per foot f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by
Michigan Show Case Co., Detroit, Mich.



Five Essentials

Simplicity
Fast Grinding
Durability
Easy Adjustment
Finish

ELGIN NATIONAL COFFEE MILLS

(40 STYLES)

These are high-grade, attractive looking mills, at a

LOW COST

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co, (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E, ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL



Saves Time.—Saves Bags.

McGregor's Patent Bag Holder.

Indispensable to every grocer.

KILGOUR BROS.
19 Wellington St. West, TORONTO

"We will never be buried with the unknown dead—we advertise. There's the whole thing in a nutshell—we advertise and, therefore, we cannot be unknown—See?"

The above is an extract from an advertisement that appeared several years ago over the name of a firm that has since made remarkable progress in its line. This particular ad. outlined the general policy of the house. Another paragraph that contains splendid food for thought is the following:

"The forget-me-nots of to-day are frequently the has-beens of to-morrow."

Just turn this over in your mind—The firm that advertises *cannot* be unknown or forgotten.

Being in the background of a merchant's mind, at a moment which decides the direction business shall take, may mean serious losses. When you advertise you *cannot* be overlooked—you always receive consideration—a consideration above that accorded the house that does not see the benefit of talking to the merchant when he has time to listen – when he sits down to read THE CANADIAN GROCER.

Next week's issue – A concrete example of one way in which THE CANADIAN GROCER brings buyer and seller together.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
2-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams

Per doz	
Strawberry	1 90
Raspberry	1 90
Black currant	1 80
Red currant	1 80
Raspberry & red currant	1 80
Raspberry and gooseberry	1 80
Damson plum, stoneless	1 70
Greengage plum, stoneless	1 70
Gooseberry	1 80

Peach	1 80
Pear	1 70

Jellies

Red currant	2 40
Black currant	2 40
Crabapple	1 70
Plum	1 70
Grape	1 70

Marmalade

Scotch	1 10
Orange Jelly	1 75
Green Fig	2 25
Lemon	1 80
Pineapple	2 25
Ginger	2 25

Pure Preserves—Bulk.

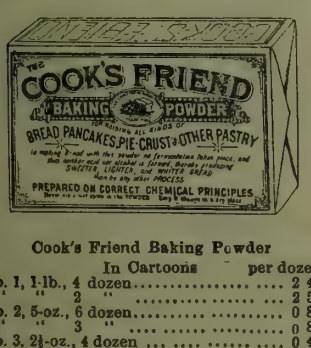
	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

In Cartoons	per dozen
No. 1, 1-lb., 4 dozen	2 40
" 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " 2 "	2 20
No. 12, 4-oz., 6 dozen	0 70
" " 3 "	0 75

In Tin Boxes	per dozen
No 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs	14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.60.

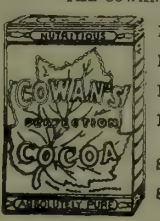
White Swan Wheat Kernels, per doz.	$1 40
White Swan Flaked Rice, per doz.	1 00
White Swan Flaked Peas, per doz.	1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—	
Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations on Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½s & ¼s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½s and ¼s, 12-lb. bxs., per lb.	0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½s, ¼s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen 0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. Maclaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz.	to case	per doz.,	$	.90
¼ "	4 "	"	"	"	2.40
½ "	2 "	"	"	"	4.75
1 "	1 "	"	"	"	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½s	0 38
" " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 5-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 1
Desiccated	0 16	....	0

15 lb. pails and 10, 25 and 50 lb. boxes.

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz. 1b.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

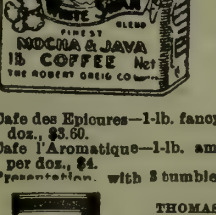
Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz. $ 2 25

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 40

Individual size jars, per doz. 1 00



Imperial holder—

Large size, doz.	13 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

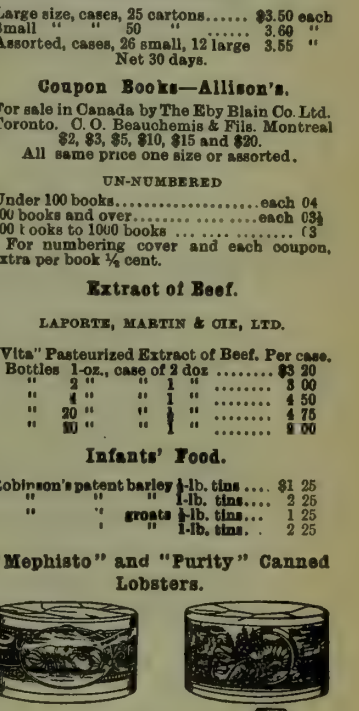
"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3	20
"	2 "	" 1	"	3	00
"	4 "	" 1	"	4	50
"	20 "	" ½	"	4	75
"	10 "	" 1	"	9	00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	1	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.



Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 3 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate	per lb. 0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	" 0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 3 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	07



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Have you money to invest?

Are you interested in finance?

If so, our present offer will interest you. We will mail you :: ::

The Financial Post

Canada's weekly investment and financial journal, from date to January, 1911, for the sum of $3.00, the amount of the regular annual subscription. This introductory offer means that you would receive THE FINANCIAL POST from now until the end of this year absolutely free of charge.

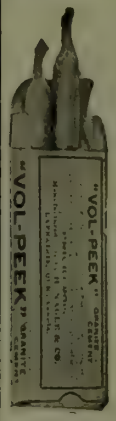
The Special Articles and Editorial Comments of THE FINANCIAL POST are acknowledged by Canada's leading financial men to be both authoritative and interesting, and, in addition, reliable and complete information is always to be found of stock movements, bond and debenture issues, dividends declared, real estate, mining and financial news generally.

Your best interests will be served by availing yourself of this offer.

Ask for Sample Copy

Address

THE FINANCIAL POST OF CANADA, TORONTO



A PROPOSITION TO YOU

We want you to send for a sample of "VOL-PEEK" Granite Cement, which you should have your wife try—just to convince YOU of its merit.

It will be found unparalleled for mending holes in all kinds of tinware, enamelware, iron, etc. Then, knowing its value, we want you to secure a trial lot—for sale. It will mean money in your pocket.

WILL YOU DO THIS?

H. NAGLE & COMPANY
LAPRAIRIE, QUE.

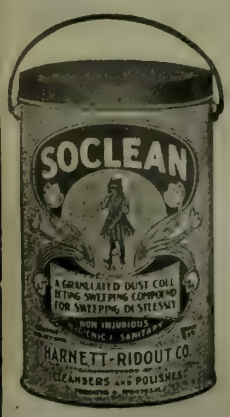
R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., $1.00.

BUY FROM YOUR WHOLESALER

or

The Harnett-Ridout Company
Manufacturers TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. - - - - - Montreal



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Always Look For The Beaver





BEAVER BRAND

VALENCIA RAISINS

are packed by MAHIQUES, DOMENECH & CO. and invariably excel.

AGENTS:

ROSE & LAFLAMME, Ltd. Montreal and Toronto

"José Segalerva"

on a package containing

Malaga Table Raisins
Malaga Loose Muscatels
Jordan Shelled Almonds
Valencia Shelled Almonds

signifies that the box contains Spain's highest quality fruit or nuts.

AGENTS:
Rose & Laflamme, Ltd.
Montreal
Toronto

	Per lb.
30-lb. wood pails	0 06¾
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.



Assorted Case,	Contains 4 do ..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Freight Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.



Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12
½-bbls.	0 12½
Tubs, 60 lbs.	0 12½
20-lb. Pails.	2 50
20-lb. tins	2 40
Cases 3-lb.	0 13
" 5-lb.	0 12¾
" 10-lb.	0 12¾



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 11½
Tubs	0 12
20-lb. pails.	0 12½
20-lb. tins	0 11½
10-lb. "	0 12½
5-lb. "	0 12½
3-lb. "	0 12½
1-lb. cartons	13

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ... per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$3 50
Ditto, hotel	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 3 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. — Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross		$10 20
" black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	13 00
Straw bar polish.....	"	10 20



3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 6-lb. carton.	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 7
Benson's satin, 1-lb. cartons.....	0 7½
No. 1 white, bbls. and kegs.....	0 6½
Canada White Gloss, 1-lb. pkgs...	0 6½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 18
" " 1 " or blue,	

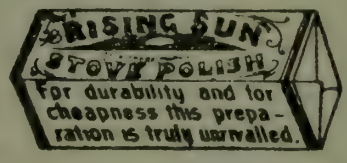
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 07½
6-lb. [illegible]	0 08
6-lb. toy drums, with drumsticks in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 50 lb.....	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
3a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.....	0 03½ per lb.
Half-barrels 350 lbs...	0 03¾ "
¼ barrels, 175 lbs.....	0 04 "
Pails 25 lbs.....	1 30 each
" 38½ lbs.....	1 80 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case.....	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ½'s..	0 44	0 60
Red-Gold Label ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

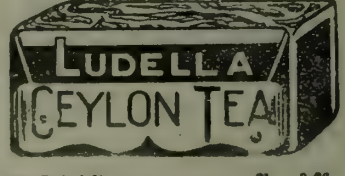


EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c..... ....1s	20c.; ½s, 21c.
30c... .....1s and	½s, 23c.
40c..... .....1s and	½s 28c.
50c..... 1s and	½s, 35c.
75c..... 1s and	½s Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s.....	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	[illegible]	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	35c. each	50c. each
Gold Label ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.



MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed. ½s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s.....	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 30	0 40
" " ½s.....	0 32	0 40
" " ¼s.....	0 25	0 30
" " ½ lbs.....	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c.....	0 23
Green Label, " 40c.....	0 30
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label " 80c.....	55



Pure Gold Jelly Powder..... } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s.....	36
Black Watch 11s	38
Bobs 5s and 10s.....	38
Bully 6s.	44
Currency 5½s. and 10s.	38
Stag 5s.....	38
Old Fox 12s.....	44
Pay Roll Bars 7½s.....	56
Pay Roll 7s.....	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s..	45
Empire 5s, and 10s.....	36
Amber 8s. and 3s.....	60
Ivy 7s.	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	51

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100	35 00
Champlain, 1-20.....	35 00
Champlain 1-40	36 00
El Sergeant, 1-20.....	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100.....	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine Jr., per dozen.....	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, - - Ontario

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

Don't wait

Season closing

Order your

SALT

at once

VERRET, STEWART & CO.
LIMITED

No. 12 Port Street
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand
THE GUARANTEE OF QUALITY

Special Bargains

NORWEGIAN SARDINES—Beautiful goods.
BEANS—Prime and hand-picked.
CIGARS—"Pastime" brand. The best 5c. cigar on the market.
BAGS—20,000 lots. We have an attractive price.
MARMALADE—2 lb. tins, 2 doz. in a case. Price equals about 3c. per lb. The quality will please.
TAPIOCA—Med. Pearl.
OCEAN CAUGHT SOCKEYE SALMON—To retail at 15c. per tin.
STRAWBERRIES—2 lb. Sanitary cans. Can be retailed at 2 tins for 25c.

WORKING OVERTIME TO MAKE
PROMPT SHIPMENTS, BUT IT IS DONE.

4 Free Phones
FOR YOU.
USE THEM FREELY.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - - - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, NOVEMBER 19, 1909. NO 47.



Keen's Oxford Blue

To recommend this Laundry Blue to your customers is to advocate the very best Laundry Blue made.

Other makers may claim the same superiority, but the **world** has approved of **Keen's**

Buy it from your jobber.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Syrup and Syrup

There's more than the mere name to be thought of when buying Syrup for your trade.
There's lots of so-called Syrups on the market but it lacks the essentials of the true goods.

"Crown Brand" Table Syrup

is absolutely the most perfect production of pure white corn, the syrup is rich in color, full body, delicious flavor, proper consistency, and healthful and nourishing.

Order "Crown Brand" from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. **Works, Cardinal, Ont.** **164 St. James St., Montreal**



Buy Maconochie's

If you want to stock rapid-selling, profit-paying, satisfaction-giving

Pickles
Peels
Sauces Jams Fish



Your sales are sure and your profit safe.



Full information supplied by

MacLaren Imperial Cheese Co., Ltd.

Agents Canada and United States

ARTHUR P. TIPPET & CO. Agents
Montreal

Currants
Of High Repute

Aside from their high quality, the evenness of the packing is a feature that will appeal instantly in currants shipped by

THE GREEK CURRANT COMPANY

Fine, selected, high grade in every respect and well deserving of the place they occupy in the front rank of popular estimation. The Greek Currant Co. has a reputation to conserve and that's why their product never varies.



Fruits
Dried or Canned

The "Griffin" Brand of dried and other fruits established the standard of quality from which all other brands are judged, years and years ago. *Comparisons* are made from the "Griffin" Brand.

GRIFFIN & SKELLEY

Their seeded and seedless Raisins, Canned Fruits, white and green Asparagus, Sterilized Prunes, Cured Fruits, are steady sellers to the most particular people – people who make a hobby out of "Quality." Best because no others are quite so good.



Gelatine
The Best There Is

Cox's Gelatine (in powdered form) is as staple as sugar, tea or salt. It is as safe to stock up with as sugar, tea or salt. No other gelatine claims superiority, because it involves wasted effort so to do.

COX'S

It is the absolutely pure gelatine. It never disappoints the cook. It never fails to accomplish the desired and expected result. And it maintains its unsullied reputation for quality steadily year in and year out.




Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.


Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative — 30-32 Main East
"Face-to-Face Business" — HAMILTON

WRITE TO
10, Garfield Chambers, Belfast, Ireland
For sample copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish Trade

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
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27 St. Sacrament Street, Montreal
TEL. MAIN 778 — BOND 28

Largest and Finest Pure Whole Skinless Codfish "Royal Crown" in 100 lb. boxes.
Distributing Sole Agents
ROBERT ALLAN & CO.
MONTREAL
General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities
Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

The Condensed Ads. in The Canadian Grocer bring results

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WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
SASKATOON, Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines

Selected Raisins,
Currants,
Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A,B,C, 5th edition, and private.

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Ceylon Teas, Coffees, Spices, Mustard. Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea—stood the test in Western Canada for over 12 years—sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.
Yours truly,
G. C. WARREN

W. G. A. LAMBE & CO.

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Grocery Brokers and Agents.
Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers
29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ON SPOT

Finest Bordeaux Whole Halves
SHELLED WALNUTS
New Three Crown Shelled Almonds
LIND BROKERAGE CO.
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(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
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Domestic and Foreign Agencies Solicited.

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25 St. Peter St., - QUEBEC
Open to represent another progressive house in this territory. A1 connection and highest references.
Write me to-day.

Canadian Agencies Wanted
E. SAVILLE WEBB
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BRISTOL, :: ENGLAND

CHAS. MORIN

89 Dalhousie St., - QUEBEC
Specialty Manufacturers' Agent
18 years' experience; 3 travelers calling upon retail trade in Quebec district. Open for good lines in Grocery Specialties.

Try a business card in The Canadian Grocer.

LOYALTY DEMANDS

THAT YOU SHOULD SELL

MEAT OF WHEAT

Manufactured in Canada from Canadian Grown Wheat.
A More Delicate and Delicious Breakfast Food Than Any Imported Cereal.
Attractively Packed in Handsome, Quick-Selling Packages.
Each Package Makes 12 lbs. Delicious Food.
Retails at 15c. Pkge.

AND WHAT'S MORE—PAYS YOU A HANDSOME PROFIT.

THE WESTERN MILLING CO., TORONTO

Selling Agents in Eastern Canada, Great Britain, South Africa and West Indies.

A PHENOMENAL SELLING LINE



40c.	Grade	costs you	30c.	per lb.	in lead packages.
50c.	"	"	35c.	"	"
50c.	"	"	35c.	"	in 5lb and 3lb fancy tins.
50c.	"	"	36c.	"	1lb and ½lb " "
60c.	"	"	42c.	"	in lead packages
75c.	"	"	50c.	"	" "
1.00	"	"	70c.	in ½lb	fancy tins
1.00	"	"	72c.	" ¼lb	"

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St., MONTREAL

Not Difficult, if You Know How!

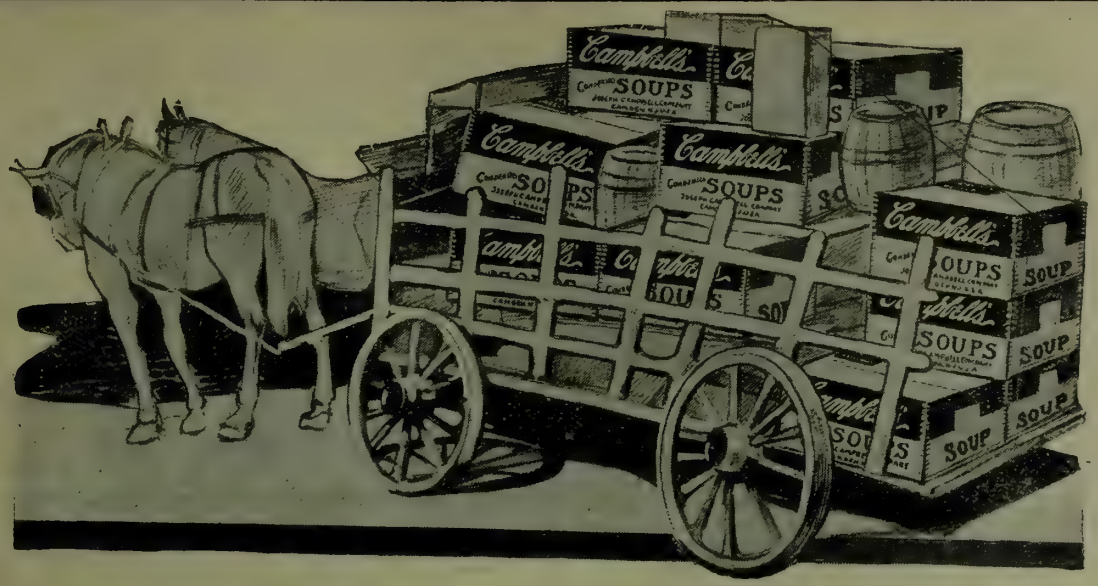
When you are in trouble, it is worth something to know just where to go, and when you are in difficulty over your Canned Goods it is worth much to you to know you can handle a uniformly satisfactory line in

OLD HOMESTEAD
Canned Fruit and Vegetables

Extra care in the selection of the raw materials, extra skill in handling and modern scientific methods of packing have made **OLD HOMESTEAD BRAND without a peer** on the market.

Be sure and handle these splendid reputation builders!

Old Homestead Canning Co.
PICTON - ONTARIO



Watch the Next Loaded Wholesale Grocery Wagon You See.

You will find **CAMPBELL'S SOUPS** in it. A grocer's order to his jobber isn't complete without it. It is just like sugar in that it is just as staple. It is unlike it in that it pays you 33⅓% profit. In addition to the "appeal of profit" you *know* that every customer to whom you sell **CAMPBELL'S SOUPS** will keep buying them.

Write us about our Window Dressing and "Silent Salesmen."

Joseph Campbell Company, Camden, N.J.

ROSE & LAFLAMME, 400 St. Paul St, Montreal—Canada Selling Agents.

21 kinds—look for the Red and White Label.

HAVE YOU NOTICED

HOW FAST

WHITE SWAN COFFEE

HAS GAINED IN

FAVOR WITH PARTICULAR PEOPLE?

IF NOT

TRY A SINGLE CASE

AND YOU WILL SOON HAVE THE EVIDENCE

BEFORE YOU

QUALITY COUNTS

PACKED 2 OR 4 DOZ. 1 LB. TINS PER CASE.

White Swan Spices & Cereals, Limited

TORONTO

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Notice

Re

PATERSON'S SAUCE!

Henceforth **PATERSON'S WORCESTERSHIRE SAUCE,** the famous English Condiment, can be secured only from Messrs. **ROWAT & CO.,** Glasgow, Scot., the manufacturers and sole proprietors. Recipe, trade marks and complete rights have been purchased. All commands will receive prompt attention.

For further information address

SNOWDON & EBBITT, Agents, 325 Coristine Bldg., Montreal

ATTENTION!

We can help you in your profit-making if you will handle

ASEPTO
SOAP POWDER

"The enemy of dirt."

ASEPTO is a pure, economical washing powder, which does away with half the "elbow grease." It is a firm favorite with the women, and means repeat orders for you.

WRITE FOR DETAILS

ASEPTO SOAP COMPANY
ST. JOHN, N.B.

BROOMS

We Make

Brooms of Quality

When next in need of this line
ask us for prices
We have the goods for household, mill, factory, warehouse and others .:. .:. .:. .:.

Capacity enlarged to
20,000
dozen per annum

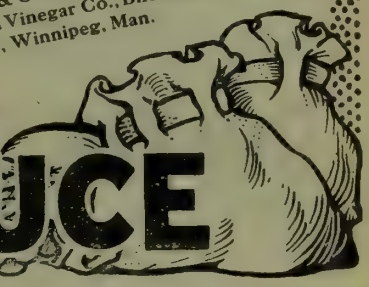
Walter Woods & Co.
Hamilton and Winnipeg

OUR NEW ADVERTISING SCHEME IS SELLING H. P. FASTER THAN EVER

Grocers are bringing it to the front.
There's a large and quick turnover on **H.P.**

W.G. Patrick & Co., Toronto and Montreal
R.B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Birmingham, Eng
W. H. Escott, Winnipeg, Man.

H.P. SAUCE



CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned currants

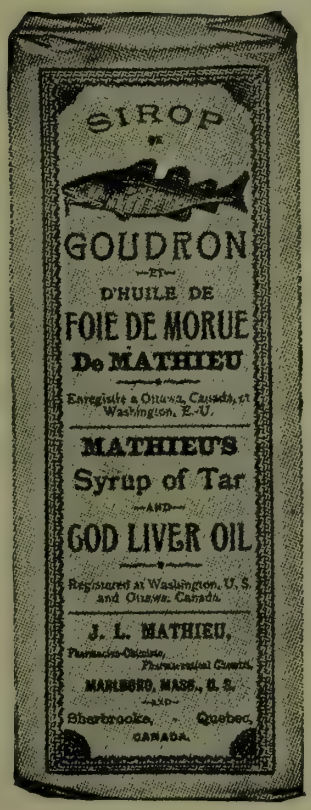
and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.
We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:
W. H. ESCOTT, Winnipeg
LAMBE & MacDOUGAL, London
H. & A. M. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.
95 Broad Street - NEW YORK
THE LARGEST CURRANT HOUSE IN GREECE



A COLD CURE EVERY Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP of Tar and Cod Liver Oil

has been a wonderful success.
The testimonials received by the proprietors tell of marvellous cures.
Thousands of households are never without it.
Its sales have multiplied in every community where it is sold.
Dealers never find it a slow seller.
During the Fall and Winter seasons large sales are assured.
Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:
Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.
L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

JAPAN TEAS

We again have several lots of suitable grades at different points just arriving.

S. T. NISHIMURA & CO.
MONTREAL and JAPAN

It is never too late to get in on a good thing like

QUAKER SALMON

but we would—nevertheless—advise you to order your supply immediately.

MATHEWSON'S SONS

Wholesale Grocers
202 McGill St. : : MONTREAL

Ginger-Bread
BRAND
Molasses
(The Best There Is)

Produced and sold under the British flag

When ordering from your wholesaler specify the above well-known brand

RESULTS

Satisfied Customers Increased Sales

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

TRADE MARK KEYSTONE BRAND REGISTERED

The Prosperity of the Country and the popularity of Keystone Brand Brushes and Brooms

have combined to force upon us a further addition to our plant. We have just completed the installation of new machinery and now hope to be able to fill orders promptly.

QUALITY TELLS.

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, - ONTARIO



NOTHING YOU CAN HANDLE

will give more genuine satisfaction to the user than the magic hand cleaner

SNAP

For chasing paint, tar, dirt or grease from soiled hands it is absolutely unequalled.

THE SNAP CO., Limited
MONTREAL, QUE.

PURITY FLOUR

Tell the Home-Baker About It

The woman who bakes her own bread will be willing to try PURITY FLOUR if you will tell her these facts—and it will pay you to do so.

Tell her that PURITY FLOUR is made of the high-grade constituents of the hard wheat berry—no low-grade constituents in it.

Tell her that by using PURITY FLOUR she can improve the flavor of her bread. Make it even more delicious than it is now.



Tell her that the bread will be more nutritious, as PURITY FLOUR is richer in gluten—the most nourishing element of the wheat berry.

Tell her that PURITY FLOUR goes farther—produces more loaves to the barrel.

Tell her that the little higher price of PURITY FLOUR is greatly overbalanced by its extra quality—that PURITY is actually unbeatable value at the price for which it is sold.

A little talk along the above lines will encourage a lot of housewives to try PURITY FLOUR. And it will do all you say it will.

Those who buy it on your recommendation will have a good opinion of your judgment. They will consider you a good judge of quality. They will be willing to buy other lines of goods when you recommend their quality.

Talk quality. It pays. And talk PURITY FLOUR. It is on the top-most rung of the Quality Ladder.

"MORE BREAD and BETTER BREAD"

WESTERN CANADA FLOUR MILLS COMPANY Limited

Toronto Montreal
St. John Winnipeg
Brandon



A LEADER

FOR OVER

50 YEARS



W. D. McLAREN, LIMITED

Manufacturers

583-585 St. Paul Street - MONTREAL

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO

A "Special" For Subscribers To The Canadian Grocer

At the beginning of 1909 we promised full value for every penny of the price. We have many assurances that we have fulfilled our contract to date. If Busy Man's has pleased you this year, you may safely expect a greater magazine in 1910.

To subscribers of The Canadian Grocer we will send Busy Man's one year for one dollar and fifty cents. This is a discount of 25 per cent., and applies only to subscribers to this paper.

Fill in one of the attached forms and get the best combination that any business man can buy at the price.

If you are already a subscriber to The Canadian Grocer or Busy Man's (or both) the subscriptions will be extended one year from date of expiration.

The MacLean Publishing Company, Ltd.,
10 Front Street East, Toronto.

Herewith is $3.50 for which send The Canadian Grocer and Busy Man's Magazine one year.

Name .....

Street .....

Place .....

If you already take The Canadian Grocer and Busy Man's your subscription to Busy Man's will be extended one year from date of expiration.

The MacLean Publishing Company, Ltd.,
10 Front Street East, Toronto.

Herewith is $1.50 for which send Busy Man's Magazine one year.

Name .....

Street .....

Place .....



FIRST In Official Tests In Public Favor

An unsupported statement such as the above would not carry much weight. But we have the strongest possible backing to our statement; we refer you to the Government Analysis which pronounces——

E.D.S. Brand JAMS and JELLIES

100% pure. The increasing demand throughout the Dominion for these goods is proof enough of the way they are appreciated by the public.

They are just what you want for a high-class trade.

E. D. Smith's Fruit Farms, - Winona, Ont.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.



GILMOUR'S HAND CLEANER

In the yellow tin at the popular price.

10 cts.

The hand cleaner for the judicious grocer to handle.

Without exception the largest seller on the market.

How is your stock?

THE GILMOUR SOAP WORKS CO.

MONTREAL



Made in Canada

PROTECT PROTECTION PROTECTED

You must **protect** your business **if you would be successful.**
If you have the **proper protection you will be successful.**
If you have **protection** that will **protect** you are **protected.**
Simple, isn't it? You know it without being told. But ask yourself:
Are **your accounts** protected?
Do you ever have **charges forgotten?**
Do you have **disputes with customers** when making settlements?
Do you know **every day** just how your **accounts stand,** both accounts receivable and accounts payable?
Could you show a correct proof of loss **in case o fire** and collect your **full insurance?**
Can you tell what you **are worth** without making a complete inventory?
If you can't answer these questions to your complete satisfaction let us tell you how the McCASKEY CREDIT REGISTER SYSTEM will furnish **complete protection.**

INFORMATION IS FREE—DROP US A POSTAL

DOMINION REGISTER COMPANY, Limited
Successors to The McCaskey Register Co. in Canada
96-104 Spadina Avenue **TORONTO**

Borden's New Size Package



"Peerless Brand" Evaporated Cream

Retails at 5c. **$2 per case of 4 doz.**

¶ Your particular trade will have nothing but Borden's Brands. You can take no better way of pleasing **all your customers** than by recommending Borden's Brands and telling them why you do so.

BORDEN'S CONDENSED MILK COMPANY ESTABLISHED 1857

WILLIAM H. DUNN - - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.



A Brand That Means Much is CANADA FIRST

It is the leading, purest, richest and most digestible product in the line of evaporated cream that any grocer can carry. We help to make its merits known by extensive advertising, and the quality of the goods does the rest.

Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

New Pickles for You!

Have YOU ordered from us your supply of new season pickles yet? If not, do so at once. We can fill your order whatever it be, large or small, in bottles or in bulk.

HIGHEST GRADE GOODS QUALITY IS UNSURPASSED

Thos. McCready & Son, Limited

Bonded Vinegar, Pickle and Spice Manufacturers - - - St. John, N. B.



"PANSY" BROOM

The Acme of Value

There are Brooms and Brooms! We can supply you with Brooms of any grade, but you will be consulting your best interests if you handle and push the "PANSY." It is just the right size and weight, strong and straight-handled, and as springy as the best broom corn can make it. Housewives prefer the "PANSY" to all others. Send your order to-day.

H. W. NELSON & CO., LIMITED

TORONTO, - ONTARIO

White Dove Cocoanut

¶ The line to recommend for Christmas cooking

¶ Be sure your stocks are large.



W. P. Downey

MAKER

Montreal

CHANGE of BUSINESS.

J. Walter Snowdon

has taken over the business formerly carried on by SNOWDON & BORLAND, who have dissolved partnership, and will look after all orders, which should be sent to

413 St. Paul St. MONTREAL

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.



It dries them up ***Common Sense***

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

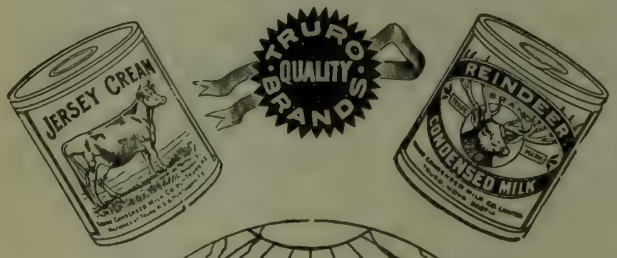
Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG





Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

SUGARS

The best are the cheapest.
Ask for, and see that you get

Redpath

Extra Granulated

and other grades of refined. Supply your customers with only the best sugars obtainable.

IT WILL PAY!

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.



PURITY AND STRENGTH Combined Have Made

SHIRRIFF'S FLAVORING ESSENCES

prime favorites with the economical housewife. This is the profitable trade you should "go after," and SHIRRIFF'S goods will help you to get and retain it.

Imperial Extract Co., 18-22 Church Street, TORONTO

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR



LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS
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W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms
Write our Agents for Particulars

Every grocer should carry a stock of mince meats at this season of the year—just so much extra business. The kind that will satisfy particular people is

STERLING Brand MINCE MEATS

Done up in glass and in 6½, 12, 28, and 50 pound pails.

Quotations by writing. Made in the splendidly equipped factory of

The T. A. Lytle Co. Limited

Manufacturers

Sterling Road :: TORONTO, Can.





NEW SEASON'S

Fine Old English Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

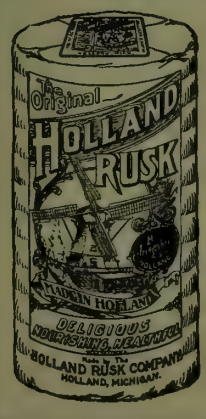
Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.



A Sure, Fast Seller

Anything that is the above will certainly interest you.
We have such a proposition in our

Holland Rusks

"The Food of Old Holland"

Delicious, nutritious, full of that "want more quality which means repeat sales for you. Profits large.

SEND FOR SAMPLE

HOLLAND RUSK CO., HOLLAND, MICH.
Makers of the Original
If your jobber cannot supply you, please notify

McGREEGOR SPECIALTY CO.
672 Yonge Street, TORONTO



BULK—25 lb. Pails and 60 lb. Tubs
ALL WHOLESALERS.
NICHOLSON & BROCK, - TORONTO

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Trade. And It Would Discourage Growing Fine Teas.

Tartan BRAND

IN STORE

Finest Selected Valencias, Sultanas, Malaga Raisins, all kinds
Finest Figs, Peels, Apricots, Peaches, Nectarines
Finest Shelled Almonds, all grades
Finest New Santa Clara Prunes
New Labrador Herrings, Mackerel
New Sea Trout, Holland Herrings, etc.

Phone or write for quotations
Long distance 598 free to buyers

BALFOUR, SMYE & CO. WHOLESALE GROCERS ... **HAMILTON**

Huber Account Register and System

Made in Canada, Used by Hundreds of Merchants

The System That They Are All Talking About

Our No. 200 Double Cabinet Construction



"Is perfect from every standpoint"
J. A. RENAUD,
622 St. Antoine Street, Montreal

A PRACTICAL LABOR SAVER

Adapted to Any Kind of Retail Credit Business

Cuts Out Book-keeping and Does Your Collecting

"Will save me at least $500 per year."
J. D. MILLS, Pres. Grocers' Assn., Sarnia.

Mail Postal Card TO-DAY for Catalogue and Full Particulars

Address:

R. B. BELDEN & CO., 178-180 Victoria St., Toronto

St. Lawrence Sugar

GRANULATED

and

GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

A QUICK DESSERT

can be made from

EWING'S CLUB JELLY POWDERS

All flavors. Your patrons will thank you for this suggestion.

Make it.

S. H. EWING & SONS, Montreal and Toronto

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE

LOVATT & LOVATT

LANGLEY ART POTTERY



THE "OSBORNE"

We have pleasure in bringing to your notice our new pattern "The Osborne," which includes Teapot, Coffee Jug, Hot Water Jug, Sugar Basin and Cream Jug. We have adopted a new shape for the Teapot which harmonizes with the decoration. We have also fitted the Hot Water Jug with the "Acme" Mount, made of the best Britannia Metal, which can be easily removed from the Jug for cleaning purposes and yet is held firmly when in use.

SOLE CANADIAN AGENTS:

Carveth & Company

600 Lindsay Building - Montreal

AGENTS FOR BRITISH COLUMBIA AND THE YUKON:

W. HARRY WILSON & CO., Vancouver

Counter Check Books

"Get The Best"

LOBLAW CREDIT SYSTEMS

The CARTER-CRUME COMPANY, Ltd.

TORONTO and MONTREAL

Mention this paper

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market

Buyers of Poultry, Game, Eggs and Feathers
Prompt Remittance—No Commission
Reference—any Bank.

(Our Own New Modern Cold Storage Plant Just Completed.)



McLEAN'S WHITE MOSS COCOANUT

is still selling at the old price. The grocer's profit has always been a premier consideration with us.

The Canadian Cocoanut Company
Montreal



Be wise in time

and see that your winter stocks are liberally supplied with

ROWAT'S

Imported Pickles and Olives

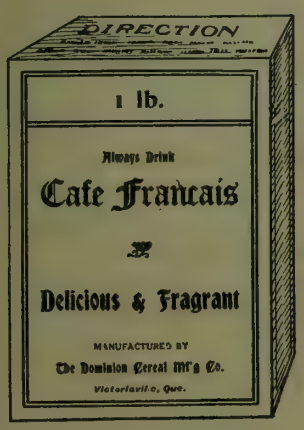
They are finest quality vegetables, vinegar and spices only, and are put up in attractive fancy quart bottles. They are genuine trade builders, and leave you a "worth-while" profit.

ROWAT & CO. - GLASGOW

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Ontario, and Quebec; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.; Nicholson & Bain, Winnipeg, Edmonton, Calgary.

HOW ABOUT Cafe Francais?



Every day you have no stock of this quick seller you are losing sales. Put up in 1-lb. and 2-lb. cartons, it is selling everywhere. "Coffee, without the after-effects."

Write us for a sample

Dominion Cereal Mfg. Co.

VICTORIAVILLE - - - QUEBEC

Also Makers of Imperial Self-Raising Flour

"Turn Your Spare Time Into Money."

When you read this paper do you ever think of the opportunity open to you if you have spare time to look up new subscribers.

We publish other trade papers and require representatives to push circulation.

If you show business-getting qualities, we can always offer you promotion. Consider the opportunity of further extending your business education, and adding to your income at the same time; because, to be successful in canvassing for trade papers, you must study and understand them; to study and understand them is to absorb practical information, and to increase your earning power, by getting a grasp of every day actual business happenings as they occur and are disposed of.

This work, while affording valuable experience in modern business methods, will substantially increase your income, as our commissions are liberal.

When applying give references and state your qualifications for the appointment.

THE CANADIAN GROCER

TORONTO, CANADA

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. Everybody helps to sell it who has seen it or it will sell itself when exhibited. It combines in one machine the cash and credit register, time recorder and account register. We want representatives everywhere—men alert, intelligent, not afraid to hustle. Write for our proposition. Book-keeping Machines, Limited; head offices and show rooms, 424 Spadina Ave., Toronto. Branches, Vancouver, Winnipeg, Montreal. (tf)

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (48p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

CASH REGISTER, nickel plated. Registers one cent to twenty dollars. Perfect condition guaranteed. For quick sale, $50. Apply care Box 325, CANADIAN GROCER, Toronto.

ESTABLISHED grocery in fast growing suburb of Vancouver, splendid location. Stock runs about $900; fixtures, including horse and rig, $700. We can offer this good buy at invoice. See Vancouver Business Mart, 9 Hastings St. E., Vancouver, B.C.

FOR SALE—National Cash Register, No. 92, Improved check and detail strip. Printing device, six clerks' initial keys, charge, received on account, paid out. One cent to ninety-nine dollars and ninety-nine cents. Allan Cameron, Brockville, Ont.

SITUATION VACANT.

FIRST-CLASS opening for gilt edged traveler for wholesale groceries. Trip well worked up; good salary. Drawer Z, Calgary.

BUSINESSES FOR SALE.

FOR SALE—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; good clean stock; at 90 cents, turnover $10,000. Brick building, for sale or rent, easy terms. Clear profit last year $2,200. Address Box 316, CANADIAN GROCER, Union Bank Building, Winnipeg. (50p)

GROCERY, crockery and confectionery business for sale in best farming section of Western Ontario; good sized thriving village; stock $2,200 in first class condition. Best location. Newly remodeled premises. Address, Box 324, CANADIAN GROCER, Toronto, Ont. (47p)

GROCERY BUSINESS FOR SALE on Main Street, Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Ltd., 8 John St. N., Hamilton. (tf)

CASH AND PACKAGE CARRIERS—Better and quicker service in your store results from the installation of the "Gipe" system of cash or parcel carriers. They are the latest, strongest, simplest and most effective on the market. Will centralize your business and more than pay for themselves in the first year. Write for catalogue. Gipe Carrier Co., 97 Ontario St., Toronto. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment, will interest you—there's nothing like it on the market. That's why we sell so many. All kind of supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada. (tf)

IN SEVERAL GOOD TOWNS we have not yet secured a satisfactory resident agent. This is a permanent agency worth from $600 to $1,500 per year, according to the capacity of the representative to build it up. If you are well regarded in your home town we can probably make a place for you. Send your references, state experience. Box 319, THE CANADIAN GROCER, Toronto.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

KEEP AN ACCURATE ACCOUNT of you Employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

SILENT SALESMEN as represented by your show cases and fittings work all the time, show all the goods and make sales unaided. Efficient display half sells any article, and our illustrated catalogue has points of interest in this direction for every merchant. Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E., London, Ont. (tf)

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writer-press Company, Limited, 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

725,000 live merchants use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

PRODUCE WANTED.

A. C. LANDRY, Jobber, Ste. Flavie Station, Que.—Open to buy Prime White Beans and Evaporated Apples.

PERIODICAL DEPT.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. The Busy Man's Magazine, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
A.—Scott.s'n, Liverpool



"The Scale with Brains"
MADE IN CANADA

BE FAIR

¶ Before you decide on a new scale, compare the Toledo Automatic Springless Computing Scale with any or everything else on the market and then make your choice. That's fair to you, and to us, and the other fellow.

¶ GUARANTEE: We absolutely guarantee to furnish a better computing scale for less money than any other concern.

¶ We are the largest exclusive manufacturers of Automatic Computing Scales in the world, and make 102 Styles and Sizes at prices from $40 up.

¶ Our terms are easy, and we will make a liberal allowance for your old computing scale.

SEND FOR CATALOGUE AND PRICES

NOTE—Our scales contain absolutely "NO SPRINGS" and are therefore reliable at all times, and not affected by heat and cold.

TOLEDO
COMPUTING SCALE COMPANY

335 Yonge Street, TORONTO, Ont.

Offices:—Montreal, St. Thomas, Winnipeg, Moose Jaw, Calgary, Edmonton and Vancouver.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES, FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

JAMS

Now in Store

700 Cases

ASSORTED JAMS AND PRESERVES

in Glass

Including: Crosse & Blackwell, E. D. Smith, Chivers, Aylmer, Lytle, Millar, Wagstaffe, Windsor.

The Finest Goods Put Up **Prices Reasonable** **Give Us a Share of Your Business**

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers, - - MONTREAL

ESTABLISHED IN 1842

Seasonable Goods!

Our Currants and Raisins are of the highest quality.

The Choicest of California Seeded, Seedless Valencias and Malaga Raisins, Fard Dates, Layer Figs, Lemon, Orange and Citron Peel.

New Tarragona Almonds, now in stock.

Special Prices on Labrador Herring, Sea Trout, Holland Herring.

Prunes—for December delivery—see our travellers before buying.

OUR PRICES ARE RIGHT

If you want goods in a hurry, WIRE or PHONE at our expense.
Immediate shipment guaranteed.

JOHN GARVEY & SONS

Wholesale Grocers,
London, Ontario

There are
27,573
GROCERS IN CANADA

and

of these
19,238
SELL "SALADA" TEA

ARE YOU ONE OF THE FEW WHO DO NOT?



Our brands afford a good profit and do not deteriorate on the shelf, for our National Advertising backed by "SALADA" quality makes "SALADA" a sure and steady seller.



DO YOU SELL YOUR SHARE?

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Albert & Cie. 54
Allan, Robt., Co. 2
Allison Coupon Co. 58
American Tobacco Co. 50
Andrews & Munn. 36
Asepto Mfg. Co. 6
Aylmer Condensed Milk Co. 12

B

Baker, Walter, & Co. 42
Balfour, Smye & Co. 17
Beardwood Agency inside back cover
Belden, R. B 17
Benedict, F. L. 42
Blue Ribbon Tea Co. 3
Borden Condensed Milk Co. 12
Bostock, J. J. 36
Brack & Co. 2
Bristol, Geo. & Co. outside back cover

C

Campbell Co., Jos. 5
Canada Sugar Refining Co. 14
Canadian Biscuit Co. 45
Canadian Cocoanut Co. 18
Canadian Milk Products, Ltd 48
Capstan Manufacturing Co. 43
Cargill, H. 42
Carr & Co. 44
Carter-Crume Co. 18
Carveth & Co. 18
Ceylon Tea Ass'n. 16
Champion & Slee. 17
Chaput Fils & Cie. 22
Chase & Sanborn. 21
Christie, Brown & Co. 45
Christie, Ltd. 56
Church & Dwight. inside back cover
Clare & Little. 2
Clark, W. 43
Clawson & Co. 2
Common Sense Mfg. Co. 13
Computing Scale Co. 21
Concord Canning Co. 56
Connors Bros. 57
Constant, H. 42
Cowan Co. 46
Cox, J. & G. 47

D

Davies, Wm., Co. 40
Dignard, Ltd. 43
Dominion Cereal Co. 19
Dominion Molasses Co. 8
Dominion Register Co. 11
Dominion Warehousing Co. 2
Downey, W. P. 13
Duncan, W. W 36

E

Eastern Canning Co. 56
Eby-Blain Limited. 3
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 39
Enterprise Mfg. Co. 59
Erb, Herman 36
Escott, W. H. 42
Estabrooks, T. H. 37
Evans, F. G., & Co. 36
Ewen, J. W 42
Ewing, S. H., & Sons. 17

F

Fairbank, N. K. 21
Fearman, F. W., Co. 40
Fels & Co. 37
Financial Post. 62

G

Garvey, John, & Son. 22
Gibb, W. A. Co. 54
Gillard, W. H., & Co. 18
Gillett, E. W., Co., Ltd. 43
Gilmour Soap Works. 11
Goodwillie & Co. 63
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 14
Grant, W. J. 52
Greek Currant Co. 7
Gunns Ltd. 40

H

Holland, Rusk Co. 19
H. P. Sauce. 7
Huber Account System. 17

I

Imperial Extract Co. 14
Imperial Tobacco Co. 50
Irish Grocer. 2
Island Lead Mills Co. 59

J

James, F. T., Co. 54
Jameson Coffee Co. 36

L

Lake of the Woods Milling Co. 49
Lambe, G. W. A 2
Landry, A. C 42
Laporte, Martin & Co. 24
Leitch Bros. 48
Leonard Bros 55
Lind Brokerage Co. 2
Loggie, W. S., & Co. 56
Lytle, T. A. Co. 17

Mc

MacNab, T. A., & Co. 2
McCabe, J. J. 52
McCready, Thos. 12
McDonald, Gordon & Co. 18
McDougall, D., & Co. 50
McGreegor Specialty Co. 17
McIntosh, F. R., & Co. 36
McLaren, W. D. 10
McLeod & Clarkson. 36
McVitie & Price. 46
McWilliam & Everist. 52

M

Maconochie Bros. inside front cover
Magee, Fred. 57
Magor, Frank. outside front cover
Mahiques, Domenech. 63
Malcolm, Jno, & Son. 40
Marshall, E. A. 36
Mathewson's Sons. 8
Mathieu, J. L., Co. 7
Midland Vinegar Co. 7
Millman, W. H., & Son. 2
Minto Bros. 21
Montreal Biscuit Co. 48
Mooney Biscuit and Candy Co. 47
Morin, Chas 2
Morse Bros. 62
Mott, John P. & Co. 46

N

Nagle, H. 62
Napanee Canning Co. 10
National Licorice Co. 48
Nelson, Dale & Co. 46
Nelson, H. W. 13
Nicholson & Bain. 39
Nicholson & Brock. 17
Nishimura, S. T. & Co. 7

O

Oakville Basket Co. 13
Oakey, John & Sons. inside back cover
Old Homestead Canning Co. 4

P

Paterson's Sauce 6
Petit, Morley 42
Pickford & Black. inside back cover
Poulin, P 18

R

Ram Lals Tea Co. 3
Richards Pure Soap. 42
Robertson, R., & Co. 36
Robinson, O. E., & Co. 54
Rowat & Co. 19
Ryan, Wm. Co. 40

S

St. Lawrence Sugar Refining Co. 17
Salada Tea. 23
Sanitary Can Co. inside back cover
Scott, David, & Co. 18
Sealshipt Oyster System. 57
Segalerva, Jose. 63
Smith, E. D. 10
Smith & Schipper. 48
Snap Co., Ltd. 8
Snowdon, J. Walter. 13
Sprague Canning Machinery Co. 46
Spratts Limited. inside back cover
Stamper, D. 2
Stevens-Hepner Co. 8
Stewart, I. C. 58
Storage and Transfer Co 18
Stringer, W. B. 53
Symington, T. 5

T

Thomas, J. P. 2
Thurston & Braidich. 39
Tippet, Arthur P., & Co. 1
Toledo Scale Co. 21
Toronto Salt Works. 42
Truro Condensed Milk Co., Ltd. 14
Tuckett, Geo. E., & Son Co. 51

V

Vanvasseur, J. H. 45
Verret, Stewart Co. outside back cover
Victoria Fruit Exchange. 36

W

Wagstaffe, Limited. 17
Walker Bin and Store Fixture Co. 58
Walker, Hugh, & Son. 53
Warren, G. C. 2
Watson, Andrew. 62
Watson & Truesdale. 2
Webb, Saville E. 2
Weese, G. Wallace. 2
Western Canada Flour Mills Co. 9
West India Co. 36
Wethey, J. H. outside back cover
White & Co. 53
White Swan Spice & Cereals, Ltd 5
Wilson, W. Harry. 36
Wiseman, R. B. & Co. 62
Wood, Thomas, & Co., Ltd. 64
Woodruff & Edwards. 59
Woods, Walter, & Co. 6

Y

Young, W. F. 58

The Policy of Price Maintenance in Business

Address Given by One who had Experience—Decisions in Law Courts Favorable to It—Cases Where Lack of Maintenance has Driven Articles of High Merit from the Market—Motive of the Price Cutter.

Price maintenance is a live problem in all trades; all associations are discussing it in their regular sessions and annual conventions. A recent evidence of this was at the fifteenth annual convention of the National Hardware Association of the United States held recently at Atlantic City, N.J.

The principal address was that of R. E. Shanahan, treasurer of the Bissell Carpet Sweeper Co., Grand Rapids, Mich., on price maintenance. It was as follows:

My talk to you will necessarily be brief, and as we say that advertising is not literature, so the treatment of a business topic may wisely be couched in plain phrase and not raised to the dignity of oratory. Candidly speaking, if I should attempt a serious oration, I am afraid I would be in the position of the man who was called upon to make an after-dinner speech, and who said something like this: "My friends, it is alleged that according to the Darwinian theory, it took the monkey four thousand years to evolve into man. Now, if I should attempt a speech, I would show you how man can make a monkey of himself in five minutes."

From my point of view, the policy of price maintenance or restricted prices, is so broad in scope, so far-reaching in beneficent results, as to be worthy of the thoughtful consideration and earnest support of every manufacturer, jobber and retailer in this country. From an ethical standpoint, price maintenance typifies one of the best moral elements in the conduct of business; it is fundamentally sound in principle and preeminently just and beneficent in practice, fostering and stimulating as it does the best ideals in commercial life; promoting character in business, and securing to its devotees the confidence of the public, which is in itself a valuable commercial asset.

Entitled to Fair Profit.

There are certain inevitable laws in trade that affect in common the manufacturer, the jobber and retailer, and price maintenance recognizes the basic principle of commercial justice and equity, namely: that the manufacturer, jobber and retailer, in the process of distribution, are entitled to a fair living profit in the sale of any commodity. Experience has taught, and I believe you will all bear me out in this statement, that the maintenance of prices will more nearly insure the maintenance of the quality of an article, than any other factor contributing to its sale. Not only will the maintenance of prices insure the high quality of an article, but also its very permanence on the market as well. A hardware merchant of my own city, told me some time ago that price cutting, to his knowledge, had driven from the market many an article of hardware of the highest merit; and the reason for this is perfectly obvious.

In the beginning I said there were certain inevitable laws of trade that affect in common the manufacturer, jobber and retailer, and that work out with mathematical certainty; and one of these is that the article that is placed on the market without the stipulation that it must be sold at uniform prices, both wholesale and retail, will in a short time be retailed at such low prices as to destroy all profit in its sale, thus killing the demand for it with both jobber and retailer, leaving open to the manufacturer as a last hopeless course the lowering of his prices, which means the deterioration of the quality of the product; and so it seems to me that it can be logically maintained that price cutting is demoralizing from beginning to end, working detriment, disappointment and loss to all concerned—manufacturers, jobbers, retailers and consumers.

In order to expound the practical application of a sound, rigidly enforced system of price maintenance, I hope I may be pardoned for using in the main the Bissell Carpet Sweeper Co. as an exponent of this principle, for as I have never been conected with any other business, for accuracy of detail I must necesarily confine myself to what I know about the policy of price maintenance as exemplified in our business.

When the Bissell sweeper was introduced on the market thirty-three years ago, the policy of price maintenance, of fixed wholesale and retail prices, same to be rigidly enforced, was practically unknown, especially in connection with the sweeper business. No manufacturer of carpet sweepers except ourselves (until within the last few years, when they have been forced to follow our lead) ever conceived the idea of establishing fixed retail prices on his goods, and what has been the result? Except that an intelligent presentation of this subject demands a reference to our competitors and their business policy, I would not make such reference at this time; therefore, I trust I may be pardoned for making comparison to more clearly convey to you the things that lie at the bottom of this question, and that will serve to make clear the effect of price maintenance upon a business.

Carpet sweepers were manufactured and marketed long before the introduction of the Bissell, but the policy of our competitors from the beginning to the present time has been to seek recognition through the offering of lower prices, totally disregarding the retail prices with the result that their product has been sold at any price suiting the whim of the dealer, killing the profit for every other merchant handling the goods, and finally, doing the inevitable; killing the demand for the goods thus loosely marketed.

I want to emphasize here that it must not be assumed that our competitors have been men of mediocre ability, with limited capital, thus accounting for any little success we have had. On the contrary, we have had competitors made up of the ablest business men in our own and other cities, backed by vastly more capital than ourselves; but their failure to obtain prominence in the business was due primarily to two things; first, they have never made the carpet sweeper an exclusive line of manufacture, and secondly, their selling policy has from our point of view been greatly imperfect.

Considering that we have had competition all the time we have been in business, that our competitors in many instances have been men of unquestioned ability, and pronounced successes in other lines, and that they have had in many instances more capital than ourselves to prosecute their business; that they always claimed to have a superior product to ours; always offered it at a lower price than ours; what should be the reasonable conclusion as to the causes that have made the Bissell sweeper the recognized leader throughout the world? Simply this: With the beginning of our organization we established our business on a sound system of price maintenance, and saw to it that our prices were strictly enforced. The best proof I can give you as to the vital force and far-reaching effect of price maintenance in our business, supplemented by strong, consistent advertising, is to say that we are to-day manufacturing and marketing fully seventy-five to eighty per cent. of the entire world's consumption of carpet sweepers. The foregoing statement is not made boastfully or egotistically, nor is it intended to show the brilliancy of our organization. What is intended is to demonstrate to you through facts and figures what I conceive to be the power of a well-defined price maintenance policy supported by strong advertising.

Price Maintenance Complex Subject.

And now I take it that a brief outline of our methods of price maintenance

will be of interest to you. As we sell the jobber as well as the retailer, you will appreciate the task of maintaining our prices is more complex and difficult of accomplishment than if we passed our goods through but one channel of distribution. It should be gratifying to any manufacturer contemplating the adoption of a price maintenance policy when I tell you that we have no great difficulty in obtaining the co-operation of both jobbers and retailers in the strict maintenance of our price. It is true that in the beginning, when the policy of restricting prices had been little advocated, and when it was not generally understood, many dealers felt that it was a direct invasion of personal liberty and a positive usurpation of the dealer's prerogative to attempt to tell him the price at which he must sell a piece of merchandise, which he had bought and paid for. We have had many interesting as well as amusing experiences in the promulgation of price maintenance. A few years ago one of our customers in a remote western city informed us that one of his competitors, a sturdy German, was cutting the price on our goods, earnestly requesting us to have it corrected at once. We immediately wrote the recalcitrant merchant, and his Teutonic blood was deeply aroused, and his reply was as follows: "Gentlemen, I bot them sweepers, and d'are mine, unt I sell them at any brice I blease, or gif dem away, or eat em; now what you say?" We replied that, however, it might distress his alimentary canal, derange his digestive machinery, or test his fealty to Fletcherism, we could offer no valid objection to his eating the sweepers, nor could we consistently object to his giving them away; but that when it came to selling them at cut prices we did interpose most emphatic objection, and that we hoped to have his early assurance that our fixed retail prices would be strictly maintained. Not hearing from him for some little time, we wrote again, and here was his reply: "Gentlemen, You t'ink you can dictate to me; I tell you I gif away every one of dem damn schweepers." And here the incident closed.

Mark the change of sentiment on price maintenance: To-day we are having the loyal support and co-operation of all the best jobbing and retail trade in this and foreign countries; and right here I want to say that in my judgment there never was in the history of merchandising a more opportune moment to inaugurate a price maintenance policy than the present.

Price Maintenance Growing.

Price maintenance has been adopted by so many manufacturers during the past few years, and the principle has been so productive of good results and has been approved so generally by the best jobbing and retail trade of the world, that I would strongly urge and recommend to any manufacturer who is producing an article of quality, protected by either patent or trademark, to lose no time in adopting a policy of restricted prices, as far as this is possible in the conduct of his business.

This is the most wonderful age of merchandising that the world has ever seen; never was competition as keen as it is to-day; never did the conduct of business demand a higher order of talent than to-day; and so it seems to me the policy of price maintenance should appeal to every manufacturer who can possibly adopt it, for its value to a business has been so many times demonstrated as to make it hardly debatable. Of course, it is a fact with which you are all entirely familiar, that the ideal condition necessary to the successful carrying out of a price maintenance policy is to have the article thus sold protected by patent or trademark. Personally I am so thoroughly imbued with the benefits accruing from a policy of uniform prices, and knowing as I do what a small percentage of jobbers or retailers are disposed to cut prices, if I were manufacturing an article not protected by patent, I would still surround the sale of my commodity with a well-defined scheme of restricted prices, appealing to the best business judgment of the jobbers and retailers of the country to secure their co-operation in the maintenance of my prices. I would supplement this with a campaign of advertising that would create a demand for my product, and by constantly pointing out to the jobber and retailer the profits to be secured by co-operation, in the maintenance of my prices, I would count upon results that are not obtainable when an article is sold on a haphazard-plan, with no well defined selling policy back of it.

A carefully devised and rigidly enforced policy of price maintenance means lots of thought and hard work, but once it is properly launched the work becomes comparatively easy, and the benefits accruing more than compensate for the labor expended.

Legal Aspect of the Problem.

To demonstrate how thoroughly the trade now understand that the manufacturer of a patented article has the legal right to fix the price on his commodity, we have never once been obliged to go into the courts in this country to enforce the maintenance of our prices, and only a few cases have arisen where a dealer even threatened to cut our prices and take the matter to the courts in defiance of our policy. A few years ago one of the largest department stores in Buffalo threatened to go into the courts in opposition to our policy and spend $10,000 if necessary to defeat us; but after they took time to investigate with their attorneys they concluded it was best not to go into litigation, and to-day they are one of our best customers in Buffalo, and are selling our goods at correct prices. Only recently one of the largest department stores in Chicago threatened to cut our prices on our regular line of goods if we would not agree to brand the goods specially for them, they to cut on the special brands. We discussed the question with them on the broadest lines we could command, politely refusing to accede to their request, and giving them to understand that we would defend our policy of fixed prices to the last ditch, with the result that they receded from their position, and will continue to sell our goods and maintain our prices.

There have been some notable decisions during the past few years sustaining the right of the manufacturer of a patented article to fix the price on his commodity.

We had occasion some time ago to proceed against an English merchant for cutting our prices, and the court granted us an injunction, and the decision of the English justice was most sweeping in the recognition it gave to the right of the manufacturer of a patented article to fix the price on his commodity. Justice Wills, of the English court, in summing up the case, stated as follows: "The sale of a patented article carries with it the right to use it in any way that the purchaser chooses to use it, unless he knows of restrictions. If he knows of restrictions and they are brought to his mind at the time of sale he is bound by them. He is bound by them on this principle: The patentee has the sole right of using and selling the articles, and he may prevent anybody from dealing with them at all. Inasmuch as he has the right to prevent people from using them or dealing in them at all, he has the right to do the lesser thing, that is to say, impose his own conditions. It does not matter how unreasonable or how absurd the conditions are; it does not matter what they are; if he says at the time the purchaser proposes to buy: Mind, I only give you this license on this condition, and the purchaser is free to take it or leave it as he likes; if he takes it, he must be bound by the conditions. This seems to be common sense, and not depend on any patent law or any other particular law."

Decisions in American Courts.

The Ingersoll watch people, who maintain a policy of restricted prices, have had numerous decisions in their favor. The two most notable decisions that I recall, and which have occurred recently, sustaining the right of the manufacturer of a patented article to fix his price, are those of the Victor Talking Machine Co. vs. The Fair, and the Dover Manufacturing Co. vs. The Fair. These cases were fought bitterly and carried to the Supreme Court, decisions being rendered favorable to the manufacturers.

In all the decisions that have thus far been rendered, the courts have made it perfectly clear that when the Government grants a patent it intends to do something more for the patentee than to merely give him the exclusive right to make and vend his invention for a limited term of years. The only object that the Government has in granting pat-

ents is to stimulate invention for the general good, and there can be no stimulus to invention unless the inventor is able to enjoy some profit from his invention. If he cannot fix the price on his commodity, and if every jobber and dealer can cut the price, thus killing the demand for the article, it is evident that the patentee would be robbed of his profits, the very thing the Government expects him to enjoy when his patent was granted.

And now a word in regard to the effect of price maintenance, on other lines. Consider the commercial standing of such products as the Knox and Dunlap hats; consider the prestige of the E. & W. collar—through their price maintenance policy. A notable example of the virtue of this policy is shown in our own city through the present status of the Macey Co. A few years ago this business was established by Fred Macey, a young man of unusual ability, but who in his ambition gave more thought to building up a business rapidly than safeguarding it through a carefully devised selling policy. Although Mr. Macey was a most skillful advertiser, and although he made most marvelous strides within a short period in building up a business, things did not go right, and finally, when Mr. Macey died, Mr. Wernicke, the so-called father of the sectional bookcase idea, was called to take the management of the business, and in his reorganization of this business he put into effect price maintenance, and has rigidly adhered to this policy, with the result that while the business was in bad shape when he took hold of it, it is to-day in the healthiest kind of a condition, the preferred stock paying 6 per cent. and the common stock paying 10 per cent.

Policy of Price Maintenance Must Work Both Ways.

The policy of price maintenance, to be fairly and honestly carried out, entails upon the manufacturer the same obligations to strictly maintain prices as it does upon the jobber or retailer. A salesman of ours would no more think of taking an order at a cut price than of sending in his resignation. A manufacturer advocating price maintenance must practice what he preaches; he must kept faith with the jobbers, and never take an order, however, tempting, at cut prices. This policy has won for us the confidence and co-operation of the best jobbing trade in this country, and I can say in all candor that the time is past when we ever hear of a jobber cutting our prices. Price cutting is a species of commercial debauchery that rests upon the relentless doctrine of the survival of the fittest, upon the narrow, cold-blooded principle that merchandising is a sort of commercial warfare; that "all's fair in war," and "the devil take the hindmost." Price cutting lowers the commercial standing of the manufacturer, jobber or retailer who practices it, destroys profits, breeds distrust, fosters prevarication, forfeits confidence, and, finally, robs the consumer by debasing the quality of the commodities upon which prices are cut, if not actually driving many of them from the market.

Motive of Price Cutters Bad.

When you analyze it, the motive of the price cutter is always bad. Did you ever happen to notice that he usually selects an article for cutting that is well-known and well advertised. He knows that the general public are better acquainted with such an article, and he figures that by selling such a well-known article at a cut price it will give the impression to the buying public that he is selling all other commodities at equally reduced prices. Whenever we run on to a commercial freebooter of this class, who attempts to cut the price on our product, we invariably give him the opportunity of a limited number of rounds or a finish fight, as he may prefer.

In contradistinction to the blighting effect of price cutting, price maintenance is in harmony with the soundest principles in business to-day. The manufacturer, jobber or retailer conducting his business under a broad, equitable system of uniform prices, commands confidence and respect and establishes for a business that fine personality that we all prize so much in the individual.

SOME OFFICERS RE-ELECTED.

General Meeting of the D. C. T. A. Held —Increase in Membership of 425.

Montreal, Nov. 17.—Samuel J. Mathewson was re-elected president of the Dominion Commercial Travelers' Association at a general meeting held in Montreal on Saturday evening last.

Other officers were re-elected as follows:—Vice-president, J. Bevans Giles; Treasurer, Max. Murdock. Five retiring directors were replaced by E. Daoust, A. M. Ellicott, J. A. Dawson, (re-elected), Luke F. Moore and Bruno Trudel. No ballot had to be taken.

A good attendance made the meeting an interesting one, and it was announced that the membership had increased to 6,500, a gain of 425 over last year.

As usual, a banquet will be held in December, at a date to be decided upon at a special meeting. The committee appointed to make arrangements consists of W. J. Egan, chairman; D. M. Lefebvre, S. Woods, R. O. Watkins, J. B. Giles, Armand Chaput, E. Daoust, A. M. Ellicott, J. A. Dawson, Luke F. Moore, Bruno Trudel, J. T. Dwyer, F. S. Cote, Max. Murdock, C. Petrie, R. Langelier, I. Wotherspoon and P. H. Burns.

December 11 was the date decided upon for the annual meeting, which will be held at the Windsor.

Samuel J. Mathewson's re-election to the presidency will be a matter of general rejoicing. Under his management the association has made excellent progress during the past year, as the large increase in membership alone should testify. He is a practical worker, whose experience on the road leaves him in possession of the problems the commercial traveler has to overcome. Nothing is too good for the salesman, in his opinion.

"Bev." Giles is another favorite official, and an indefatigable worker, while Max. Murdock is everybody's friend.

DETAILS OF THE CHRISTMAS CONTESTS.

The Canadian Grocer in recent issues announced the beginning of our annual Christmas window dressing and retail advertising competition which closes on December 31st. This is done with a view to encouraging a greater interest in holiday displays and holiday advertising. If both are performed in the proper manner they will be found to be of much selling value to merchants.

Following last year's precedent, window dressing contestants will be divided into two classes:

For the best selling window display shown in (1) a city over 10,000 population, and (2) in towns and villages under 10,000 population.

In the window display contest in each case there will be two prizes as follows: 1st, $7 in cash; 2nd, $3 in cash, making in all $20.

To enter the contest send a good, clear photo of one or more Christmas windows, with a description and the name of the person who arranged the display. Photos must be mailed to us not later than December 31.

Most grocers use increased newspaper space during the Christmas season with a view to booming holiday trade. We want to get copies of these advertisements.

The advertisement submitted should be about Christmas goods sold through grocery stores. All that is necessary is to forward one or more clippings from your local paper to us, with the name of the writer of the advertisement, and the name of the paper it was clipped from. There will be a prize of $5 cash given to the winner.

The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. All entries in each case should be mailed not later than December 31 to the Editor of The Canadian Grocer.

Montreal Grocer's Window Display Suggestions

What the Assistant Manager of Fraser, Viger & Co., Considers the Best Methods—Particular About Cleanliness — Believes in the Simple Display—Motto of the Store.

Chas. P. Macklaier, assistant manager of Fraser, Viger & Co., (The Italian Warehouse), St. James Street, Montreal, who dressed the accompanying window, said in regard to it "I used about 50 different articles in preparing this display. Many of them are goods carried by most grocers or at least some corresponding article is in stock. A few of the lines will be found only in the larger stores, such as ours.

"It is very easily possible for the average retail grocer to produce some such effect from his stock. It is simply a matter of originality. Anyone with ideas can readily adapt stock in hand to make attractive selling windows.

Display Clean Goods.

"One of the main mechanical details in all good window displays, is to have everything, from the window glass to the smallest article in the exhibit, scrupulously clean. Any evidences of handling, or lack of care of stock, has an immediate effect on the average observer, and it is to the average man or woman that we wish to appeal.

"Where there is a choice between two styles of packages or bottles, use the one which would attract you most, if you were in the place of the prospective customer. It may not seem to make a great deal of difference, but when the whole effect comes to be summed up, every article will be found to add or detract its share from the advertising value of the whole.

Dress Simple Windows.

"Florid, sensational windows are not the best mediums for a first class house. Comparatively simple displays, as far as color and general placing go, will be found to give an impression of stability and quality that cannot be gained in any other way. This matter depends, of course, to a great extent on the class of customers, which it is desired to attract.

"The window under discussion is a fair representation of the style of dressing I most favor. Some details as to contents of the window are as follows:—

"The background is a liquor cabinet, filled with choice wines and liqueurs. The filling of such cabinets is one of the most successful features of our store. Upon the cabinet are placed wines and dining room accesories in as attractive a display as possible. In front of this is a table, covered with a neat cloth, and displaying a variety of "good things" to eat and drink. Still in front of that is a Stilton cheese, flanked by more wines, and pickles.

"The sides of the window are filled with a few large exhibits, such as a 200 pound wheel of Gruyere cheese, a three gallon glass jar of corn on the cob, and a gallon bottle of champagne. Some 33 ounce potatoes occupy the front of one side, while a ham and bacon display is shown on the other."

In concluding his interview, Mr. Macklaier made the following statement:—

"There is always one article in every line by which the other are measured. The motto of the "Italian Warehouse" has always been to handle only the VERY BEST of everything, eatable and drinkable.'"



A Reproduction of the Photograph of a Window Dressed by Assistant Manager of Fraser, Viger & Co., Montreal.

Fred Burridge, who for some years conducted a retail grocery in west St. John, N.B., and several years ago removed to Victoria, B.C., has purchased the grocery business lately conducted by D. Baker, corner of Yates and Vancouver streets, Victoria.

A General Delivery System Proposed for Guelph

Question Introduced at the Annual Banquet of the Retail Merchants' Association—Meets With Favorable Reception—What the Collection System Has Done For the Merchants—Value of Organization Shown.

Guelph, Nov. 16.—A plea for a united delivery system among the merchants of Guelph was one of the features at the annual banquet of the Retail Merchants' Association held here on Nov. 10th. It was made by Ald. J. A. McCrea, grocer, and has since been favorably commented upon. He believed that a great deal could be saved to merchants and customers alike, if the merchants would band together for a united delivery system as they had done in the case of their official collector system. He believed that if the merchants had all their delivery work done together they could cut off a great deal of expenditure in this respect that was really quite unnecessary. For instance, there could be a collection made early in the morning from all the stores and the parcels hurried down to a distributing place, where they could be sorted out and sent out on the various routes. Four deliveries a day might in this way be sent out to all parts of the city, and so there would be no overlapping of two or three delivery wagons going to the outskirts of the city with little parcels that could all go at once. The idea met with the hearty approval of all, and Mr. McCrea was warmly applauded.

Value of Collection System.

The work of the Guelph Association, now famous for its originality and success in establishing a general collection system, was dealt with in a paper by H. Occomore, vice-president. He reviewed the work since its organization and in an interesting manner made some reference to the benefits that had been derived by the merchants who had been wide awake enough to become members. The collector scheme was one of the phases of the work that he touched upon. He told how the bad accounts had been hustled in by the official collector in a manner that had gladdened the hearts of every member of the Association, and had convinced them all of the truth of the old proverb that in unity is strength. He claimed that the members had not yet more than begun to realize the benefits of organization and system as an association, and predicted that in a few years things which now seemed to them to be vague possibilities would be realized as great benefits just as the collector scheme had been. The collector scheme, he pointed out, though only organized in Guelph a couple of years ago, had been successfully adopted by a number of other cities and towns all over the province.

Benefits of Organization.

The names of J. M. Struthers and James Ramsay were coupled with the toast "Our Collection Department." Mr. Struthers spoke of the wonderful benefits of organization and harmony among the merchants of the city, and how that keen, good-natured rivalry would tend to improve business conditions in the city where petty rivalries of an unkindly character would only tend to retard progress. He spoke of the way the aldermen in the city council wrangled unpleasantly over unimportant points and used uncalled for personalities. This was not the best way to get along, and he hoped the Retail Merchants' Association would not degenerate in such a manner.

This toast was responded to by James Ramsay, who spoke of the efficiency of the collector scheme and the work of the association generally. He thought it all tended to better business understanding among the merchants and an improvement of business conditions in the city at large.

President B. W. Zieman and Secretary E. M. Trowern, of the Provincial Retail Merchants' Association, who were to have been present, were unavoidably prevented from attending. Consequently, there was no one to respond to the toast to the Provincial Organization, which was proposed by Ald. Waters, last year's president of the association.

Bettering Trade Conditions.

With the toast to "Our Guests" the names of Ald. Kelly as proposer, and Mayor Hastings, and Mr. Hamilton, of Galt, for responses were coupled.

Mayor Hastings spoke of the power and influence of the association, and expressed the belief that they did a great deal in the way of advertising the city and bettering trade conditions.

Mr. Hamilton, of Galt, was the only outside speaker. He told of the work that was being done by the association in his town, and said that he had greatly enjoyed and profited by the evening he had spent, and heartily invited all who could spare the time to attend their annual banquet in the Manchester town, which they would hold in the course of a few weeks.

Songs by Prof. Kelly, W. G. Howell and a duet by A. L. Williamson and Prof. Kelly were greatly enjoyed and helped to a large extent in making the proceedings enjoyable to all.

The banquet was presided over by President R. E. Nelson. G. D. Pringle one of the earliest advocates of the association, also spoke of the work that it had accomplished, yet he thought that the idea was still practically only in its infancy, and that great good could yet be derived from the association that had so far not been dreamed of.

Canadian Grain by Way of United States Ports.

Statements Made by Grain Dealers Across the Line That Insurance From Montreal is too High—This Claimed to be the Cause—Canadians Think Differently — Say That Montreal is Still the Big Shipping Point.

Statements have been made to the effect that freight and insurance rates have brought about a curious situation in connection with the shipment of grain from Canada to England. It is stated that despite the large increase in the grain output from the Canadian west, Montreal is getting less of the grain freight trade than it has had in past years.

An explanation given from a United States standpoint, is that, freight rates from, say, Boston to Liverpool are one and a half cents a bushel cheaper than from Montreal to Liverpool, and that though the extra cost of transporting the grain from the Canadian west to Boston brings the total cost of freight from the wheat fields to England to twelve and three-quarter cents in each case, the insurance on the freight from Boston is less than one-third of that on grain freight on the Montreal route, outward bound. In other words, United States ports are getting Montreal's grain export trade because the insurance rates on grain cargoes from those ports are about seventy per cent. less than those on such freight from Montreal.

Montreal Still the Port.

In discussing this question with Chas. B. Watts, secretary of the Dominion Millers' Association, he stated to The Canadian Grocer, that grain dealers would naturally ship grain by the cheapest route, but did not believe the statement that Montreal was losing her prestige as a shipping port for grain. Naturally, he said, the insurance from Montreal would be greater than from Boston, in view of the long river route to the sea, and of the narrow channel. Insurance, too, was high because of many losses recently, but nevertheless. Montreal, with the exception of a few weeks in the autumn, was the port through which the bulk of Canadian grain passed because on the whole it was the cheaper.

He pointed to the recent comment on United States grain from Duluth, and all along the Great Lakes, going abroad by way of Montreal. Grain shipments, he said, always follow the lines of least resistance, and if the insurance rates at Montreal caused the cost of shipping to be greater than via Boston, the grain would go through the latter port. Freight rates and facilities are always taken into account.

Wrong Reasons Given.

Another grain authority said that the argument used as to why Canadian grain during the last few weeks was going by way of United States ports, was entirely fallacious. He did not know whether the transportation charges as given above were correct, but as regards the extra cost of insurance out of Montreal diverting the grain, this was obviously an error. If the season of St. Lawrence navigation be taken as seven months, and the price of wheat at $1 a bushel, for five months in the season, up to the beginning of October, the extra cost per bushel for shipping out of Montreal would be 3-20c, for the month of October 3-10c, and for say three weeks in November, the extra cost would amount to ½c a bushel. It was on these last few weeks of navigation, he thought, that those interested in the United States ports based their arguments for accounting for some of the grain moving out of their ports, when the St. Lawrence is closing up.

He said that the extra cost of insurance out of Montreal over the whole season is so infinitesimally small that it is ignored by the shippers, and is more than compensated for by the better facilities for handling grain out of the port of Montreal. He maintained that if there were sufficient tonnage from the St. Lawrence to carry the grain at the time when the movement was heaviest, it would certainly be shipped from the St. Lawrence.

NOMINATION OF OFFICERS.

Business Meeting of the Commercial Travelers' Association—Some are Re-elected.

The Commercial Travelers' Association of Canada held their annual nominations for officers for the coming year at St. George's Hall, Toronto, on Saturday last, Nov. 13. The president, John Gibson, was in the chair. Before calling for nominations he congratulated the meeting on the continued prosperity of the association and intimated that the current year was one of the best in its existence.

The president, John Gibson : 1st vice-president, Robert Gemmell, and 2nd vice-president, S. M. Sterling, were re-elected by acclamation. The only contest for office is that of E. Fielding and John H. Kenny for treasurer. Mr. Fielding is the present incumbent, and has held the office since 1904, when he led in the fight to retain the maximum mortuary benefit at $1,000 against the claims of several actuaries that the association should reduce the amount to be paid to members of ten years standing. Mr. Fielding, speaking at the nomination meeting, said that the claim he then set up had been verified in every particular, quoting figures in support of his contention. He also showed the amount of present liability, the number of members, and the cash reserve. The latter has increased by 51 per cent. and the liability by 21 per cent. during the past five years.

The other nominations were as follows :—

Directors for Toronto board—James G. Cane, H. B. Ellis, J. H. Lumbers, W. J. Micks, W. H. Scott, C. A. E. Colwell, W. M. Fielding, George W. Moore, M. Matthews, C. J. Tuthill, J. W. Charles, P. M. Goff, W. R. Mosey, D. H. MacKay, J. H. Wildfong, Alexander Cook, R. G. Hector, Anthony Mitchell, A. C. Rogers ; nine to be elected.

Hamilton board—1st vice-president, E. J. Fenwick ; 2nd vice-president, John Stoneman, elected by acclamation. Directors—George M. McGregor, H. G. Wright, C. C. Smye, E. O. Zimmerman, P. A. Sommerville. Six directors are to be elected.

Berlin board—Fred Doering and W. J. Moody, directors, elected by acclamation.

Kingston board—W. H. Graham and W. S. R. Murch, directors, elected by acclamation.

Guelp board — Adam Taylor, vice-president ; one director to be elected.

Brantford board—J. S. Hamilton and D. J. Waterous, directors, elected by acclamation.

Montreal board—S. O. Shorey, vice-president, elected by acclamation ; Wm. Cauldwell and D. Adair, directors, one to be elected.

Winnipeg board—H. Miller, vice-president ; A. C. Merrett, director, elected by acclamation.

Vancouver board—Fred Buscombe and Robert Stewart, directors, elected by acclamation.

Ottawa board—John Everett, director, elected by acclamation.

Brockville board—J. W. Hooke, director, elected by acclamation.

The following were elected scrutineers of the ballot—H. Clearihue, Robert Keves, and Walter Madill.

The ballots are being distributed this week and the election will close at noon on Monday, December 20. The result will be made known at the annual meeting, to be held in St. George's Hall on Thursday, December 23. A meeting of the executive will be held on Saturday next to decide upon the time and place of the annual banquet.

Among the Toronto directors, the grocery trade is represented by J. H. Lumbers, W. M. Fielding, J. W. Charles, C. J. Tuthill, and D. H. MacKay. The Hamilton grocery travelers nominated for the Hamilton directorate are C. C. Smye, Wm. Bremner and E. O. Zimmerman.

A. S. Grant, Toronto, who is one of those interested in the New Western Sugar Refinery Co., has returned from his western business trip. When asked by The Canadian Grocer, regarding the plans of the company, Mr. Grant stated that no definite location had been decided upon yet. He said, however, that it would not be in Ontario. He intimated that nothing of a positive nature would be known before Christmas.

SPLENDID FRUIT SHOWN

The Horticultural Exhibition Over—Ontario Packing Laws Inadequate.

The Ontario Horticultural Society's Annual Exhibition, which was held in St. Lawrence Arena, Toronto, covering a space of over an acre, is over. The place was beautifully decorated with bunting and evergreens, as well as brilliantly lighted and comfortably heated. While the attendance from outside of the city exceeded previous years the city people showed a lack of interest. As the object of the exhibition, under the patronage of the government, is to assist in educating those engaged in the culture of fruit, vegetables, flowers, honey, etc., to a higher understanding of these industries, it is therefore encouraging to know that the fruit, flower, and honey producers were more interested than in former years, even if the city people did not patronage it as well as they might have done.

In connection with the exhibits, regular meetings were held which were addressed by qualified men on the proper cultivation of orchards, the pruning and spraying of trees, fertilizing of the soil, and in preparing and packing the fruit for the markets of the world. Among those who spoke were E. D. Smith, Winona, Ont., J. A. Ruddick, cold storage commissioner at Ottawa, C. C. James, of the Department of Agriculture, Ontario ; R. J. Graham, Belleville, Ont.; S. R. Cornell, New York State; W. F. W. Fisher, Burlington, Ont., S. E. Todd, Guelph ; Max Smith, Burlington, and L. Caesar, Guelph.

Mr. Graham spoke on the necessity of getting more Canadian apples on the English market with profit to the growers, and proposed a scheme of co-operation in order to do so which may be considered later.

E. D. Smith contended that the packing laws in Ontario are not adequate—not strict enough. He said :

"We cannot expect assured success except through united action, not only in the townships but in the whole province. We can then make a strong recommendation for better legislation which will serve to stamp out the most prevalent diseases and pests. In some cases the inspectors themselves are not fitted for their work, and a barrel of apples which will pass one inspector will not pass another. There should be a school of training for them."

As a result of these efforts, there is a decided improvement, noticeable from year to year. The directors elected for next year were : R. B. Whyte, Ottawa ; Harold Jones, Maitland ; P. S. Wallbridge, Belleville ; W. H. Gibson, Newcastle ; R. W. Grierson, Oshawa ; L. A. Hamilton, Clarkson ; E. D. Smith, Winona ; A. Onslow, Niagara-on-the-Lake ; J. E. Johnson, Simcoe ; G. L. Hillborn, Leamington ; P. Metcalf, Blythe ; C. W. Gurney, Paris ; Adam Brown, Owen Sound.

Never before was such a superior collection of fruit exhibited in Toronto. The bushel boxes nicely packed attracted much attention, and they may be the coming package for shipping our choicest fruit. At the close of the exhibition, all the fruit which consisted of about 500 bushel boxes and 200 barrels were sold to White & Co., Toronto, who offered the highest price.

Practical Methods Used in Retail Grocery Stores

Quebec Grocer Advises the Remembering of Names—How Improvements are Being Made to Stores—Value of Constancy in Window Dressing—Success of a Yukon Grocer Who Began Business in a Tent — Systems Needed in Arranging Stock.

Meat Slicing Machines Double Sales.

St. John, Nov. 16.—It is only within the last year or two that retail grocers have taken up with the idea of installing slicing machines for bacon, cooked ham and the like, and this also has proved a good paying investment. One dealer remarked that since he had installed one of these slicing machines, his sales had about doubled. The meat was cut more uniformly and in less than half the time that it formerly took with a knife. It was important also, he said, that orders of this kind should be carefully put up. Every package of sliced meat sent from this store is wrapped in waxed paper before the ordinary wrapping paper is put on. In this way absolute cleanliness is assured and there is no possibility of the parcel reaching its destination in a greasy condition.

Suggestions to Customers.

Montreal, Nov. 16.—The value of making timely suggestions to customers is pointed out by Armand Larue with the Stanford Market.

"See what lines your customer is buying," he says, "and help her with any hints you can, as regards what may be accomplished with some particular article by the aid of some allied line. Use one to sell the other."

Don't Forget Customers' Names.

Quebec, Nov. 17.—"One of the best ways to impress a new customer is to remember her name. If necessary have a little book handy, in which names are to be entered as a customer is gained," said a Quebec merchant recently. "It will soon be unnecessary, for, with a little practice, names will not be forgotten. Put yourself in a customer's place and you can readily see the value of this little hint. You will naturally deal with a man who knows you, rather than with one who simpy acts as an automaton, selling goods only, with no particular thought as to who is buying.

"I always make it a point to call by name as many of those who come into my store as possible, and when I get a new customer, especially, I notice her appreciation of the little consideration."

Fitting up a New Store.

North Sydney, C.B., Nov. 16.—The new block erected by Kirk & Whitman, in which the grocery department is given particular prominence, is creating much favorable comment. It is in charge of B. B. Weaver, and is fitted with all the latest equipments, which class it among the best of the kind anywhere in the provinces. Not even the slightest thing is left untouched that would tend to improve. In the biscuit department a patent biscuit case, running the full length of that department, contains all the best of manufactured goods, which are protected from dust and air by an air-tight plate glass. Modern bins, the very latest for holding bulk goods, all air-tight compartments fitted with glass fronts, have been installed on one side of the store. This is perhaps, the first store in the province to be fitted with this system of dust proof, air-tight, latest device, a device that permits of intending purchasers examing their goods without handling them. In this department a full line of fresh, dainty groceries will be constantly kept, while the larger range of provisions and feeds will occupy quarters in the big warehouse in the rear of the building as well as in the rooms above the store. There are first-class delivery teams and expert clerks under the superintendence of one of the most experienced grocerymen in the country.

Address by Merchants.

Chatham, Nov. 17.—Instead of going outside the mercantile circle to secure attractions, the local merchants' association at its last meeting had as its feature an adress by J. H. Kadwell, the Grand Avenue grocer, on business methods in England. Mr. Kadwell, before coming to this country, was for many years in the grocery business in London, Eng., and his address proved quite a revelation to his hearers. It is intended to have a number of similar addresses during the winter, the merchants feeling that many helpful ideas will thus be elicited.

The association has given the official collector power of attorney to act in its behalf in instituting prosecutions against delinquent debtors.

Impression Made by Windows

Peterboro, Ont., Nov. 17.—A correspondent of The Grocer was passing a George Street grocery shop a few nights ago, and although it was closed, it being after eight o'clock, several men casually stopped to look at a new "window" that had been put in that day. One of them remarked: "These people always have something new in this window," and that same thought has frequently occurred to your correspondent. This store not only changes the display about once a week at the lowest average, but they also arrange it in such a manner with electric lights that after dark it is even more attractive than during the day.

The grocer may not realize the importance of this kind of advertising, but it must be productive of good results. A magazine ad. of some particular article may not impress itself upon the reader at first notice, but if he finds it recurring continually and in an attractive form he is bound to read it and to become interested in the article. Window advertising is much of the same nature. A window may be attractively decorated, but if it is allowed to stand too long easional dressing, or too long a time between the changes, robs them of their best effects.

Yukon Merchant Begins in Tent.

Montreal, Nov. 17.—Isaac Taylor, of Taylor & Drury, general merchants, White Horse, Yukon Territory, visited Montreal recently on business preparatory to spending a winter's holiday at his old home in Yorkshire, England. Mr. Taylor has been in business in White Horse for over ten years, and from a beginning in a small tent, has built up a trade that utilises a large store in White Horse, and several branches in the surrounding territory. He states that the mail order question, particularly in dry goods, is a serious problem for them. They endeavor to counteract this influence by keeping good stocks, and using aggressive methods of display and advertising.

The cash basis is not absolutely adhered to, as thirty-day credit is often given. Clerks receive salaries of from $150 to $175 a month, but living is very expensive, and amusements limited.

Their store is departmentized and purchases and sales of different lines kept separately. White Horse has only a population of about 250, but the transient trade and outfitting of camps makes possible a large turnover.

PERSONAL NOTES.

J. K. Chambers, with "Salada" Tea, returned Saturday from a two weeks' hunting trip in the Parry Sound district. There were eight in the party, but only six deer were bagged.

The Guelph Herald makes a lengthy reference to the marriage of Frank Everist, of McWilliam & Everist, to Miss Jessie Walker, which took place there recently. Miss Walker is a daughter of Hugh and Mrs. Walker, of Guelph.

A. McNeil, chief of the Fruit Division, Department of Agriculture, Ottawa, is seriously ill in a private hospital in Toronto. As Mr. McNeill is a very useful official his absence from the department will be felt considerably.

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A RAISE IN SUGAR.

Two weeks ago The Canadian Grocer pointed out that an early advance on refined sugar was about to be realized and advised purchasing by the retailer. A little more than a week later the advance came and those who did their purchasing prior to that time will make some money on sugar.

The raise was due to the scarcity of European sugar-beets, which will possibly be greater than was at first anticipated, and to the reported scarcity of cane raws. It took place on the eleventh and amounted to ten cents per 100 pounds.

Brokers and wholesalers are of the opinion that it will advance again in the near future as the market is yet firm for both raws and refined. The fruit season, being an excellent one, much sugar was consumed then, and as the Christmas trade is now on, it is not likely that a decline will occur, as people will have sugar to prepare the Christmas dainties, no matter how poor they are. Even buying now looks like a good investment.

THE NEED OF ADVERTISING.

Merchants throughout the country must not be misled by statements that mail-order houses are not looking out for trade in the communities in which they are doing business. The following quotation from the Palmerston (Ont.) Spectator, indicates the policy of these houses :

> A representative of the T. Eaton Co., was in Palmerston last week looking after the local customers of that big institution. He had a list of names of the T. Eaton patrons and made a personal call for the purpose of soliciting orders and stimulating trade. If the country merchants are not going to be wiped off the map, they must arouse themselves, from their lethargic condition and grapple with problems confronting them. There are ways and means of meeting the departmental store baits, but there are few country merchants who appear capable of successfully coping with the situation.

This serves to show the necessity of merchants paying more attention to the advertising of their stores and goods. They should point out through their advertising and conversations just how much a consumer loses by sending for certain goods to the mail-order houses, as such arguments cannot fail to be convincing.

LOSSES THROUGH NEGLECT.

Every grocer knows that the oyster season begins with the month of September. By the middle of October, at least, grocers and especially those in the large cities should be carrying oysters, if they profess to carry them at all. Yet this is not the case, and a consumer tells of his experience in this regard. Last week he went into a grocery store, which always makes a practice of selling oysters in season, and called for some. The grocer, however, had not yet secured a supply, and he was forced to have his wants catered to somewhere else.

Here is just where some merchants err. They neglect to stock seasonable goods at the proper time, and this neglect loses them trade, because no person wants to go into a store that he cannot depend on. The failure to have an article on sale that he should have creates an impression on the intending purchaser unfavorable to the merchant. The chances are he may go elsewhere for all his household necessities as well as for his oysters.

The grocer who secures the first stock of new oysters, or for that matter any other new article in season, and advertises it well has the best opportunity to do the best trade.

"Better too late than never" is a poor motto for a merchant.

LACK OF ADEQUATE HELP.

All merchants, if they stop to think, realize the necessity of having sufficient assistance behind the counter. As the Christmas season approaches this necessity becomes more apparent although during the year and especially on Saturday nights the trouble and loss caused by inadequate help is quite easily recognizable.

Frequently one hears complaints from customers that they can never get waited upon promptly in some stores ; nothing will tend to destroy the trade of a merchant quicker than to have some person tell this a few times. It spreads rapidly and very soon customers begin to drop off.

Prompt service is required above almost everything. If a merchant and the salesmen he employs cannot serve those who want to purchase from him without five or ten minutes delay, then he should increase his staff. If Saturday is a busy day he should secure an extra salesman or saleslady. Never allow a customer or even a transient purchaser to go away with the story that he cannot get waited on promptly in your store. Show him that you are interested the moment he enters and see to it that his wants are supplied without delay.

With Christmas only a month away make your plans for increasing your staff so that it will be efficient in catering to the wants of those who are purchasers of your produce.

THE SECRET REBATE PROBLEM.

Over in New York wholesale grocers are having trouble with secret rebates and the practice is strongly condemned by the New York Journal of Commerce. An act such as the Secret Commissions Act, would evidently be very acceptable to those who have to put up with the unfairness caused by giving secret rebates.

The Journal of Commerce says under the heading "Rebating is Dangerous" :

> One of the propositions which causes the wholesaler about as much trouble as any other is that of the practice on the part of the traveling salesman of giving rebates from his pocket. It is a two-edged sword, which hits both at the house and at the salesman. Besides the direct money involved it often places the employer in a position where the employe does something that causes much embarrassment in more ways than one.
>
> Too often the salesman is anxious to make a record of selling a large amount of goods and sends in his orders at regular prices, but digs down in his pocket and hands back to the buyer enough to make up the difference in the figures between what he should get and what the buyer is willing to pay.

Learn to see beauty in small things. Study nature. Watch the process of plant life and animal life. Surround yourself with helpful influences; books, music, friends.

The Markets—Predicted Sugar Advance Materializes

Refined Went Up 10 Cents Towards End of Last Week—Market Still Firm—Firm Market in all Nuts—Good Demand For Syrups and Molasses for Christmas Trade.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Sugar—10c higher.

Large Prunes—Practically none.

Grenoble Walnuts—Scarce.

Canned Goods—Firm and advancing.

Montreal, Nov. 18, 1909.

Sugar went up 10c last week, just too late for our issue. This rise has been looked for during the past few weeks by local dealers, owing to the state of the raw market, which has been showing almost continual advances. There seems to be no immediate prospect of a return to former conditions, in fact, trade is brisk at the increase, as many fear there is a still further advance not far off.

China teas are scarce, with a probable rise not far away. Japans also show firmness, but no immediate advance is looked for.

Local trade in coffee is brisk, in spite of this year having the record for the largest visible supply.

Spices throughout are firm at present quotations, but peppers, nutmegs and ginger show the most decided strength. Futures of pepper are reported as being held at a 10 per cent. advance over present quotations.

Higher grade sultanas than usual are on the market, and are quoted at 10c. large size prunes are almost exhausted, with an upward trend in price. First tide shipments of dates are reported on the water, via London. Figs are having a large sale and apricots and peaches are higher and somewhat scarce.

Grenoble walnuts are practically all gone. The general situation has been somewhat weakened by the arrival of the S. S. Jacona, with the second shipment of fruits and nuts.

Corn syrups show a decided increase in popularity, and it is to be hoped people will continue to do them justice.

Exportation is going on with a rush, in order that the last shipments may be made before the close, which is due this week. Trade generally shows decided improvement, with better prices the rule.

SUGAR — Sugar advanced 10c last week. Such an advance has been looked for by dealers for some time past, as the raw market has showed a steady and increasing strength. From present indications there will be no immediate return to former conditions. Trade is brisk at the new quotations, owing to a fear that the market may take a still further upward turn.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs	5 50
" " " 50 lbs	5 60
" " " 25 lbs	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 40
" 100 lb. boxes	5 50
" 50 lb. "	5 60
" 25 lb. "	5 80
" 5 lb. cartons, each	0 37½
Extra ground, bbls	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls	4 95
" 50-lb. boxes	5 15
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 " bags	4 20

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—Syrups show a marked increase in sales during the past week. Heretofore trading has been rather light, and molasses have had the benefit of more than their fair share. From present indications they will in future have nearer an even percentage.

Molasses is having the usual increase in sale prior to the close of navigation. Prices remain steady.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

TEA — Gunpowders, Pingsueys and Young Hysons are scarce and the market for these lines is steadily hardening. The season for China teas has been over for some time now and prospects are for higher prices before next season opens.

The Japan season never before came to such a sudden close. All grades of Japan teas show firmness, and advances are looked for in the future.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—This year's visible supply of coffee establishes a new record, amounting to nearly seventeen and a half million bags, or about a half million more than the supply of 1907, the previous record year.

Local trade is brisk in spite of such large quantities being available, and prices are firm at last week's quotations.

No advance is expected until the first of the year.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 14	0 17
Maracaibo	0 15	0 18

SPICES—Spices are strong, though no advances are reported. Shipments from the East Indies have fallen off considerably during the past month and our visible supply shows a steady decrease. New York reports that futures are held at an advance on present quotations, so a future rise seems a certainty.

Nutmegs are firm, with gradually stiffening prices. Trading in cloves is somewhat light. Ginger is active.

	Per lb.	
Allspice	0 13	0 18
Cinnamon, ground	0 15	0 19
" whole	0 16	0 18
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Nutmegs	0 30	0 60
Peppers, black	0 16	0 22
" white	0 22	0 29

DRIED FRUITS—Some Sultana raisins brought in this year are of a most exceptional quality, and bring from two to three cents more than the ordinary grades.

Large size prunes are practically gone. A few dealers still have supplies, but the majority are hoping there will be additional shipments or they will be left without altogether.

Figs are having a large sale. Apricots and peaches are higher and somewhat scarce.

First tide shipments of dates via London, are now on the water.

In general the market for Mediterranean goods remains steady and an active demand exists for stocks which have already arrived.

Currants, fine filatras, per lb., not cleaned		0 05½
" " " cleaned		0 06½
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, old, per lb	0 04	0 04½
" new, per lb		0 05
Sairs, old, per lb		0 04½
" new, per lb		0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs		0 07½
" fancy seeded, 1-lb. pkgs		0 09
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 10
Valencia, fine off stalk, per lb		0 05
" - select, per lb		0 05½
" 4-crown layers, per lb		0 06

NUTS—Scarcity of first-class Grenoble walnuts is the feature of the market. Most dealers report an absolutely bare market in this line.

The arrivals by the S. S. Jacona have materially weakened the general situation, though this is only temporary. Grades of new goods are very fair on the average.

Trade is brisk, with a pretty steady price range.

In shell—		
Filberts, Sicily, per lb		0 12
" Barcelona, per lb		0 10½
Tarragona Almonds, per lb	0 11½	0 12½
Walnuts, Grenobles, per lb	0 13	0 15
" Marbots, per lb		0 12½
" Cornes, per lb		0 11½
Shelled—		
Almonds, 4-crown selected, per lb	0 32	0 33
" 3-crown " "		0 31
" 2-crown " "		0 30
" (in bags), standards, per lb	0 26	0 27
Cashews	0 15	0 17

Peanuts—		
French, No. 1	0 07½	0 07½
Spanish, No. 1		None
Virginia, No. 1		0 10
Pecans, per lb		0 65
Pistachios, per lb		0 75
Walnuts—		
Bordeaux halves	0 26	0 27
Brokens	0 18	0 19

RICE AND TAPIOCA—Rice and tapioca are very quite just at present, with the exception of Patna rice, for which there is a good demand. Improvement is looked for in the near future, owing to a gradual falling off in present supplies.

The Grocers' Review, of Manchester, Eng., gives an account of the reason for polishing rice with talc, also a defence of the process. The greatest benefit to the rice from polishing, is that it prevents the development of weevils and maggots, which are so dangerous to rice in the rough state. The percentage of talc left in the rice is so small that it makes little or no difference in its quality. Incidentally rice is much improved in appearance by the polishing.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

BEANS AND PEAS—Higher prices in peas are looked for, owing to a large increase in demand. Trading in both lines is brisk and supplies are not any too plentiful. Large sales are frequent, and dealers say there is no trouble in finding a buyer if you can only secure the goods.

Ontario prime pea beans, bushel	1 85
Peas, boiling, bag	2 50

EVAPORATED APPLES — Export shipments are now being rushed, as navigation practically closes this week. Should present warm weather continue it will stimulate the evaporated apple trade to a considerable extent.

Supplies are entirely sufficient to fill all demands to date, and prices have weakened slightly during the past week, owing to a somewhat larger supply than can readily be absorbed.

Evaporated apples, prime	0 09½ 0 09½

ONTARIO MARKETS

POINTERS—

Sugar—Advance of 10 cents.

Shelled Almonds and Walnuts—Higher.

Gallon Apples—Advanced.

Dried Fruits and Nuts—Good demand

Toronto, November 18, 1909.

The wholesale houses are very busy, orders are satisfactory and the outlook is bright and rosy for a good holiday trade. Some of the money paid out for wheat in the northwest is finding its way into their coffers.

Everybody is talking Christmas goods now and the business done in sugar, raisins, currants, figs, dates and nuts is putting to the background other articles. This trade has begun in earnest and retailers are now stocking up for a heavy turnover.

Sugar advanced during the week ten cents per cwt., due to the strong market in raws. This advance was anticipated as was mentioned in the issue of two weeks ago.

All nuts are firm, due to the advance in shelled almonds and walnuts caused by their scarcity.

Canned goods are firm, particularly peas and fruits. The demand for gallon apples from the Canadian Northwest and from the British market has been excellent and was the chief cause for their advance.

Collections are good, showing that the farmers are realizing on their grain and fruit crops.

SUGAR—On November 11 the price of sugar advanced 10 cents per cwt., due to the scarcity of raws and principally to the scarcity of European raw-beets. This advance was expected in view of the above mentioned market conditions and the new prices are firm. Raw Muscovado and crystals are from 25 to 30 cents per cwt. higher than they were six weeks ago. Many retailers make a practice of stocking a sack or two of these raw varieties for their Christmas trade for cakes, plum puddings, etc., and now should be the time to stock it.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 100-lb. boxes	5 80
" in 50-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	0 45
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls	4 45
Bright coffee	4 75
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Judging from the way these goods are moving out, it is evident that Christmas baking is being considered. There is, however, no visible change in their values.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ¼ " "	2 75
20 " ½ " "	2 70
Barrels, per lb	0 03¾
Half barrels, per lb	0 03¾
Quarter " "	0 03¾
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00

Molasses—		
New Orleans, medium	0 31	0 33
" bbls	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 62

TEA—India tea has again made a small advance in the primary markets, and on the whole, tea is firm, especially in the lower grades.

COFFEE—There is nothing from the usual regular trade in coffee to report. Rio remains firm.

Rio, roasted	0 12	0 13
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 08	0 09½

SPICES—With the exception of peppers which are still climbing, there is no change. Business is fair and trade satisfactory.

Peppers, black, pure	0 15	0 18
" white, pure	0 22	0 25
" whole, black		0 16
" whole, white		0 23
Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25
Celery seed		0 24

DRIED FRUITS — The demand for prunes is brisk and sales are good. Large sizes this year are below the average in quantity. Apricots are high and on this account orders are small. Raisins and currants are big items in the trade, in fact, all goods for the holiday trade are moving freely.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ½ cent less.

Apricots—				
Standard				0 15
Choice, 25 lb boxes				0 15
Fancy, " "				0 17
Candied and Drained Peels—				
Lemon	0 09	0 11	Citron	0 15 0 18
Orange	0 10	0 11		
Figs—				
Elemes, per lb				0 08 0 10
Tapnets, "				0 03½ 0 04
Bag figs				0 03½ 0 04
Dried peaches				0 08 0 08½
Dried apples				0 07½
Currants—				
Fine Filiatras	0 06¾	0 07	Vostizzas	0 08½ 0 09
Patras	0 08	0 08½		

Uncleaned ½c less.

Raisins—				
Sultana				0 05 0 05½
" fancy				0 06 0 07
" extra fancy				0 08½ 0 09
Valencias, new				0 06 0 6½
Seeded, 1 lb packets, fancy				0 08
" 16 oz. packets, choice				0 07½
" 12 oz. " "				0 06
Dates—				
Hallowees	0 06	0 06½	Fards choicest	0 08
Sairs	0 05		" choice	0 07½

NUTS—The new crop of nuts will be in this week and will soon be in the hands of the retailers for Christmas trade. Retailers should be sure to get new stock, if they pay the price for them. Shelled walnuts are selling to the jobber at from 5 to 6 cents more than a year ago and shelled almonds from 9 to 10 cents more. The crop shortage in France and Spain is the cause for this and it has the effect of strengthening up other lines.

Almonds, Formigetta		0 11½
" Tarragona		0 12
" shelled	0 32	0 35
Walnuts, Grenoble		0 13½
" Bordeaux		0 11
" Marbots		0 11½
" shelled	0 26	0 27
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils		0 15
Peanuts, roasted	0 08	0 12

EVAPORATED APPLES — Evaporated apples had a decline, but soon recovered again and are now back to the old price and are firm and likely to hold to the present quotations.

Evaporated apples	0 09 0 09½

RICE AND TAPIOCA—There is no change in the prices of rice, but tapioca is firmer and some are asking an advance.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 06¼

Japan	0 05½	0 06½
Java	0 06	0 07
Carolina	0 10	0 11
Sago	0 05	0 06
Seed tapioca		0 05
Tapioca, medium pearl	0 04½	0 04¾

BEANS—Beans are firmer and looking for more money. This may only be temporary. From the yield reports they should not be any higher, but rather the other way.

Beans, per bushel	1 75	1 80

CANNED GOODS

MONTREAL—A decided firmness is shown by nearly all lines of canned goods, and some firms have already advanced their prices. Canners have already done so, and local men will be quick to take advantage of the situation.

The demand for fruits and vegetables continues, and if anything, is on the increase. Lobsters are very firm, with a tendency to higher prices.

Peas, standard, dozen	$1 00	$1 05
Peas, early June, dozen	1 05	1 07½
Peas, sweet wrinkled, dozen	1 07½	1 12½
Peas, extra sifted, dozen	1 52½	1 60
Peas, gallons	3 87½	3 92½
Beans, dozen	0 75	0 80
Corn, dozen	0 77½	0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½	0 90
Strawberries, dozen	1 37½	1 40
Raspberries, 2's, dozen		1 75
Peaches, 2's, dozen		1 65
Peaches, 3's, dozen		2 65
Pears, 2's, dozen		1 60
Pears, 3's, dozen		2 30
Plums, Greengage, dozen	1 50	1 55
Plums, Lombard, dozen	0 95	1 00
Lawtonberries, 2's, dozen		1 60
Clover Leaf and Horseshoe brands salmon		
1-lb talls, per dozen		1 87½
½-lb. flats, per dozen		1 30
1-lb. flats, per dozen		2 02½
Other salmon		
Humpbacks, dozen	0 95	1 00
Cohoes, per dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00

TORONTO—The general tendency of the canned goods market is to firmer prices. Peas are scarce and high, with no chance of weakening. There are little tomatoes and corn moving. While the supply on hand is represented as considerable, yet this is a sort of a between season, with buyers, and consequently little is doing. Golden Wax canned beans are a scarce commodity. Fruits are high, particularly gallon apples, which recently advanced. This was due to the big demand from the Northwest, and also the excellent export call from the Liverpool and Glasgow markets, where prices are good. Some late sockeye and cohoe salmon is selling now, on account of the late deliveries. Wholesalers expected to get their supplies some time ago.

Beans	0 75	0 82½
Corn	0 80	0 87½
Peas	1 00	1 42½
Pumpkins	0 75	0 82½
Tomatoes, 3's	0 82½	0 87½
Strawberries, 2's	1 32½	1 52½
Raspberries, 2's	1 60	1 67½
Peaches		1 57½
Lawtonberries		1 52½
Red pitted cherries, 2's	1 60	1 67½
Gallon apples	2 40	2 52½
Bartlett pears, 2's	1 45	1 52½
Lombard plums, 2's	0 85	0 92½
Clover Leaf and Horseshoe brands salmon:		
1-lb. talls per dozen		1 87½
½-lb. flats per dozen		1 25
1-lb. flats per dozen		2 12½
Other salmon prices are:		
Humpbacks, per dozen	0 95	1 00
Cohoes, per dozen	1 45	1 50
Red Spring, per dozen	1 55	1 65
Red Sockeye, per dozen	1 55	1 65
Lobsters, halves, per dozen	1 85	2 20
Lobsters, quarters, per dozen		1 40

ST. JOHN N.B., MARKETS.

Corrected by Wire.

St. John, Nov. 18, 1909.

All grades of sugar advanced 10 cents per hundred pounds on Thursday of last week. Pork is also higher and the top notch prices of $31 to $31.50 for clear backs, is quoted. New western grey buckwheat is offered at $2.90 to $3 a bag. Eggs are higher and butter has also advanced slightly. The better grades of potatoes are held for higher prices.

Quotations now are as follows:

Sugar		
Standard gran.	4 85	4 95
Austrian "	4 65	4 75
Yellows	4 35	4 75
Flour, Manitoba	6 45	6 55
" Ontario.	5 65	5 90
Cornmeal, bags.	1 47	1 50
Rolled oats, bbls	5 15	5 20
Buckwheat, west. grey, bag	2 90	3 00
Val. raisins, lb.	0 05½	0 06½
Cal. raisins, seeded	0 07½	0 08½
Currants, lb	0 07	0 07½
Prunes, lb	0 05½	0 09
Rice, lb	0 03½	0 07½
Beans, hand picked, bus.	1 95	2 00
Beans, yellow eye, bus	2 95	3 00
Cheese, lb	0 13	0 13½
Lard, compound lb	0 13½	0 13½
Lard, pure, lb.	0 16½	17½
Pork, domestic mess	27 75	28 50
Pork, American clear	28 00	29 00
Pork, clear backs	31 00	31 50
Beef, American plate	17 00	18 00
Beef, Canadian plate	16 75	17 50
Molasses, fcy. Barbados, gl	0 34	0 35
Butter, dairy, lb	0 25	0 27
Butter, creamery, lb	0 26	0 28
Eggs, doz	0 26	0 35
Potatoes, bbl.	1 10	1 40
Canned goods—		
Peas, doz	1 10	1 50
Corn, doz	0 85	0 90
Tomatoes, dz	0 95	1 00
Raspberries, dozen	1 85	1 90
Strawberries, dozen	1 55	1 60
Salmon, case Red spring	6 50	6 75
Cohoes	5 60	6 00
Peaches, 2's, dozen	1 70	1 80
Peaches, 3's, dozen	2 70	2 80
Baked beans, dozen	1 15	1 25
Fish—		
Cod, dry	2 75	3 75
Herring, salt, half bbls	2 30	2 50
Herring, smoked, box	0 08	0 08½

VANCOUVER MARKETS.

Corrected by Wire.

Vancouver, Nov. 17, 1909.

There is little difference in local markets. Selected eggs from the East are still to be had at 33c jobbing price, with a quotation or two at 34c as conditions may warrant. Local eggs are hardly in the reckoning and the eastern stock is greatly in demand, as with improved methods of packing and quick transportation they arrive in good condition, the selecteds being fit for boiling. Locals are paid for at 65c and 70c when they are obtainable, but with good easterns most buyers find this price somewhat high.

Spanish onions are on the market at $2.25 to $4. Grain and flour are the same in price, but feed wheat is $2 a ton cheaper, being now $38.

Almonds are high in price, and the outlook is that this nut, which is much in demand for Christmas trade, will retail at 50c instead of 40c per pound this season. Almonds have the best of the trade here, for years walnuts did not arrive in time to be of use. The walnuts from California are here before Christimas but the grenobles from France are generally about a week or two late.

VANCOUVER.

Sugar, standard granulated		5 50
Val. raisins, lb.		0 05½
Cal. " "		0 06½
Prunes	0 05½	0 07½
Currants	0 06½	0 07½
Dried apricots	0 11	0 13
Flour, Standard, bbl		7 10
Cornmeal, p. 100 lbs		2 60
Beans, per lb.	0 03½	0 04½
Rice, per ton	68 00	76 00
Tapioca, per lb.		0 03½
Evaporated apples		0 08½
Butter, Eastern	0 29	0 30
Butter, local		0 35
Butter, Western	0 21	0 22½
Eggs, Eastern		0 33
Eggs, local		0 50
Cheese, per lb.	0 15	0 15½
Canned Goods—		
Peas		1 00
Tomatoes		1 32½
Corn		1 10
Apples		3 42½
Strawberries		2 15
Raspberries		1 65

HALIFAX MARKETS.

Halifax, Nov. 18,1909.

Business brisk and firm prices, briefly summarize the condition of the local grocery markets. Produce is now coming on the market in large quantities, and prices in these lines show an easier tendency. The exports of apples continue heavy, two steamers sailing from Halifax this week loaded to the hatches with fruit for the British market. The price of apples is a little easier, and the quality of the stock coming on the market now is improving. The crop of Gravensteins is pretty nearly exhausted, and the apples of this variety now on the market are ripening fast and will not keep much longer.

Bad weather of late has caused an easing off in arrivals of fish, and also has made it difficult to cure the later trips of the bankers. Last arrivals of the fleet are reported with from 500 to 600 quintals, and a United States banker has just reported at Sydney with 500,000 lbs., said to be the largest single fare ever taken. This shows that fish still continue abundant on the regular grounds, and it would have paid the bulk of the fleet to have made another trip after their summer catch was landed.

Creamery prints per lb.	0 27	0 28
Creamery solids per lb	0 25	0 26
Dairy, tubs, lb.	0 21	0 23
Fresh eggs, doz		0 30
Case eggs "		0 25
Sugars		
Extra Standard, granulated		4 75
United Empire		4 55
Austrian, bags, granulated		4 55
Bright yellow		4 55
No. 1 yellow		4 25
Flour h. wheat per bbl.	6 40	6 60
Flour, Ontario blends, bbl.	5 60	5 70
Cornmeal, bag.	1 70	1 75
Oats	0 54	0 55
Pork, American per bbl.	26 50	28 50
Pork, clear bbl		30 00
Beef, American plate per bbl.		16 50
Beef, Canadian per bbl.		16 00
Hams smoked		0 16½
Pork, fresh	0 09	0 11
Codfish, quintal		5 50
Herring, pickled per bbl.		5 00
Apples, per. bbl.	1 50	3 00
Potatoes, P. E. Island, bag.		1 25
Onions, Spanish per lb.		0 02½
Onions, American, per lb.		0 02½
Onions, Canadian, per bag		1 70
Molasses, fancy Barbados, bbl.		0 38
Molasses, fancy Barbados, pun		0 34
Beans, bushel		1 8
Rolled Oats, bbl.		5 50

CALGARY MARKETS.

Calgary, Nov. 18, 1909.

It is not unlikely that potatoes will again next spring command a very high price. It is reported from Manitoba points that large quantities have been frozen in the ground. It appears during the long autumn season of fine weather the farmers had devoted all their time to threshing and fall plowing and had evidently neglected "potato digging" until a severe frost caught a lot of them. The Alberta crop was a good one, but not large enough to supply the heavy demand. B. C. potatoes, always popular in this market, are being brought in in large quantities; the price is yet reasonable, but dealers say it will advance sharply in the near future.

The market on California dried fruits continues firm. Apricots and peaches are steadly advancing. Advices from the coast indicate the crop nearly out of growers' hands.

MANITOBA MARKETS

Corrected by Telegraph.

Advances—Sugar, Rio coffee, lard, canned goods, syrup, apricots, peaches.

Firmer—Sliced pineapple, honey, raisins.

Declines—Eddy's matches.

Winnipeg, Nov. 18, 1909.

The long period of beautiful weather has come to an end with the pronounced appearance of Jack Frost. The open fall has meant much to the general trade of the west. Local stores have been visited freely by customers daily, and the past month's purchases have been very large. The consequence is that retailers' stocks are low and orders for immediate deliveries are quite heavy. The same is true of all parts of the west. Other cities have been blessed with, perhaps, the longest Indian summer weather in its history, and an apparent summer trade has been the result. Rural merchants were particularly fortunate, the roads being in excellent condition and everything was conducive to bring customers to the stores. The winter, which has apparently at last come, will give merchants an opportunity to stock up where they are weak and arrange for the supply of winter goods. The holiday goods are almost all in the retailers' hands, but they are not to be seen thus far. The Christmas trade is going to be enormous, since heavy stocks of high-class goods have been moving out in large quantities. The display features will no doubt, be excellent in fancy goods. During the week retailers were delivered their foreign dried fruits. The figs are said to be the most delicious that have ever appeared on the market and the displays in these alone are fine. Raisins are also in and the quality is good. The raisin market is likely to be much higher owing to the California corner. The tone of the market is upward and several important advances are reported this week. The demand keeps up well, and that really healthy economic condition prevails where the demand is greater than the supply.

SUGAR—The market has gone up again 10 cents. The manipulation on the N. Y. market has advanced the price. The trade here is good in all lines. The icing sugar trade has lately revived.

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 25
" yellow, in bbls	4 80
" " in sacks	4 75
Icing sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	5 80
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	6 20
Lump, hard, in bbls	6 05
" " in ½-bbls	6 15
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES—The cold weather is always good for the syrup business and it has already revived. If the output continues strong the prices will go higher still. We quote an advance of 8 cents to-day.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 38
" " 5-lb. tins, per 1 "	2 83
" " 10-lb. tins, per ½ "	2 66
" " 20-lb. tins, per ¼ "	2 73
" " ½ barrel, per lb.	0 04½
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 38
" 5 " 1 "	2 83
" 10 " ½ "	2 66
" 20 " ¼ "	2 73
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses ½ bbls. per gal	0 36

MAPLE PRODUCTS — The maple syrup trade has revived with the approach of winter and it looks as if many here are going to spend the winter eating pancakes and maple syrup. There is no change in the market.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per doz.	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

FOREIGN DRIED FRUITS—Stocks are going out freely, but supplies to the wholesalers are slow to arrive. Figs and raisins are in and coming with other lines following. Apricots and peaches have each advanced and raisins will undoubtedly go up soon.

Smyrna Sultana raisins, uncleaned, per lb	0 06
" " " cleaned, per lb	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¾-lb. packages per package	0 06¼
" " fancy seeded, in ¾-lb. packages per package	0 06½
" " choice seeded in 1-lb. packages per package	0 07¼
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 06¾
Prunes, 90-100 per lb	0 04¾
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 06½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06
" dry, cleaned, Filiatras, per lb	0 06¾
" wet, cleaned, per lb	0 07¼
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 08
" choice	0 09½
Apricots, standard, per lb.	0 15½
" choice, per lb.	0 16
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

HONEY—This staple does not fluctuate often, but the tendency is higher just now. These prices hold this week.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

NUTS—The shelled stuff is firm and will go up soon, no doubt. All nuts are selling well. The holiday trade will be excellent at any price.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 27
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Virginia, per lb	10 0 13

RICE AND TAPIOCA—These are both moving more freely. The following quotations prevail:

Japan rice, per 100 lbs	3 85
Pearl tapioca, per lb	0 04 0 04½

ROLLED OATS—There is no change with the possibility of a continued stationary market.

Rolled oats, 80 lb. sacks, per 80 lbs	2 05
" 40 " " 40	1 05
" 20 " " 20	0 54
" 80 " " 8	0 24½

CORNMEAL—The following prices rule and there is little possibility of a change soon.

Cornmeal, per sack	2 10
" per ½ sack	1 05
" per bale (10, 10's)	2 35

CANNED GOODS—Prices, generally speaking, are up 5 cents. Peas can scarcely be had at any price. The market is very strong.

Beans, per case 2 doz	1 98
Corn, per case 2 doz	1 75
Tomatoes, per case 2 doz	2 00 2 10
Strawberries, per case 2 doz	2 90 3 05
Raspberries, per case 2 doz	3 25
Peaches, per case 2 doz	3 60
Pears, per case 2 doz	2 70
Plums, per case 2 doz	2 00
Salmon (Horseshoe Brand), per case 4 doz	7 00
Pumpkins, per lb	0 01
Carrots, per lb	0 50½
New potatoes, per bushel	0 40
Native cauliflower, per dozen	1 00
Native cabbage, per lb	0 02
Native celery, per doz	0 40
Native beets, per bushel	0 40
Native lettuce, per doz	0 30
Native onions, per doz	0 30
Native radishes, per doz	0 30
Native cucumbers, per doz	0 75
Ontario tomatoes, per basket	0 75
Oranges	3 75 4 50
Lemons	5 50 6 50
Apples, Ontario, per bol	3 75 5 00
Grape Fruit, per crate	5 50

MEATS—

Clark's 1 lb., pork and beans, plain, per case	2 80
" 2 " " " " "	2 40
" 3 " " " " "	2 30
" 1 " tomato sauce, per case	2 80
" 2 " " "	2 40
" 3 " " "	2 30
" 1 " Chili " "	2 80
" 2 " " " "	2 40
" 3 " " " "	2 30
Soups, per doz	1 20
Corned beef " 2's per doz	2 65
" " 1's per doz	1 40
Roast beef, 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ¼'s, per doz	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 00
Sliced smoked beef, ½-lb. tins, per doz	1 65
" " 1-lb. tins, "	2 80
" " 1-lb. glass, "	3 60
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" " 2's, "	3 25
Geneva sausage, 1's, per dozen	2 00
" " 2's, "	3 40
Boneless pig's feet, 1's, per dozen	1 65
" " " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 35
" " 2's, "	6 70

BUTTER—Creamery is up 1 cent this week. The market is firmer.

Creamery	0 28
Bricks	0 30
No. 1 Dairy	0 27
No. 2 Dairy	0 22

EGGS—There is no change except that local supplies are greatly diminished. Ontario stocks are coming in freely. Prices to-day are from 28 to 30 cents per dozen.

BUSINESS BRISK IN HAMILTON.

Northwest Orders Being Filled—Butter and Egg Market Still High—The Peddling By-Law.

Hamilton, November 18.—Business in grocery lines is brisk here. The wholesalers are completing their Northwest orders. The trade in that section has been heavy, and warehouse men have, in some houses, been compelled to work at night for some time. One firm had to double their staff to get caught up. Retailers also report trade better than for some time. Markets continue high, butter, eggs and poultry being as dear as at holiday times. Large quantities of grapes are still offering and if outside dealers are not supplied, they should order at once before it is too cold to ship.

The peddling and huckstering by-laws are still looming up largely before the Grocers' Association, and it is hoped that President Ald. Forth, who is likely to be re-elected, will bring some legislation before the council which will change the complexion of the present by-law.

W. Scanlon, Fergus, Ont., has sold to G. W. Jamieson.

Snowdon & Borland, manufacturers' agents, Montreal, have dissolved partnership, and in future the business of the firm will be carried on by J. Walter Snowdon, at 413 St. Paul St.

Manufacturers' Agents

And Brokers Directory

BRITISH COLUMBIA

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Wholesale Broker
SALMON Canned and Salted
HERRINGS HALIBUT
LOO BUILDING. VANCOUVER, B.C.

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Coffees, Teas, Spices, Etc.
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Wholesale Grocery Brokers and Manufacturers' Agents
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Importers and Exporters
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Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—A B C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

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We have an established connection and can handle a few more good agencies to advantage.
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Do you want live representation?
We are in touch with the trade.
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Manufacturers' Agents and Wholesale Commission Merchants
Codes—A B C 5th Edition, Western Union
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The WEST INDIA CO., Ltd.

Solicits orders for, and enquiries regarding, all descriptions of West India Produce, including:

Sugars Rums Molasses Cocoa
Rice Limes Arrowroot

Prices and full information gladly furnished. Write us to-day.

St. Nicholas Building MONTREAL

An Estimate of this Season's Bean Production

Crop in Western Ontario Stated to be Twenty Per Cent. Better Than in 1908—A Grand Total of 856,800 Bushels—Quality, Too, is Better—Importance of Beans as a Food.

Special correspondence.

Chatham, Ont., Nov. 16. — From an acreage slightly over 50,000, Canadian bean growers will this year harvest, according to the figures of N. H. Stevens, president of the Canada Flour Mills Co., 856,800 bushels of beans.

This comes pretty close to the estimate of 900,000 bushels which Mr. Stevens made earlier in the season, when the situation was more problematic than it is now.

From his boyhood on the farm, Mr. Stevens has been closely associated with the bean industry, graduating from the farm to the grain and milling business. He relates with pride that he had the honor of using the second-bean planting machine ever used in Canada. The first was brought to Kent by Collins Handy, Sr., now living at Highgate

In an interview with respect to this year's bean situation, Mr. Stevens said:

"The bean crop this year will be fully twenty per cent. better than that of last year. In addition, the beans will be of a better quality. The beans are in excellent condition and very few will run over two-pound pickers. My estimate is that there are 50,000 acres of pea beans in Ontario, in addition to a small acreage of other varieties. I calculate the yield as follows:

"Pea beans, 50,000 acres, at 17 bushels per acre—850,000 bushels.

"Yellow eyes, 200 acres, at 20 bus. per acre—4,000 bus.

"Marrows, 100 acres, at 18 bus. per acre—1,800 bus.

"Black turtle soups, 50 acres, at 20 bus. per acre—1,000 bus.

"This makes a total of 856,800 bus.

"Out of the 50,000 acres of beans grown in Ontario, all are in Kent and Elgin counties, with the exception of 10,000 acres. A number of years ago only the Townships of Harwich and Howard, in Kent, produced beans. Now they are being raised successfully anywhere south of a line drawn from Bowmanville to Sarnia.

"Canada has a production approximating 900,000 bushels. Practically all of these beans are consumed in Canada alone, and few, if any, are exported to foreign countries—that is, all are consumed except those required for the spring planting.

"Some of the early beans this year did not thresh over 10 bushels to the acre, while others have been reported threshing as high as 35 bushels.

"We will require to plant more beans each year in the future or we will have to import more from other countries. Our population is rapidly increasing as the days go by, and the people are becoming educated into the use of the product more and more every year.

"Yet, not one-half of the beans are consumed that should be; the bean is, in my opinion, the most nutritious and wholesome food that comes to the table, and if many of our citizens not blessed with too many dollars would eat beans, they could live better and not spend more than half the money.

E. G. De Coriolis, chemist, with the Edwardsburg Starch Co., Cardinal, Ont., is receiving congratulations these days in view of the arrival of the stork presenting him with a daughter.



THINGS THAT SHOULDN'T BE—A Clerk Wiping the Butter Knife on His Dirty Apron.

The Business Situation on the Pacific Coast

New Vancouver Commission House—Ontario Apples go to British Columbia—New Fruit Cannery Proposed.— Preparations for the Herring Fishing.

Special Staff Correspondence.

Vancouver, B.C., Nov. 16.—Andrews & Nunn, of Vancouver, have sold their retail business and have opened offices at 140 Water Street, Vancouver, as manufacturers' agents and wholesale commission merchants. Both Mr. Andrews and Mr. Nunn have been connected with the grocery trade on the coast for the past 15 years. Both were formerly connected with the wholesale trade. Their new venture is, therefore, not a new experience for them. Mr. Andrews was a member of the executive of the Vancouver Retail Grocers' Association and also a member of executive of the Provincial Grocers.

With local apples at $2.25 per box wholesale, prices are higher than for some seasons past, consequent upon the partial crop this year. With an eye to business, the Vancouver Trading Company imported a carload of apples from Ontario, and they are selling well. These are disposed of at $6 per barrel, which is a much different price from that paid by many Ontario people here in the days when they used to duck for them on Hallowe'en. The retail price of any good table apple is three pounds for 25c. In the consignment from Ontario were spics, kings and gravensteins, the first variety being already sold out.

At the last meeting of the Board of Trade of Summerland, B.C., a town located in the southern part of the Okanagan district, the question of ways and means for a fruit cannery was raised, and after a lengthy discussion it was decided that the secretary should look into the matter and report. To arrive at fairly exact knowledge, a census will be taken of the fruit trees in the district and the probable production.

It was shown at a meeting of the Fruit Growers' Syndicate at Nelson last week that co-operation among the growers pays, and that the expenses for this season was only five per cent. On a larger quantity handled, this figure would likely have dropped to four per cent. It is expected that the membership will be much larger next year.

An Ontario man who will go into the fruit growing business in Kootenay is C. Hoggart, of Chatham, who has bought a ranch of fifteen acres at Creston.

Tae order has been issued that seine fishing is not to be allowed in Nanaimo harbor, although they may be used in Departure Bay. It means that there will be a chance for gill netters in Nanaimo harbor when the herring arrive at the latter end of next month. Big preparations are being made for the herring fishery, which is assuming larger proportions this year than ever. A cannery is being built at Nanaimo, and seine fishing in Departure Bay will enable a supply to be obtained at a fair rate. Japanese are largely interested in the herring fishery, though new companies are each year seeing the possibilities of this industry.

DISCUSSED SOCIAL EVENTS.

Toronto Retail Grocers' Association Will Make Merry This Winter.

Toronto, November 16.—An "At-Home" and dance has been decided upon as the variety of entertainment to be held by the Retail Grocers' Association which met in regular session on Monday night, November 15th. Although the exact date has not been arranged, it will take place some time in February. In addition to this the grocers intend holding some sort of banquet about the first of the year for members and their friends. This will be a meeting of business men to talk upon trade matters of the present day.

The Hall Committee for the At-Home is composed of David Bell, Bailey Snow and A. J. Conium, and the committee to consider the other proposal is made up of Fred Thorne, F. W. Johnston, and J. S. Bond.

The association also decided to enter two teams in the College Bowling League. They will be captained by Fred Thorne and J. C. Beaumont respectively.

During the discussion on the proposal to hold some kind of entertainment, J. S. Bond made a significant remark when he said: "We are too far away from the wholesalers; we would like to meet them and understand each other better for we have many things to tell them." The retailers have many complaints to make and it apparently is working towards a meeting between the two to come to some better agreements in trade matters.

The chair was occupied by Donald MacLean.

INFORMATION FOR BUYERS.

Hints to the Trade Supplied by Sellers.

A report comes from Fresno, California, U. S. A., that the California raisin crop has been cornered by L. F. Giffin & Co. Watt & Scott, Toronto, are the agents for the Giffin Co., and W. H. Escott represents them in Winnipeg.

Albert McLean, of the Canadian Cocoanut Co., Montreal, reports business as being especially brisk. McLean's white moist cocoanut is away oversold, the firm being three weeks behind in orders. Bakers' and confectioners' supplies are reported as moving particularly well, too.

A short time ago a letter was delivered at the office of the "Salada" Tea Co., 198 West Broadway, New York City, addressed "Ceylon Tea Co., America." This week a letter addressed, "Wholesale Tea Co., Toronto," was delivered at the Toronto office of the firm. This looks as if "Salada" was recognized as the leading tea firm in both Canada and the United States.

Quite of every-day use is the saying "grateful and comforting," and the phrase is always associated with the well-known brand of "Epp's Cocoa." As an article of diet nothing more wholesome and nourishing can be recommended than "Epp's." For giving strength to the system, for making good the daily waste that is going on and for supplying good food and drink at the same time, this particular cocoa is pre-eminent. It contains a remarkable percentage of cocoa-butter—a vitalizing substance. As a cold resister there is nothing so effective, and children thrive on "Epp's Cocoa."

Filling the Wants

of your customer with goods of character and merit is "success insurance"; take soaps, for instance; what woman will not thank you for your care in always regularly supplying her with

Fels-Naptha Soap?

For Fels-Naptha does just what its wrapper claims!



The Hustling, Booming West

is calling out for every description of manufactured goods.

We are here to tell you of the demand, prospects and opportunities which the West presents of successfully selling your products, and we will, if you wish it, handle your goods for you on a reasonable commission basis.

We are located in the three chief distributing centres: Winnipeg, Calgary and Edmonton, and have every facility for handling goods in large quantities. Let us hear from you.

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Wholesale Commission Merchants and Brokers

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
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Wholesale Grocery Broker

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Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
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VANCOUVER, B.C.

Another of
GUNNS "TOP NOTCH"
Quality Products

GUNNS MINCEMEAT

Is guaranteed the finest that can be produced
PUT UP IN TIERCES, TUBS and PAILS

Gunns "Pi-Crus"

Condensed Mincemeat

"HAS THEM ALL BEAT"

A Sample Order Will Convince You

Made under Government Inspection.

GUNNS LIMITED Pork and Beef Packers TORONTO

CHEESE

Compare prices asked for cheese to-day with the prices asked for either lard or butter, and you must realize how cheap it is in comparison. It is also cheaper than at this time last year. We will not predict higher prices, but we recommend purchase of what stock you may require for your winter trade.

We have large cheese, both white and colored; twin cheese, colored only.

Canadian and English Stiltons and Limburgers.

WRITE US FOR PRICES

F. W. Fearman Co.
LIMITED
HAMILTON, :: :: ONT.

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

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Dressed Poultry

We want large quantities of

Turkeys, Geese, Ducks, Chickens and Fowl

We have been 54 years specializing in Dressed Poultry. This valuable experience is at your service. We are the largest dealers and have the largest outlet of any house in Canada. All shipments paid for daily.

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EGGS
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GAME

¶ We require large quantities of each of the above lines and shall be pleased to quote prices f.o.b. your station. Write us

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LIMITED
PACKING HOUSE:
FERGUS, - - ONT.
HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Serious Scarcity Reported in First-class Eggs

Montreal Dealers are Much Concerned—Receipts Rapidly Falling off—Storage Stock Already Being Drawn Upon — Hog Market Easier—Large Quantities of Poultry Coming in.

Much concern is being shown by Montreal egg dealers over the scarcity of first-class eggs. This is becoming more noticeable every day and shows this week both in an advance of prices one cent, and in the statistics on receipts. The price of new laid eggs is now 35c, of selects 29c, with other lines showing a corresponding advance. Receipts for the week showed a falling off of over 2,000 cases as compared with the corresponding week last year. The decrease has been continual of late, and is gradually growing more noticeable.

The result of this situation is that dealers are already drawing largely on stored stocks, which are seldom touched at this time. When cold weather sets in the full effect will be more evident, as supplies are bound to decrease with the coming of snow. Consumption is reported as being considerably greater this year, and this combined with a shortage in storage supplies, and a shortage in incoming stocks, will certainly result in a serious situation during the latter part of the winter season. Of course we can do without eggs, but no one doubts the fact that there is not a better, or more nutritious article of food than a good egg. It is certainly up to the farmers, from a business standpoint alone, to see that next year does not prove a repetition of the situation this fall.

The run of hogs during the last two weeks has been more liberal, but the prices have been fully maintained. Packers, however, claim that the price is too high for storing purposes, and can only be paid as long as the demand takes it as it becomes ready. While the large percentage is required for local consumption, there is also a good export demand for all the surplus. The market in England is firm.

The butter situation is quiet, too quiet altogether to suit large holders, and as one dealer expressed himself this morning, "I would rather be a seller than a buyer at present prices." The mild weather continuing, with fairly good pasture so late in the season has its effect on the market, which may be felt all winter. So far the local requirements were all supplied with fresh made butter and therefore the cold storage butter has scarcely yet been touched. By all appearances the winter make of butter will be normal and unless some outside point will open up for some of our butter, the chances are that we may see a slump before we see another crop of new grass butter. There is nothing in sight at present that would indicate higher prices. Every article of food has its limit and when butter reaches the point of 30c a lb., it has little room to go much higher. A large proportion of our people cannot afford to pay it, and they will have to do without it, and when the consumption drops off it will soon come to its proper level. Our cheese and butter market all summer has been sluggish. This is owing to the fact, which is now becoming apparent, that the markets for all dairy products were opened too high in the spring. Sueculators bought at dangerous prices, and in many cases could not turn over at a profit. To break the price which, however, was all summer a little too high for our regular customers in England, would have meant a loss on what had been bought before.

Experience has taught us that to get more for an article than it is worth is not always so much gained. With a fair margin for buyers always brings the best results in the end.

MONTREAL.

Live and dressed hogs are somewhat easier, owing to a considerable supp'y over present demands. Trade is somewhat dull, as usual, at this time of year, and no decided improvement is looked for until snow flies.

There are no changes in other lines of the provision market.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16½
Cases, tins, each 10 lbs., per lb	0 16½
" " " 5 " "	0 16½
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16½
Pails, tin, 20 lbs. gross, per lb	0 16½
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16¼
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12
" 5 " " " "	0 12½
" 3 " " " "	0 12½
Pails, wood, 20 lbs. net, per lb	0 12
Pails, tin, 20 lbs. gross, per lb	0 11½
Tubs, 50 lbs. net, per lb	0 11½
Tierces, 375 lbs., per lb	0 11½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Canada short cut back pork, bbl. 45-55 pieces	30 00
Heavy clear pork, bbls. 20-35 pieces	31 00
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 15
Long clear bacon, heavy, lb	0 15½
Long clear bacon, light, lb	0
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 15
Large sizes, 18 to 25 lbs., per lb	0 16
Medium sizes, 13 to 18 lbs., per lb	0 16½
Extra small sizes, 10 to 13 lbs., per lb	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17½
" " " small, 9 to 12 lbs., per lb	0 18
Breakfast bacon, English, boneless, per lb	0 18
" " " "	0 17½
Windsor bacon, skinned, backs, per lb	0 18
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	8 50 8 75
" dressed, per cwt	12 00

BUTTER—Continuous strengthening of the situation is going on. Dealers are still holding back to enable them to cope with the winter trade. Some dealers are now quoting 27c for creamery prints, though most of the quotations are the same as last week, 26½c.

Receipts for the week show a decrease of 1,248 packages from the corresponding week last year—5,422 packages as against 6,670 packages same week last year. For the season they are 352,786 packages as against 384,099 packages same season 1908, also showing a considerable decrease.

Creamery, solids, lb	0 26
Creamery prints	0 26½
Dairy, tubs, lb	0 21 0 22
Fresh dairy rolls	0 22

CHEESE — This week will probably mark the close of navigation, and for this reason cheese has been much more active than last week. Dealers are not anxious to pay winter freight rates.

Most of the factories are closed for the season and stocks are pretty well disposed of, or will be by the end of the week.

Receipts for the week show an increase, which, however, does not show the true situation. Last year much of the cheese that is now coming to Montreal for export was shipped from points down the river. Supplies are about the same as last year. The figures are for the week, 43,476 boxes as against 41,139 boxes same week last year. For the season they are 1,894,604 boxes, against 1,855,552 boxes same season 1908.

Quebec, large	0 11½ 0 12
Western, large	0 11½ 0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12 0 12½
Old cheese, large	0 15 0 16

EGGS—Shortage of supplies is causing a serious condition in the egg market. For a number of weeks the supplies have been far short of last year's, and this week there is a loss of about 2,200 cases. This has caused not only an advance in price of 1c, but dealers have had to draw largely on their winter stocks to fill orders, and from present indications we will see high prices after cold weather sets in.

Receipts for the week are 1,536 cases, as against 3,717 cases same week last year. For the season they are 184,319 cases, as against 188,353 cases for the same season 1908. Eggs are being so much more generally used that the figures for the season, though showing a slight decrease, do not tell the whole story. Montreal is short of good eggs, and will probably continue so throughout the winter.

New laid	0 35
Selects, dozen	0 29
No. 1, dozen	0 26
No. 2, dozen (nominal)	0 22 0 23

POULTRY — Activity in the poultry market is pronounced, owing, of course, to the season. Christmas trade is beginning to be felt, and inquiries for large lots of poultry have been numerous, some coming from the far western towns. Dealers expect a record-breaking year from present prospects.

Prices being paid for poultry are the same as last week, and supplies are not coming in any too freely. Country grocers will find a ready market for any poultry they can obtain.

Spring chickens, per lb	0 10 0 12
Hens, per lb	0 10
Young ducks, per lb	0 14 0 15
Turkeys, per lb	0 12 0 12½
Geese, per lb	0 08 0 08½

HONEY—Strained clover is ½c higher, owing to a decided increase in demand. Supplies are fair, sufficient to hold the price comparatively steady. The general tone continues strong and a further advance would not be a surprise to local dealers. Farmers do not seem to be devoting as much time to bees as in former years, and a falling off of sup-

plies from their present state would have considerable effect on prices.

White clover comb honey (nominal prices)	0 14	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11½

TORONTO.

PROVISIONS—The supply of hogs is a little more liberal, but the price has not been affected since last week.

The local demand for cured meats keeps well up to expectations, although, due to the season of the year, it has lost some of its keenness. On the whole the outlook is more hopeful and more satisfactory.

Long clear bacon, per lb	0 14	0 14½
Smoked breakfast bacon, per lb	0 17	0 18
Roll bacon, per lb	0 14	0 14½
Light hams, per lb	....	0 15
Medium hams, per lb	....	0 15
Large hams, per lb	0 14	0 14½
Shoulder hams, per lb	0 12	0 12½
Backs, plain, per lb	....	0 18½
" pea meal	0 18½	0 19
Heavy mess pork, per bbl	25 00	25 50
Short cut, per bbl	27 00	27 25
Lard, tierces, per lb	0 15½	0 15¾
" tubs "	0 15¾	0 16
" pails "	0 16	0 16¼
" compounds, per lb	0 10	0 11½
Live hogs, f.o.b	....	7 15
Dressed hogs	....	10 50

BUTTER—The supply of fresh made dairy butter has increased. This is partly owing to the recent mild weather and rather good pasture, and also to the fact that some of the cheese factories have closed down, and the milk is now made into butter.

	Per lb.	
Fresh creamery print	0 27	0 28
Fresh creamery solids	0 25	0 26
Farmers' separator butter	0 24	0 25
Dairy prints, choice	0 22	0 23
Tub butter	0 21	0 22
Baking butter	0 17	0 18

CHEESE—The cheese market is dull and the prices are held at factory points, from 11½ to 11¾. This has been the ruling price all summer, with scarcely a change of half a cent. The local demand is fair, and there is an increase in the general turnover. Grocers should not forget that cheese is still much cheaper than meat, and they should point this out to their customers. Some grocers have increased their sales by recommending to their customers the grinding of it through their meat choppers. This will, by adding a little butter, practically give them a fancy cheese.

Cheese, new, large	0 12½	0 12¾
" " twins	0 12¾	0 13

EGGS—At this time of the year, when new laid eggs are practically nil, the entire demand for consumption must be drawn from cold storage, with the exception of the small quantities which come in from farmers.

Fresh eggs	0 25	0 26
Select eggs	....	0 28
Strictly new laid	....	0 35

POULTRY—By taking a look at the shops and seeing the piles of poultry, one must come to the conclusion that it is plentiful. One thing, however, strikes the observing critic, and that is, the large number of young pullets and laying

WHITE CLOVER HONEY

Limited quantity in barrels. Write for prices.

MORLEY PETTIT

Aylmer West, - - Ont.

A. C. LANDRY

Wholesale and Retail Merchant

STE. FLAVIE STATION, QUE.

Makes a specialty of jobbing

Flour, Grain and Groceries

of all kinds

SUCHARD'S COCOA

It is the season to push SUCHARD'S CO COA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

Do You Want To Save Money?

on discounts and freight.

We can put dollars in your pocket if you will handle



You will do a much more profitable soap business than ever before if you will stock our full line.

RICHARDS—

Quick Naptha Soap
Snow Flake Soap
Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Let us quote you on your

APPLE BARREL

requirements for the coming season. Also staves, hoops and heading for sale.

H. CARGILL & SON

CARGILL, ONTARIO

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto

G. J. CLIFF, Manager.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

SEEDED RAISINS

INSIST ON HAVING

PURPLE AND GOLDEN

They are always the Best

Packed by L. F. Giffin & Co.

W. H. ESCOTT

BROKER, - WINNIPEG

WESTERN AGENT.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S



Registered, U. S. Pat. Off.

CHOCOLATE & COCOA

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

The makers of **"Gillett's Goods"** started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good Goods with a Reputation.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Merchants should recommend food products that are produced in CLEAN factories.

It is Easy to Sell Clark's Meats!

After the first trial they are asked for.
Each article is the very best of its kind.
Every Housekeeper in the country knows of them, and a great many have used them.
A great many more want them.
No dealer ever handled Clark's Meats at a loss.

They have an assured sale, giving an assured profit.

Clark's Pork and Beans
Clark's Mince Meat
Clark's Ham, Tongue or Veal
Clark's Ox Tongue
Clark's Sliced Smoked Beef
Clark's Chateau Baked Beans
and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our **VILLAGE Biscuit** retails **3 lbs. for 25c.**

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

hens, which are killed instead of keeping them to produce eggs at 35c a dozen.

Early spring chicken, alive, per lb.	11	0 12
Spring chicken, dressed	0 15	0 16
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 18	0 20
Spring ducks, alive	0 11	0 12
" " dressed	0 14	0 16
Geese		0 12

HONEY — The honey this year appears to have been picked up quicker than in former years. Beekeepers, according to the report of the president of the Beekeepers' Association, have not much on hand. However, honey only goes into consumption in large quantities at a certain figure, and therefore it is not likely that the price will go any higher. A little raise might check its sale and result in lower prices before the season is over.

Honey, extracted, 60 lb. cans	0 10½	0 11
" " 10 lb pails	0 11	0 12
" " 5 lb. pails	0 12	0 12½
" comb, per dozen	2 25	2 50

CONFERENCE ON FOOD STANDARDS.

Manufacturers of Meat Products Visit the Capital to Suggest Changes.

A delegation of Canadian pork packers from the Food Product Section of the Canadian Manufacturers' Association recently visited Ottawa to confer with Chief Analyst, A. McGill, of the Inland Revenue Department, regarding the proposed new Food Standards. Andrew Gunn, of Gunns Limited, when interviewed by The Grocer, stated that the conference was merely to talk over the standards as already drawn up and to give the manufacturers, who have had practical experience, an opportunity to suggest changes and additions. The meeting in Ottawa was, therefore, more to get information from practical men than for the pork-packers to find fault with the proposed standards, as they were drawn up. From the fact that some of the proposed standards were altogether impracticable, the Government realizes more and more the necessity of consulting the men who have had a practical knowledge of the manufacture of the goods.

Establishing food standards must be admitted to be a difficult problem, which requires time and the most careful investigation, and the information needed must come from practical men, as well as from chemists.

The delegates were well pleased with their visit, and feel satisfied that the department is anxious to do the best it can on this line for the people, without causing any unnecessary trouble to the manufacturers.

PEDDLING NUISANCE IN MONTREAL.

Montreal, Nov. 16, 1909.

The regular monthly meeting of the Montreal Retail Grocers' Association was held in their offices, 270 St. Catherine St. East. Owing to the illness of a relative, the president, J. A. Dore, was unavoidably absent and his chair was occupied by the 1st vice-president, J. D. Boileau. Other officers present were, J. I. Lussier, 2nd vice-president; A. Sarrazin, secretary; A. Laniel, treasurer. About twenty members were in attendance.

A resolution was passed that the proper officers be authorized to communicate with the provincial government at Quebec, at least 30 days before the next session, asking for an amendment to the present peddling law, in order to prevent the selling to private houses by brewery peddlers, which is daily becoming of more alarming proportions.

Vice-president Boileau announced that the question of raising the Monutreal peddler's license from $50 to $200 was to come before the city council this month, and he advised all members, and any other grocers and butchers who would, to be present at this session if possible, as it was a matter of the utmost importance to every retailer that this change should be made.

The question of early closing next came up, and it was decided as a test of the law, to write the chief of police, in the name of the association, asking that he prosecute any who disobey the law to close at seven o'clock on Wednesday and Thursday nights. It is hoped something definite may be accomplished in this way, as at present the law is a dead letter.



Good Biscuit Condition is Indispensable

No matter how good the quality of a biscuit may be, it is worthless if it reaches you in a soggy condition.

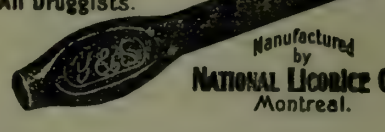
CARR'S BISCUITS enjoy a world-wide reputation for quality and always reach you as crisp and fresh as they leave our factory. Order from nearest agent.

CARR & CO'Y, CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Montreal and Toronto, Eastern Provinces
Hamblin & Brereton, Winnipeg, Port Arthur to Alberta
L. T. Mewburn & Co., Ltd., Province of Alberta
The Standard Brokerage Co., Ltd., Vancouver, B.C. British Columbia
A. MacNab & Co., St. John's, Newfoundland

Canadian made Licorice
Y&S BRAND
All Druggists.



Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse, Calgary and Edmonton

CHRISTIE'S BISCUITS
—and the preferential tariff

Canada's particular housewives placed Christie's Biscuits on the preferred list long since. That's one reason why progressive grocers prefer Christie's to all other makes.

Other biscuits undoubtedly are good—but even the best of other "bakes" fall short of CHRISTIE QUALITY. A *fact* admitted by *particular women and progressive grocers alike.*

Our latest fancy line
ZOO BISCUITS

delight and educate the children. They contain all the nutritious and wholesome ingredients that make for CHRISTIE PURITY AND QUALITY.

You certainly can secure the paying trade—*the trade that stays*—by stocking Christie Biscuits.

Christie Biscuits sell more than biscuits.

Christie, Brown & Co., Limited, Toronto

1994

J. H. VAVASSEUR
& Co. Ltd.,
4, LLOYD S AVENUE,
LONDON, E.C.
FACTORIES - CEYLON.

MANUFACTURERS OF FINEST QUALITY

DESICCATED COCONUT
AND
COCONUT FAT

TELEGRAMS—CITRONELLA, LONDON.

Biscuits Promptly Shipped

We can guarantee you expeditious delivery of all goods ordered from us. Next time you require any biscuits in a hurry try us, both for quality and prompt shipment.

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

If you are not quite satisfied with the receipts from your candy counters, put in a line of

Cowan's

MAPLE BUDS, CREAM BARS, AND CHOCOLATE CONFECTIONS

Nut Milk Chocolate, Chocolate Croquettes, Milk Chocolate Sticks and the rest, and note the improvement.

Pure—wholesome—Cowan's please almost everybody.

THE Cowan Co., LTD.

Toronto

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal  Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Rolled Oats Market Stirred by the Speculators

Decline in Montreal and a Fall and Rise in Toronto — Flaked Wheat Advances on Account of High Raw Market—Flour at a Standstill this Week—The Wheat Market Sluggish.

The general wheat market is sluggish and somewhat perplexing. Millers are pretty well filled up and the flour market also is getting well supplied. Buying therefore is slow and dull. Lake elevators are also well loaded up at the close of navigation, and the wheat on the whole was well handled and is in good shape.

From present appearance a decline is more likely than a raise. Prices are regarded too high to lead to any degree of activity in trade. It is, however, a usual thing for the market to be dull so near the close of navigation.

Rolled oats dropped 10 cents during this week but recovered that again so far as the Toronto market is concerned. Wheat products are higher, due to the high prices of wheat.

MONTREAL.

FLOUR—Farmers still are waiting for colder weather and higher prices before they let go their wheat. There seems no doubt that the very large crops of this season will eventually give millers all the wheat they want, but so far supplies are rather scarce. Best winter wheat patents are particularly hard to obtain. Prices are unchanged.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

ROLLED OATS—Competition among the dealers has lowered prices in all lines of rolled oats and oatmeal. It is only thought to be temporary to meet present conditions, and prices are expected to be back to their former level soon.

Trade is brisk and supplies are unusually good.

Fine oatmeal, bags	2 45
Standard oatmeal, bags	2 45
Granulated "	2 45
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 20
" barrels	4 65

FEED.—Owing to the warm weather few have begun to lay in their winter stocks of feed, which has caused a dullness in the market. Prices are unchanged and a large increase of trading is expected as soon as cold weather sets in. Local dealers are very much dissatisfied with the volume of trade to date.

Ontario bran, per ton	20 00
Manitoba shorts, per ton	22 00
" bran, per ton	20 00
Mouillie, milled, per ton	27 00
" straight grained, per ton	31 00
Feed flour, 98-lb. bag	1 55 1 75

TORONTO.

FLOUR—The local market is steady with no change in prices. Winter wheat is not any too plentiful. Farmers do not seem to be in a hurry to bring it out, even at $1.08 to $1.09 a bushel.

Manitoba Wheat.	
1st Patent	5 20 5 30
2nd Patent	5 00 5 10
Strong bakers	4 90 5 00
Winter Wheat.	
Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

CEREALS—The high prices existing for wheat have caused manufacturers of wheat products to advance their prices. Last Friday an advance of 2c per bushel was made equal to a little more than 4 cents per barrel. That together with the advance of 1c per bushel on the 4th inst. put prices up altogether about 5½c per barrel. One Toronto manufacturer of flaked wheat quotes prices by the barrel (not more than 20 barrels) at $2.95 delivered to points in eastern Ontario.

During the week rolled oats declined 10 cents, due principally to the speculative interests, but since it has recovered. Grain is steady and receipts from local farmers are light. The quotations are:

Rolled wheat, car load	2 95
" oats "	2 25
Oatmeal, car load	2 50
Rolled wheat in barrels, 100 lbs	3 05 3 15
" oats in bags, per bag 90 lbs	2 40
Oatmeal, standard and granulated, in bags 98 lbs	2 65

BULK OYSTERS A PROFITABLE SIDE LINE.

St. John, Nov. 16.—Many St .John grocers are now handling oysters in bulk. This is an entirely new departure for the dealers who heretofore have only sold the bivalves in cans. The new method of carriers has brought about the change, for now oysters can be handled as easily as bulk pickles. Practically all the larger dealers have adopted the new plan, and they report that it is a very profitable side line.

BIG VALUE FOR THE PRICE.

King St., Waterloo,
November 2nd, 1909.

The Canadian Grocer,
Toronto, Ont.

Dear Sirs,—Please find enclosed remittance for this year's subscription to The Canadian Grocer. It is a fine help to me; I consider your magazine **Good Big Value** for the price. A live, up-to-date grocer can always find in it valuable help.

Yours sincerely,
L. BRUEGEMAN.

P.S.—Am expecting more advertising help in coming numbers. Would like to see grocery ads. criticized, and also sample ads. given. L. B.

Be Wise in Time!

And see that your shelves are stocked with the goods the public want! The freshest, crispest and most delicious of all cream crackers is the

MOONEY'S

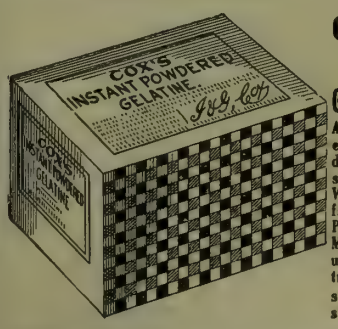
SODA CRACKER,

and they just hit the public taste because they always reach them in as crisp a condition as they left our ovens.

Be sure and have the name right when you are ordering.

It will pay you well to sell only Mooney's.

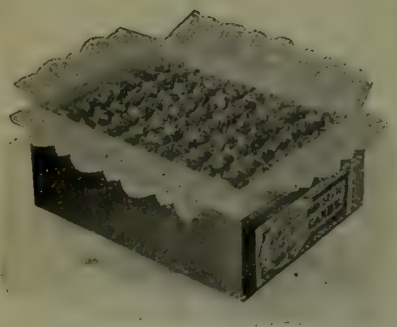




COX'S
INSTANT POWDERED
GELATINE

A Pure Powdered Gelatine dissolving instantly in Hot Water. Manufactured and Packed by Messrs. Cox, under the control of their scientific staff.

Canadian Agents: J. & G. Cox, Ltd.
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
Gorgie Mills
EDINBURGH



CHRISTMAS COMES BUT ONCE A YEAR—MAKE SOME MONEY WHEN YOU HAVE THE OPPORTUNITY.

To-day you can successfully inaugurate a confectionery department. At no other season is there greater demand for chocolates.

You know, Mr. Grocer, as we do, that there is more money, for less effort, in confectionery than in any other line you sell.

Do not let pass this opportunity of starting a good thing.

"CHOCOLATE BORDO"

You will find

The Most Popular
The Most Tasteful
The Most Profitable

The Montreal Biscuit Company
Wholesale Confectioners
MONTREAL



The Last Word

Operating a large mill and grinding a lot of wheat don't necessarily mean the production of good flour; proper milling is an Art only acquired by experience.

The high quality of

Anchor Brand Flour

is the result of 22 years' experience in the selection and milling of wheat. No pains are spared to make it THE LAST WORD IN FLOUR. 24

Manfd. by
LEITCH BROTHERS FLOUR MILLS, OAK LAKE, MAN.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 38 Front Street, NEW YORK

MILK

is the one universal food. The best and purest form in which it can be obtained is

TRUMILK AND MILKSTOCK

The only milk powders soluble in cold water. Light to carry. Better in taste than any other form of milk in cans. Will keep after can is opened. Not injured by freezing.

AT ALL WHOLESALE GROCERS

Canadian Milk Products, Limited

Head Office: Mail Building, TORONTO



Making Your Dollar Travel Faster

IF YOU, Brother Grocer, invest a certain amount of money in—say—baked beans, fireworks, flour or any other line which you handle, and then sell at an advance of one dollar, you have made a dollar gross.
If you use the same money for the purchase of similar goods and make five such deals in a year---haven't you cleared *five* dollars ?

• • • •

If you have $2,000 in your *flour* business and are able to turn it over five times a year, *you* are on the same level as the man who has $20,000 and turns it over but *once*.
Isn't that the way YOU figure, Brother Grocer?

• • • •

Flour once bought, you know, must be *sold* before the money can be reinvested---before you can bank *any* profit. If you have even a single dollar locked up in some slow-coach flour brand, go after it tooth and nail and get that dollar out, even if you get only *90 cents* for it. FIVE ROSES keeps your money travelling, Brother Grocer, makes it earn something *all the time*.
Besides building a reputation for flour service, binding each customer to the "Quality Store."

• • • •

Better have your money in a savings bank at 3 per cent. at the end of the year than in some musty flour sack or leaky barrel at *nothing at all*.
They say FIVE ROSES makes your dollar work faster and harder, and you don't have to wait until the end of the year to clip the coupons off the dividends.

• • • •

If a word to the *wise* is sufficient, Brother Grocer---What then?

FIVE ROSES FLOUR

LAKE OF THE WOODS MILLING COMPANY
LIMITED
MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

The Grocer's Encyclopaedia From Week to Week

Description of the Egg Plant and its Origin—Grown in Canada to a Considerable Extent—The Recipe for Préparing it — A Delicious Food.

EGG PLANT—Guinea squash, or as it is more commonly known, egg plant, originally was grown only in the East Indies. It has always been a great favorite with the natives of Syria and Greece, and also with the Jewish people. Of late other nations are beginning to appreciate its good qualities as a table accessory, and the demand is increasing by leaps and bounds. In Montreal alone, during the past year, over one thousand dozen were used and the use is proportionate in other sections of the country.

The original Canadian demand came naturally from the foreign element who have settled here, but as they are all being gradually absorbed by the Canadian nation, the liking has spread until now the consumers number many among the native born of our country.

Until lately the egg plant was grown only in tropical countries, but for the past few years, they have been grown in nearly all sections of the United States and Canada, particularly on Long Island and in southern Michigan, where local demand is large.

How Grown in Canada.

In Canada they are usually started under glass and transplanted into rich, deep loam, with a good exposure to the sunlight, only after all danger of frost is past.

The insect enemies are about the same as those which attack potatoes, and the remedies for which are well known. With care they can be grown to advantage in almost any part of the Dominion, and grocers would do well to see that they are grown in their own district. A ready sale will be found for them, once the people have been shown how to prepare them properly.

Makes Delicious Dish.

In case the question is put to a grocer, how do you use them? the following recipe is given:—

> Peel and cut into slices ¼ inch thick; put the sections on a heavy plate, with salt in between each layer. A second heavy plate on top of the pile makes a very effective press, with some heavy weight, such as an iron placed on top. Leave the vegetable in the press about twenty minutes. Pour off all the juice and wash each piece thoroughly. Fry in bread crumbs as you would oysters. This will be found a delicious dish, and what is better, will help sales.

DIFFERENCE BETWEEN SYRUP AND MOLASSS.

Explanation Given by Chemist on a Much Discussed Question.

The question has recently been asked, What is the difference between molasses and syrup? and not many have been found who can answer it. E. G. de Coriolis, chemist, with the Edwardsburg Starch Co., Cardinal, Ont., has supplied the following information regarding the difference:—"It is generally considered that molasses is a product of the raw sugar factory, and syrup of the refinery. In the manufacture of raw sugar from cane, after concentrating the juices and crystallizing out the sugar, the thick, dark residue that is left is called "molasses." This substance retains the aromatic substances present in the cane, hence its value. Syrup is the product of the refinery. The raw sugar is made into a thick liquid, and then passed over bone black and afterwards concentrated and cystallized out; the thick liquid remaining being the "syrup" of commerce. This substance, unlike molasses, has lost the original aroma and flavor of the cane, and taken up, often to a very objectionable degree, the bone flavor.

"To sum up then, we can say that "molasses" is the pure, original syrup from the cane, whereas "syrup" has undergone treatment, which has deprived it of the cane flavor."

CANADIAN TOBACCO BETTER.

Harry A. Conant, Windsor, Ont., United States consul, writes: The chairman of the Imperial Tobacco Company of Canada was asked at Montreal if the report was correct that they had bought the Ontario tobacco crop. His answer was that tobacco grown in Canada today was superior to the American-grown leaf from the same type of seed, for the reason that the soil in the United States has been used for a number of years and the Canadian soil is practically virgin soil for tobacco-growing purposes, and therefore produces a better quality. The proof of this is that the consumption is constantly increasing. Furthermore, the protection given to Canadian-grown tobacco over imported leaf since the present Government has been in power has enabled the manufacturer to pay the farmer a good price for his product.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade



Canadian Trade Changes of Recent Occurrence

Sales That Have Been Made During the Past Week—Losses by Fire and Assignments Made.

Ontario.

J. J. McCann, general merchant, Stoco, Ont., sustained loss by fire.

Chas. Stanyer, general merchant, Ottawa, is succeeded by W. J. Greene.

R. H. Kenyon, general merchant, Humberstone, Ont., has sold his business.

The stock of Geo. Goodfellow, grocer, Fallowfield, Ont., has been sold at 40c on the dollar.

R. D. Forsyth, general merchant, North Claremont, Ont., advertises his business for sale.

R. Irvine, manufacturer of aerated waters, Smith's Falls, Ont., has disposed of his business.

C. J. Moore, grocer, confectioner and crockery merchant, Mitchell, Ont., is succeeded by Geo. E. Sawyer.

Deeves & Co., grocers, crockery and boot and shoe dealers, Brampton, Ont., sustained loss by smoke and water recently.

Jno. Thompson & Co., grocer and produce merchant, Fort William, has assigned to C. W. Jarvis—meeting of creditors on 28th inst.

Quebec.

Alfred Lafortune, grocer, L'Assomption, Que., is dead.

Assets of J. B. Charbonneau, grocer, Montreal, are sold.

The assets of V. Lacrois, grocer, Montreal, have been sold.

The Royal Washing Water Co., Levis, Que., has registered.

Assets of H. Lajeunesse, grocer, Parc Laval, Que., are advertised for sale on 19th inst.

Maritime Provinces.

Rupert Peters, grocer, Westport. N. S., has asigned.

Samuel Potter, general merchant, Clementsport, N.S., is dead.

McDonald & Donevan, is a new grocery firm doing business at Lorway Mines, N.S.

Western Canada.

Polock & Hoey, general merchants, Justice, Man., have dissolved.

The general store stock of H. F. Harmer & Co., Qu'Appelle Stn., Sask., has been sold to S. H. Caswell & Co.

McBain & Waggett have opened up a grocery store in Fernie, B.C. Both partners have been in the employ of the Crow's Nest Trading Company at Fernie.

Andrews & Nunn, who have been known as Mount Pleasant's (B.C.) leading grocers, have disposed of their business to the People's Grocery and Bakery Company.

W. T. Hunter, who has been in Greenwood, B.C., since the early days of that mining centre, and who has been head of the firm of Hunter, Kendrick Co., general merchants, has gone to Vancouver, where he has become interested in the Empress Mfg. Co., manufacturers of jams, etc. He has disposed of his interests in the interior.

New Companies.

The Havana Cigar Co., with head office at London, Ont., has been granted an Ontario charter. The provisional directors are Jos. Firstbrook, Gideon Grant, and Mervil Macdonald.

A Dominion charter has been granted to The Canadian Alimentary Co., Montreal, to carry on a wholesale and retail grocery business. Those interested are Adrien Chasalon, R. M. J. Beaudoin, E. H. Snedeker, J. A. Sullivan and J. F. Bissonnette.

The Johnson-Richardson Co., has been formed with head offices at Montreal, for the purpose of manufacturing package dyes. Those incorporated are Charles M. Johnson, Albert E. Richardson, Burlington, Vt.; Geo. G. Foster, George J. Ccmrie and James C. Walker, Montreal. They have been granted a Dominion charter.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Almeria Grapes

Arriving this week some extra fancy stock; these will suit the best trade, nothing better.

Our fourth car Florida Oranges in to-day, they are fine. Grape Fruit ripe and heavy.

Lemons: — Hiawatha, St. Nicholas and Kicker Brands.

Figs, Dates, Nuts, Cranberries, etc.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

BE PRECISE

When ordering Lemons—to simply order Lemons is not the best for your pocket—by saying "St. Nicholas" or "Home Guard" you would be getting from one to four shillings per box more Lemon value.

Specify
"ST. NICHOLAS" or
"HOME GUARD"
when ordering.

BE PRECISE

J. J. McCABE
AGENT
32 Church Street, TORONTO

Arrival of First Car California Navel Oranges

Grapes Rapidly Disappearing From the Market—Winter Apples Coming in Large Quantities—Potatoes a Shade Firmer—Some New 'Hot-house Tomatoes—Fish Trade Spoiled by Warm Weather.

MONTREAL.

GREEN FRUITS — Jamaica oranges and grape fruit have made their appearance in quantity on the market and find a ready sale, owing to the quality being somewhat better than usual. The oranges are quoted by the barrel, $4.50.

Valencia oranges are higher, also lemons and cocoanuts.

Almeria grapes are on the market at $5.50 per keg, and are pronounced of very good quality.

Larger quantities of winter apples have somewhat weakened prices and indications are that they will be even lower.

Malaga grapes are gone, as are most of the local varieties.

Apples, Alexanders, No. 1	3 50
" Baldwins, per bbl	4 00
" Greenings, per bbl	4 00
" Kings, No. 1	4 25
" Spies, per bbl	4 25
" Fameuse, per bbl	4 50 5 00
" Mackintosh reds	5 00
" " No. 2	4 50
" Tallman Sweets	2 50
" Wealthys, No. 1, bbl	4 50
" " No. 2, bbl	4 00
Bananas crated, bunch	1 75 2 25
Cranberries, per bbl	8 50
Cocoanuts, bag	4 25
Grape fruit, Florida	4 50
" " Jamaica	3 50
Grapes, Tokays, crate	2 75 3 00
" Almeria, per keg	5 50
" Concords, per basket	0 15
" Niagara	0 15
Lemons, Verdillis, box	3 25
" Maoris, box	3 25
Limes, per box	1 00
Oranges, late Valencias	4 00
" Jamaica, per crate	4 50
Plums, California, per crate	1 75 2 50
Pineapples, Florida, box	4 00 4 50

VEGETABLES—Supplies of vegetables are coming in better than is usual at this season, owing to the continued warm weather. This condition is only expected to be temporary, however, and sales are not up to what might be expected under the circumstances. No changes in quotations are reported.

Beets, per bag	0 50 0 60
Carrots, bag	0 50 0 60
Cabbage, dozen	0 25 0 40
Celery, Canadian, dozen	0 30 0 50
Cauliflowers, dozen	1 00 2 00
Cucumbers, basket	0 50
Green peppers, crate	1 50 2 00
Lettuce, dozen	0 40 0 50
" Boston	0 65 0 75
Leeks, dozen	1 00 2 50
Onions, red, per bag	0 75 0 80
" Spanish, cases 150 lbs	2 75
" " half cases	1 65
" " crates 50 lbs	0 90 1 00
Potatoes, Montreal, bag	0 60 0 90
" sweet, per bbl	2 50 3 50
" " basket	1 50
Parsley, dozen	0 10 0 15
Parsnips, per bag	0 90 1 00
Pumpkins, doz	1 25 1 50
Sage, dozen	0 40 0 50
Savory, dozen	0 40 0 50
Spinach, Canadian, box	0 50 0 60
String beans, basket (large)	4 00 4 50
Squash, Hubbard, per dozen	1 50
Thyme, dozen	0 40 0 50
Tomatoes, hot-house, lb	0 25
" Chateauguay, per basket	0 75
Turnips, bag	0 50 0 75
" Quebec, per ton	7 50 9 00
Vegetable Marrows, dozen	0 50 0 60
Watercress, dozen	0 40

FISH—Warm weather during the past week has interfered a good deal with the sale of fresh and smoked fish, but happily the stocks are light. The green cod market has stiffened up a little on account of rumors that no fish should be expected from the north shore. Upon inquiry the trade found that supplies were ample to satisfy all demands so the price will probably not go higher than it is to-day.

Plenty of frozen fish are on the market and in transit from the Pacific coast and Manitoba Lakes, the latter to be on the market soon.

Trade is looking up generally on account of the near approach of Advent about the last of November.

FRESH

Barbotte	0 08
Dore, per lb	0 10
Eels, fresh, per lb	0 08
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 05
Herring, fresh, per 100 lbs	2 25
Mackerel	0 10
Market cod, per lb	0 04
Perch, dressed, per lb	0 10
Pike, headless and dressed	0 08
Salmon, B.C.	0 16
Sea trout, per lb	0 14
Steak cod, per lb	0 05½

FROZEN

Dore, winter caught, per lb	0 09
Flounders	0 06
Halibut, per lb	0 09
Mackerel	0 09
Pike, headless and dressed	0 07
Steak cod, per lb	0 05
Salmon, B.C., red, per lb	0 09
Salmon, Gaspe	0 18
Salmon, Qualla, per lb	0 08
Whitefish, large, per lb	0 09
Whitefish, small, per lb	0 07

SALTED AND PICKLED

Green cod, No. 1 medium, per lb	0 03½
" small, per lb	0 02½
" large, per lb	0 03½
Labrador herring, bbl	5 25
Labrador herring, half barrel	2 90
Labrador sea trout, bbls	12 00 12 00
" " " half bbls	6 50
No. 1 mackerel, pail	1 90
No. 1 " half bbls	8 00
Salmon, B.C., half bbls	8 00
Salmon, B.C., bbls	15 00
Salmon, B.C., pink	14 00
Salmon, Labrador, bbl	18 00
Salmon, Labrador, ½ bbls	9 50
Salmon, Labrador, tierces, 300 lb	27 00
Salt eels, per lb	0 07½
Salt sardines, 20 lb. pail	1 00
Sardines, Quebec, bbl	5 50

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb	0 07
Herring, new smoked, per box	0 12
Kippered herring, per box	1 20 1 25
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 26
Oysters, choice, bulk, Imp. gal	1 40
" "Sealshipt," standards, Imp. gal	1 75
" " select	2 00
" shell, per bbl	7 00 10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c.	per lb.
Dry cod in bundles, per bundle	5 50
Skinless cod, 100 lb. case	5 25
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS—Apples are the leading fruit on the market, and receive the best attention. That it pays the farmer to grow good fruit, and then pack them carefully is evident from the fact that some apples can be bought at $1 a barrel and others sell as high as $6. Extra choice, of the best varieties in one bushel boxes, sell for $2.25 to $3. The first car of California navel oranges arrived, but the late Valencia's and Floridas have the preference for immediate use. Almeria grapes are firm at $5.50 to $7 per keg. There are still considerable grapes, but they are getting stale and almost any offer would be accepted for them.

Apples, green, basket	0 15	0 25
" per barrel	1 50	4 50
Bananas	1 65	2 00
Cranberries, per bbl		8 50
Grapes, small basket	0 12	0 15
" large	0 20	0 25
" Almeria per keg	5 50	6 50
Grape Fruit	3 50	4 00
Lemons, Verdelli	3 25	3 50
" Palermo	3 50	3 75
Oranges, Cal. Valencia	3 25	3 75
" Cal. small		3 00
" Porto Rico	2 00	2 50
" Floridas	3 00	3 25
Peaches, late	0 50	0 65
Pears, Can., basket	0 40	0 60
Pineapples, per case	2 40	4 50
Quinces, per basket	0 30	0 40

VEGETABLES—Potatoes are a little firmer. Some have lately arrived which had been touched by frost, and some not ripe enough to keep. This has caused a good deal of extra work in picking them over. It is quite a surprise to see fresh picked tomatoes, hot house grown, at 25c a lb., showing that wonderful progress is being made in growing vegetables in hot houses, which will in a short time keep our markets supplied all the year round.

Beets, per bag		0 60
Cabbage, Canadian, per dozen	0 35	0 40
Carrots, new, per bag	0 50	0 55
Celery, Canadian, per doz	0 25	0 30
Onions, Canadian, per bag	1 00	1 25
" new, Valencias, crate	2 75	3 00
" Spanish		2 75
" " half cases		1 75
Peppers, green, per basket	0 30	0 35
" red, per basket	0 50	0 60
Parsnips, per bag		0 75
Potatoes, Canadian, per bag	0 60	0 65
" sweet, basket		0 56
" sweet, per hamper	1 25	1 50
" sweet, per barrel		3 50
Radishes, per dozen		0 20
Tomatoes, Canadian, per basket	0 40	0 50
" hot house, per lb		0 25
Turnips, per bag		0 40

FISH—The fish men are glad to see colder weather. The mild weather has been hard on the fish trade, which has been a little quiet recently.

Bloaters, per box	1 20
Blue fins	0 06½
Carp	0 03
Cod, fresh caught	0 07
Cod, Imperial, per lb	0 05
Cod, Arcadia	0 10
Ciscoes, per basket	1 10 1 20
Eels, per lb	0 08
Finnan haddie	0 08
Haddock, fresh caught	0 07

Fancy Prize Apples

All the fancy Exhibition apples on show at the St. Lawrence Arena were purchased by us and have been displayed at our warehouse all week.

The finest lot of apples ever shown in a Toronto warehouse.

The best is none too good for our trade.

White & Co., Limited

The Wholesale Fancy Fruit House

TORONTO HAMILTON COBALT

Phone Main 5672-5115



RIPE SWEET JUICY FLORIDA ORANGES

Best Oranges on the Market

FLORIDA CITRUS EXCHANGE

ORANGES, GRAPEFRUIT

See that every box you buy bears this mark

W. B. STRINGER, Toronto - District Manager

NEW ARRIVALS

Fancy Sweet Sonoras

California Navels

AND Florida Oranges

FINE RIPE New Messina Lemons

Almeria Grapes

ALL OF FINEST QUALITY

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

Halibut, fresh caught		0 10
Herring, medium, per lb., fresh caught	0 05	0 06
Herring, sea, per 100 count		3 00
Herring, Digby, per box		0 15
" Labrador, per keg		3 00
" " per brl		5 50
Lobsters, each	0 25	0 30
Mackerel, each	0 20	0 25
Perch		0 07
Pike		0 06
Quail on toast		0 05
Qualla		0 09
Sea salmon, dressed		0 13
" " round		0 10
Salmon trout, salt, per keg		6 00
Shrimps, per gal		1 15
Trout, fresh caught	0 09	0 10
Whitefish, fresh caught		0 11
Yellow pickerel		0 09
Oysters, selects, per gal		1 85
" standards, per gal		1 65
" extra selects		1 90

DEMANDING HIGHER PRICES.

At a meeting of farmers residing in the vicinity of Launching, P.E.I., the low price offering for potatoes was discussed and the following resolution was adopted last week :

"Whereas, potatoes cannot be grown for the price now offering, and whereas, present conditions will allow of an increase in price ; therefore resolved, that the farmers of Launching and vicinity hold their potatoes until they receive at least twenty-five cents."

The farmers claim that as there is only about half a crop, better prices should be obtained.

LIMA BEAN MARKET RIGGED.

J. K. Armsby, of Chicago, states that the lima bean market is being held up by speculators purchasing everything that comes in sight, without regard to the demand. The crop he says is an excellent one. Neither retailers nor jobbers are interested in selling and "there is a big difference between the trade being for or against an article as the syndicate will find out before they finish."

Mr. Armsby recommended hand-to mouth purchasing until the syndicate get ready to trade at prices within reason.

BIG TURNIP CROP OF P. E. I.

Frank Deedmeyer writes from Charlottetown that the 1909 crop of turnips and other roots in Prince Edward Island is estimated at 4,500,000 bushels, or about 20 per cent. of the production of all Canada. The home consumption of turnips is about one-half, the surplus being shipped to New Brunswick and Newfoundland, and if prices are high there in the spring, to Boston. Prices last year were 14 cents per bushel f.o.b. Charlottetown and Summerside. As hay and other feed stuffs are abundant this year, 12 cents is the expected price this fall.



Ask for

"ALBERT & CIE"

French Sardines

This popular and world renowned brand is packed in FRANCE from specially selected fish only.

AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager



The above is a guarantee of

"Extra Quality"

Not merely "finnan haddie" but something "special." Insist on getting the best. It usually costs the same as others. To lower the price means to lower the quality.

THE F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors, Toronto

LEONARD BROTHERS
YOUVILLE SQUARE
MONTREAL

Advent Season

Advent begins December 1st. Cold weather is now here. You will require

Fish and Oysters

for your customers. Secure supplies direct from us and insure satisfaction. A few of our many lines :

Fresh	Frozen	Smoked
Haddock	Salmon	Haddies
Cod	Pickerel	Kippers
Halibut	Whitefish	Bloaters

All kinds Prepared, Dried, Salted, Smoked and Pickled Fish in stock

Oysters

Malpeques and Caraquets in shell. "Sealshipt" Oysters—solid meats

Send a card for our new price list quoting every variety

Branches—
Montreal
St. John, N.B.
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P.O. Box 639
Four Long Distance Telephones
The Largest Fish and Oyster Warehouse in Canada

Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.

CCC
Norwegian Canned Goods

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Radiger & Janion, Vancouver and Victoria, B.C.

Don't Look for Trouble!

Unless you use discrimination in placing your orders, you will have trouble over your canned fish goods!

But troubles vanish when you handle—

LOGGIE'S GOLDEN CROWN AND GOLDEN KEY LOBSTERS

Everything that careful selection, sanitary handling and expert packing can effect to make a canned article as perfect as possible, has been embodied in the above well-known brands.

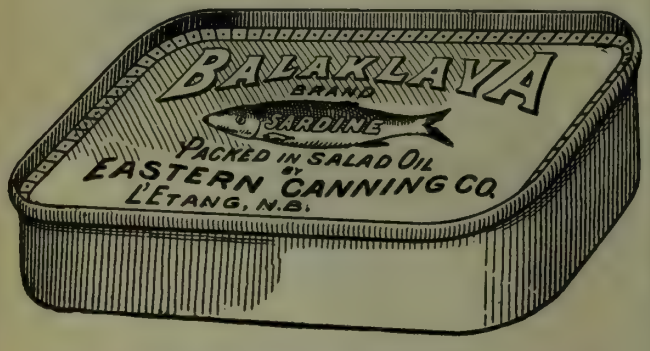
Every can is a satisfaction giver!

Send for prices.

Sole Packers

W. S. Loggie & Co., Limited
Chatham - New Brunswick

Very plain reasons always carry weight!



are best for you to handle

BECAUSE

1. They are firm, fresh, finest Bay of Fundy fish, packed in purest salad oil.
2. They are scientifically and attractively canned.
3. Their flavor and price suit the public.
4. Selling them leaves you a good profit, and adds to your reputation.

For prices and information write

The Eastern Canning Co., Port Canada, N.B.

Canadian Agents:—C. A. Chouillou & Cie, Montreal; Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Stteet, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.

FISH FOR ADVENT

HAVE YOU

CHRISTIE'S

QUICK SELLERS?

CHRISTIE'S far-famed SCOTCH FILLETS
" Scotch cured FINNAN HADDIES
" " " KIPPERED HERRINGS
" " " BLOATERS
" " " SALT HERRINGS
" Canadian cured SALT HERRINGS

YOU SHOULD STOCK THESE HIGH-GRADE LINES

Prices on Application

CHRISTIE'S LTD.
DARTMOUTH, - NOVA SCOTIA



PERFECTION IN PACKING

POPULAR AND PALATABLE

BRUNSWICK BRAND SEA FOODS

THE LINES YOU CAN HANDLE WITH PROFIT

¼ OIL SARDINES
KIPPERED HERRING
FINNAN HADDIES
¾ MUSTARD SARDINES
HERRING IN TOMATO SAUCE
CLAMS
SCALLOPS

Are your shelves stocked with these splendid sellers and satisfaction givers?

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross Macauley & Co. Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B. C.; The Alf. Denis Co., Ltd.,; Edmonton, Alta.

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System,

SOUTH NORWALK, Connecticut. INC.



BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and Pictou, N.S. Canada

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

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The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

Tea Gardens of the World.
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Where to Buy Teas.
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By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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There's absolutely no excuse for a grocer to complain of bad bills. There's a way to hold the credit customer in check and avoid losses.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

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ABSORBINE



will remove them and leave no blemish. **Does not blister** or remove the hair. Cures any puff or swelling. Horse can be worked. $2.00 per bottle, delivered. Book 6 D free.

ABSORBINE, JR., (mankind, $1.00 bottle.) For Boils, Bruises, Old Sores, Swellings, Goitre, Varicose Veins, Varicosities, Allays Pain.

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

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might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

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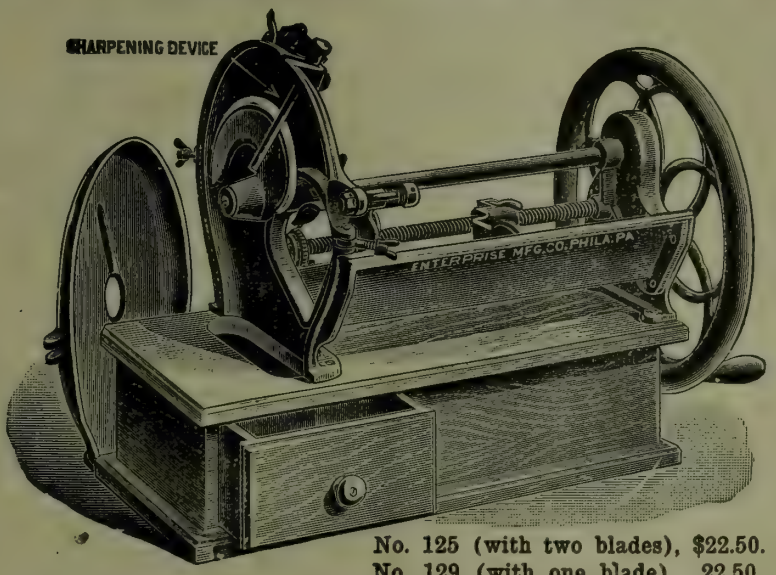
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"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), $22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japanned, at $8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co., of Pa.
Philadelphia, U.S.A.

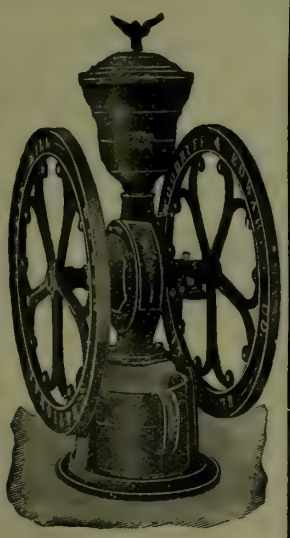
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are made in no less than

40 DIFFERENT STYLES



This favourite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

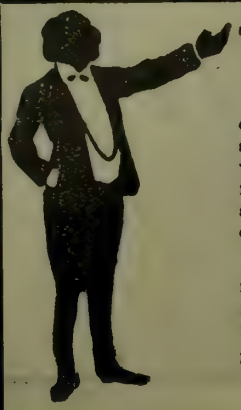
as extensively used for years by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE, LONDON, E, ENG.

Canadian Agents:
ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

A concrete example of one way in which The Canadian Grocer brings buyer and seller together

"Kindly send me sample copy of your paper. I am opening up a grocery store here and would like to have the names of the best houses before me."

You see in what light the retailer regards the firm who ask for his business through The Grocer. He classes them as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

Read next week an article, written by the advertising manager of a large concern, on "How does Trade Paper Advertising Pay?

7

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 1oz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	5 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Size s.	Per Doz.
Royal—Di .	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams		Peach	1 80
	Per doz	Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk.

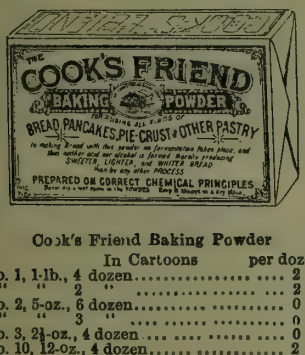
	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 9	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 25
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

	In Cartoons	per dozen
No. 1, 1-lb., 4 dozen		2 40
" " 2 "		2 50
No. 2, 5-oz., 6 dozen		0 80
" " 3 "		0 85
No. 3, 2½-oz., 4 dozen		0 45
No. 10, 12-oz., 4 dozen		2 10
" " 2 "		2 25
No. 12, 4-oz., 6 dozen		0 70
" " 3 "		0 75
	In Tin Boxes	per dozen
No 13, 1-lb., 2 dozen		3 00
" 14, 8-oz., 3 "		1 75
" 15, 4-oz., 4 "		1 10
" 16, 2½ lbs		7 25
" 17, 5 lbs		14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz.. $1 40

White Swan Flaked Rice, per doz..... 1 00

White Swan Flaked Peas, per doz..... 1 00

Blue

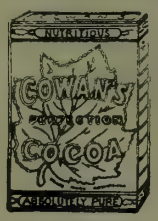
Keen's Oxford, per lb..... 0 17

In 10-box lots or case..... 0 16

Gillett's Mammoth, ¼ gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—

Perfection, 1-lb. tins, per doz.	$1 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Solu le, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Chocolate—	Per lb.
Unsweetened Chocolate	
Plain Rock, ½s & ¼s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 36
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen 0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz.	$	.90
¼ " " 4 " "	"		2.40
½ " " 2 " "	"		4.75
1 " " 1 " "	"		9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Hurley, Winnipeg.
Tees & Persse, Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.
G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½s	0 38
" " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-5-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 5-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails and 10, 25 and 50 lb Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 1
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., 1lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 00

Reindeer" brand per case (4 doz.)..... 5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins $0 33

"Gilt Edge" in 2 lb. tins 0 32

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese.—Imperial

Large size jars, per dz 3 25

Medium size jars, per doz..... 4 50

Small size jars, per doz..... 2 40

Individual size jars, per doz..... 1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box. "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 35
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ¼-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

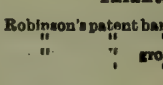
LAPORTE, MARTIN & CIE, LTD.

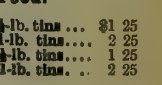
'Vita" Pasteurized Extract of Beef. Per case.					
Bottles	1-oz.,	case of	2 doz		$3 20
"	2 "	"	1 "		3 00
"	4 "	"	1 "		4 50
"	20 "	"	¼ "		4 75
"	20 "	"	1 "		9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins.	2 25

"Mephisto" and "Purity" Canned Lobsters.



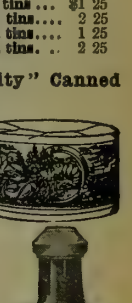


Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	1	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.



Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½lb tins	4 80

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails	" 0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 wood pails, 6 pails in crate, per lb	07



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Special Subscription Offer With

The Financial Post

The pre-eminent financial and investment paper of Canada.

THE INVESTOR'S LIBRARY:

The Investor's Primer	$1 00
The Art of Wall Street Investing	1 00
Mining Investments and How to Judge Them	1 00
Pitfalls of Speculation	1 00
Cycles of Speculation	1 50

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Any two with THE FINANCIAL POST, one year 3 50

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For sample copy address:

The Financial Post, - Toronto

A Great Selling Team

Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



Molassine Meal

It is not what a horse eats, but what he digests that counts. Our food is a valuable aid to digestion, and benefits the animal immeasurably. In no other food will you find so many unique features of excellence.

Its use in your stable will keep your horse in healthy condition.

ANDREW WATSON, Sole Importer
YOUVILLE SQUARE, MONTREAL



These are the goods

Have you a good supply?

AGENTS

Rose & Laflamme, Limited

Montreal and Toronto

Jose Segalerva of Malaga, Spain

has a reputation as a packer of

Malaga Table Raisins
Malaga Loose Muscatels
Jordan Shelled Almonds
Valencia Shelled Almonds

Why not protect your trade and ensure receiving the best when ordering, by specifying the goods packed under his name?

ROSE & LAFLAMME, LTD.
AGENTS
MONTREAL and TORONTO

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited.

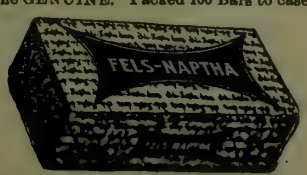


Assorted Case,	Contains 4 doz. $3.60
Assorted Case,	Contains 2 doz. $1.80
Lemon (Straight)	Contains 2 doz. $1.80
Orange (Straight)	Contains 2 doz. $1.80
Raspberry (Straight)	Contains 2 doz. $1.80
Strawberry (Straight)	Contains 2 doz. $1.80
Chocolate (Straight)	Contains 2 doz. $1.80
Cherry (Straight)	Contains 2 doz. $1.80
Peach (Straight)	Contains 2 doz. $1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.



Lard

W. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12
½-bbls.	0 12½
Tubs, 60 lbs.	0 12½
20-lb. Pails.	2 50
20-lb. tins	2 40
Cases 3-lb.	0 13
" 5-lb.	0 12½
" 10-lb.	0 12½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 11½
Tubs	0 12
20-lb. pails	0 12½
20-lb. tins	0 12½
10-lb. "	0 12½
5-lb. "	0 12½
3-lb. "	0 12¾
1-lb. cartons	13

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ...per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½ lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$3 50
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	18 20



3 doz. to box..... $3 60
6 doz. to box..... $7 20
30 days.



1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

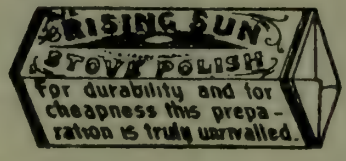
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 40 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
3a "	3 50

Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03½ "
¼-barrels, 175 lbs.	0 03½ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "
Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 38	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ¼'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 50 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

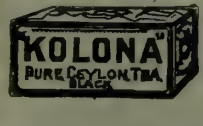


MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ¼s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c	0 23
Green Label, " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 56



Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ¼-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s.	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug Smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	36 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and it is always in packages *only*.

CHURCH & DWIGHT
Manufacturers
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL

LET US COLLECT YOUR OVERDUE ACCOUNTS

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections, and we'll make your slow-paying customers hustle to pay-up.

Send Them in To-day

The Beardwood Agency
313 New York Life Building - MONTREAL

Don't wait

Season closing

Order your

SALT

at once

VERRET, STEWART & CO.
LIMITED

No. 12 Port Street
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.

ST. CATHARINES, ONT.



Empire 25c. Tea

In lbs. and halves. Black, Green and Mixed.
100 lb. lots delivered to any place in Ontario

Empire Brand
THE GUARANTEE OF QUALITY

WE GUARANTEE TO PLEASE

For prices see proprietary articles department in The Grocer

SHALL WE SEND YOU A SAMPLE LOT? A POST CARD WILL BRING IT

4
FREE PHONES
For You
PLEASE USE THEM

GEO. E. BRISTOL & CO.

WHOLESALE GROCERS

HAMILTON, - - - - - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, NOVEMBER 26, 1909. NO. 48.



Robinson's Patent Barley

As a healthy, nourishing and enjoyable food for young and old, Robinson's Patent Barley has no equal.

Druggists sell it; grocers sell more of it; those who are wise will sell it always.

—WRITE FOR PARTICULARS

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Canada's Leading Table Syrup

Made, as it is, from the finest selected white corn, under perfect hygienic conditions and most modern scientific methods.

"Crown Brand" Table Syrup

is a delicious, healthy and nourishing table necessity which every grocer in Canada should sell. Most of them do now. If you do not, place your order through your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

DO YOU USE IT IN YOUR HOUSE?

SURPRISE
A PURE HARD SOAP

MAKES CHILD'S PLAY OF WASH DAY.

If you do not now use "Surprise" in your own home, *why not give it a full test?*

Full and complete faith by test and experience of any article that you sell, creates and makes your cnstomers trust in your judgment. This means good business.

TEST OUT "SURPRISE" SOAP YOURSELF

The St. Croix Soap Manufacturing Co.

Factory at St. Stephen, N.B.

BRANCHES: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

"Thistle" *Canned Haddies, Kippered Herring, Tunny Fish*

Haddies that are never anything else but real Haddock, caught, cured and packed at St. Mary's Bay. Natural flavor distinguishes them from all others. Tunny Fish whose careful selection and packing (in lined tins) compel approval from the Epicure. The "Thistle Brand."

Cox's Gelatine

Pure—absolutely pure, and hence certain to produce the most economic results for the cook. Powdered or Shredded as the cook prefers, but always fulfilling the most exacting requirements.

Taylor's Peels

Candied or Drained, but in either case admitting of no argument as to their high quality. Made from specially imported fruit skins from which the essential oil has *not* been extracted. Lemon, Citron and Orange.

The name "Griffin" on a package or can of dried or canned fruit is a symbol that points the way unerringly to the highest quality. In selecting, in growing, in caution in packing, the "Griffin" brand excels. Seeded or seedless Raisins, Prunes, Apricots, Pears—each is the best there is or can be.

Griffin & Skelley's Dried and Canned Fruits "Griffin's"

ARTHUR P. TIPPET & CO., Agents
Montreal



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East
"Face-to-Face Business" HAMILTON

Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?
Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

Largest and Finest Pure Whole Skinless Codfish "Royal Crown" in 100 lb. boxes.

Distributing Sole Agents

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

CHAS. MORIN

89 Dalhousie St., - QUEBEC

Specialty Manufacturers' Agent

18 years' experience; 3 travelers calling upon retail trade in Quebec district. Open for good lines in Grocery Specialties.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Selected Raisins,

Currants,

Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Ceylon Teas, Coffees, Spices, Mustard, Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea—stood the test in Western Canada for over 12 years—sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.

Yours truly,
G. C. WARREN

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Finest Bordeaux Whole Halves SHELLED WALNUTS

New Three Crown Shelled Almonds

LIND BROKERAGE CO.
23 Scott Street Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

NEW GOODS FOR CHRISTMAS TRADE

IN STORE—OUR FIRST SHIPMENTS OF

NEW WALNUTS—*IN SHELL*

Grenobles, Marbots and Bordeaux

Also a full stock of NEW

ALMONDS, BRAZILS, FILBERTS, PECANS and PEANUTS

Now is the time to order **TABLE RAISINS** before our assortment is broken.

PROMPT SHIPMENTS AT RIGHT PRICES

EBY-BLAIN, LIMITED

Wholesale Grocers - - - TORONTO

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs you	20c.	for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1.00	"	"	"	70c.

THE BLUE RIBBON TEA CO., Limited

266 St. Paul St., MONTREAL

Old Homestead Brand
Canned Fruit and Vegetables

—of all the many brands now before the public—perhaps stands in higher favor than any other.

The reason is not far to seek. Every suggestion or contrivance that care, skill, science or sanitation can afford, has been embodied in the manufacture of these famous goods.

We intend to maintain at any cost our reputation for highest quality and unequalled purity, and we guarantee each can positively to contain no other fruit or vegetable but that which the label indicates. No preservative is either required or added in canning. Order from your jobber.

OLD HOMESTEAD CANNING CO.

PICTON : : : ONTARIO



We Will Show You How To Dress Your Windows, Supply You With Beautiful Banners and Hangers, and Draw The People Into Your Store.

Write us about our Window Dressing Plan to increase sales. It's through their windows that the department stores draw much of their trade. We will show you how it is done with **CAMPBELL'S SOUPS**—the Soups which pay you 33⅓%—the Soups which are so much better and so much more economical than any other that you haven't a customer who buys them once who won't keep on buying them—21 kinds.

JOSEPH CAMPBELL COMPANY, - Camden, N.J.

ROSE & LAFLAMME, 400 St. Paul St., Montreal—Canada Selling Agents.

21 kinds—look for the Red and White Label.



GENUINE SATISFACTION

IS THE RESULT

WHEN YOU SERVE YOUR CUSTOMERS WITH

WHITE SWAN COFFEE

YOU LIKE THE PROFIT—THEY THE GOODS

2 DOZEN—1 lb. TINS PER CASE.

White Swan Spices & Cereals, Limited

TORONTO



By Special royal permission

A Right Selection

of Sardines is of the utmost importance to every grocer, but it is never easy to know just what to handle. In canned fish

KING OSCAR Brand SARDINES

are always uniformly pure, sweet and well packed and prove a profitable and quick-selling line.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON - - - ONT.

AGENTS WANTED

We require agents for the sale of our high-class Grocers' and Druggists' Specialties in the cities of Ottawa, Kingston, Hamilton, London, Winnipeg, Regina, Calgary, Edmonton, etc.

The sole agency will be given for the city and the territory surrounding.

The goods are all of the very finest, and enjoy an enviable reputation all over the world. They are manufactured in England and have been pushed in Montreal and Toronto, where there is a good demand.

Please state lines already handled when you reply and give a banker's reference.

X.L., care of CANADIAN GROCER

Lessens the Women's Work

You know, Mr. Grocer, that if you secure the good-will of the ladies, you get possession of a valuable asset. On wash days

ASEPTO SOAP POWDER

is a boon, and lightens the women's work. It is the best for the quick and easy washing of clothes, and will clean walls, floors, crockery, pans, etc., just as well. See that you have this quick-selling line on your shelves.

Order from Your Jobber.

THE ASEPTO MFG. COMPANY
ST. JOHN, N.B.

BROOMS

We Make

Brooms of Quality

When next in need of this line
ask us for prices
We have the goods for household, mill, factory, warehouse and others

Capacity enlarged to
20,000
dozen per annum

Walter Woods & Co.

Hamilton and Winnipeg





Your Success

Mr. Grocer

is best attained by care in the selection of your stock of goods. The ability to choose between articles that move rapidly and those that hang fire as it were---that pile up "dead stock."

Now, you know what makes goods move quickly. Advertising---to create the initial demand. Quality---to make them repeat. More advertising---to convince additional consumers and to suggest new uses.

Pure Gold

(Trade Mark Registered)

Goods

are getting the advertising---you've seen the copy in the Canadian newspapers, magazines and street cars. You will continue to see it.

They have the quality---the purity, deliciousness and wholesomeness to bring repeat order after repeat order. This has been proved for years---before we even thought of advertising them.

Do You Carry the Pure Gold Line?

(Trade Mark Registered)

If not, it will pay you to do so---there's a profit for you.

These goods can be had of all jobbers and can be shipped from Pure Gold stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURING CO., Limited, Toronto

It is never too late to get in on a good thing like

QUAKER SALMON

but we would—nevertheless—advise you to order your supply immediately.

MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

Ginger-Bread BRAND Molasses

(The Best There Is)

Produced and sold under the British flag

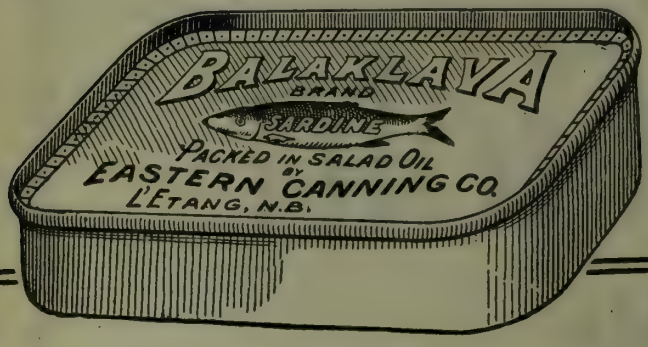
When ordering from your wholesaler specify the above well-known brand

RESULTS

Satisfied Customers Increased Sales

Dominion Molasses Co., LIMITED

Halifax, - Nova Scotia



FORESIGHT LEADS TO FORTUNE!

Show your foresight by handling

BALAKLAVA SARDINES

the line the public demands. Fine, firm, fresh fish, caught by our own men in the famous Bay of Fundy, delicious in flavor, packed in purest salad oil, and put up in an attractive sanitary tin—that's the proposition you are handling when you sell 'Balaklava' Sardines. The prices will interest you.

Write to-day.

The Eastern Canning Co., Port Canada, N.B.

Canadian Agents:—C. A. Chouillou & Cie. Montreal; Green & Co., 25 Front Street East, Toronto; D. C Hannah, London, Ont.; G. Wallace Weese, Hamilton; H D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.

One of

The Little Things That Counts

and counts for a great deal, is

SNAP

the magic hand cleaner. For chasing all kind of dirt, paint, grease or tar from soiled hands it is unequalled, and has over and over again proved a marvellous trade puller to many stores. Are you handling it?



Write to-day

THE SNAP CO. LIMITED

MONTREAL, QUE.



FIRST In Official Tests In Public Favor

An unsupported statement such as the above would not carry much weight. But we have the strongest possible backing to our statement; we refer you to the Government Analysis which pronounces——

E.D.S. Brand JAMS and JELLIES

100% pure. The increasing demand throughout the Dominion for these goods is proof enough of the way they are appreciated by the public.

They are just what you want for a high-class trade.

E. D. Smith's Fruit Farms, - Winona, Ont.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.



10c.

Is the popular price for a hand cleaner.

When the grocer sells

GILMOUR'S HAND CLEANER

he pleases the customer by handing out the best article of the kind on the market, and puts money into his own pocket while doing so.

The Hand Cleaner That
Has the Largest Sale!

THE GILMOUR SOAP WORKS CO.

MONTREAL



Made in Canada

DON'T HAVE TO GO TO COLLEGE

The McCASKEY CREDIT SYSTEM is so simple that the average school boy can handle accounts as well as the college student.

1130 Yonge Street, TORONTO, October 26th, 1909.

TH: DOMINION REGISTER CO., LTD.,
TORONTO, CANADA.

GENTLEMEN,—It affords us much pleasure to add to your long list of testimonials for your Credit Sales Register.

We have used your Register for over three years and can recommend it as possessing all the advantages you claim for it.

During this time we have found it has surely eliminated all the mistakes usual with the Old Style, paying for itself many times over, and we would not part with it at any price if we could not replace it.

In closing we wish to say that in our opinion your Register can be used with equal success in any business, and should head the list of a merchant's intended purchases.

Yours very truly,
(Signed) T. W. LYNN.

The McCASKEY ACCOUNT REGISTER SYSTEM is a time saver, trouble-saver, money-saver and money-maker for any merchant that does a credit business.

Complete information costs the price of a postal. You write the postal.

DOMINION REGISTER COMPANY, Limited

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue TORONTO

A LEADER

FOR OVER

50 YEARS



W. D. McLAREN, LIMITED

Manufacturers

583-585 St. Paul Street - MONTREAL

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO

Ever Handle Skates

Mr. Grocer?

Perhaps not lately, but you used to; not for profit but for exercise. If you happen to know a bright boy who likes skates, same as you did, and wants to know how to sell things, at the same time getting "over-time pay" for what he does, we will consider it a favor if you will show him this "ad."

If HE win the skates we will send YOU a nice leather card case, as a prize for picking a winner. It is also good practice to see if you can choose the right boy; should he make good he may be useful in your employ.

Here's what we will do for the boy (or anyone else).
A pair of Auto Hockey Skates, Model "B," any size required, will be sent to anyone who sends us four full year paid subscriptions to BUSY MAN'S MAGAZINE.

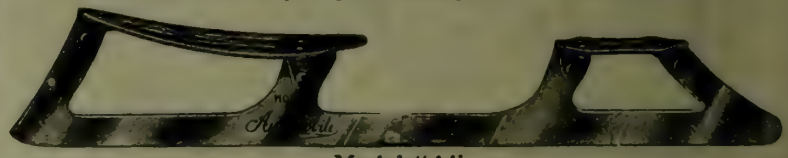


Model "B" automobile skates, high-grade, absolutely guaranteed

DESCRIPTION

BLADES: made from concave, tapered, nickel steel, specially laminated and tempered. polished, plated and buffed.
TOPS: hard, cold rolled steel, polished, plated and buffed, attached with specially strong brackets. High finish
SIZES, 10, 10½, 11, 11½ and 12. $4.00 per pair.

We will send a pair of Model "A" or a pair of Ladies' Auto Skates in return for three full year paid subscriptions to BUSY MAN'S.



Model "A"

DESCRIPTION

BLADES: straight, double ended, made from concave tapered nickel steel, specially laminated and tempered.
TOPS: hard, cold rolled steel, neat design, attached with strong side brackets.
FINISH: tops and runners polished and buffed—also brackets. A very superior finish throughout. Sizes: 10, 10½, 11, 11½ and 12. Price: $3.50.



Ladies' Auto

DESCRIPTION

BLADES: slightly curved runners, double ends, made from high-grade, finely tempered steel. Very light and strong.
TOPS: hard, cold rolled steel, attached with neat side brackets.
FINISH: runners highly polished, plated and buffed. Tops and brackets polished and plated with satin finish. Sizes: 9, 9½ and 10. Price: $2.50.

Any article that we offer as a prize is always the best we can buy. If you could see these skates as they are receiving the last polishing touches before being packed into their cases, you would realize as we do what splendid prizes they are.

Referring to a recent prize, Mr. W. G. Brown of Stratford, Ontario, writes: "I notice the fairness with which you treat the 'little chaps'." This is just what makes our prizes so popular. Nothing is too good for the boy who "can do the business."

Tear off here.

Circulation Department,
BUSY MAN'S MAGAZINE
10 Front Street E., Toronto

Gentlemen:—Please enter my name on your list for a pair of Auto Skates, Model.....Size.....and I will try to send you .....paid subscriptions as per your "ad" in the "Grocer."

On receipt of this Coupon we will send you sample copy, order book, etc.

Name .....
Street or Box.....
Place .....Prov.

ARE YOU BUYING CHEAP, TRASHY JAPAN AND CHINA GREEN TEA ? ? ?

No ! Perhaps you are though. Unknowingly. It is

a fact that large quantities of trashy China and Japan Green tea, mixed with a small percentage of Ceylon and India greens is being offered as a pure Ceylon or India Green Tea. Are you the victim of this deception? If so, your green tea trade will suffer. Your only safeguard in buying tea—your only way to increase trade, is to sell

"SALADA"

GREEN TEA

Pure, uncolored Ceylon and India green tea, and that only, enters into its blend. The color of genuine green tea is entirely due to the rapid drying of the fresh leaf, and is an olive-green color—a shade lighter than black tea. The green teas of Japan and China are faced and glazed with artificial coloring matter, principally with a powdered mixture of gypsum and Prussian blue. They are very injurious to the health. "SALADA" Green Tea is absolutely pure, absolutely clean, machine made and noted the world over for its delicious and delicate flavor.

BE CONVINCED—A postal inquiry will bring samples and full particulars by return mail.

STORAGE IN HAMILTON

A new fireproof Storage Warehouse.

TRACK FACILITIES

Every convenience to reduce the cost of handling Merchandise

IN BOND OR FREE

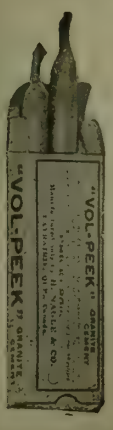
Lowest Insurance

Experienced Warehousemen

Accounts Solicited

Storage and Transfer Co., Limited

Hamilton - - - - - Ont.



A PROPOSITION TO YOU

We want you to send for a sample of "VOL-PEEK" Granite Cement, which you should have your wife try—just to convince YOU of its merit.

It will be found unparalleled for mending holes in all kinds of tinware, enamelware, iron, etc. Then, knowing its value, we want you to secure a trial lot—for sale. It will mean money in your pocket.

WILL YOU DO THIS?

H. NAGLE & COMPANY

LAPRAIRIE, QUE.

Borden's New Size Package



"Peerless Brand" Evaporated Cream

Retails at 5c. **$2 per case of 4 doz.**

¶ Your particular trade will have nothing but Borden's Brands. You can take no better way of pleasing **all your customers** than by recommending Borden's Brands and telling them why you do so.

BORDEN'S CONDENSED MILK COMPANY ESTABLISHED 1857

WILLIAM H. DUNN - - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.



Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

New Pickles for You!

Have YOU ordered from us your supply of new season pickles yet? If not, do so at once. We can fill your order whatever it be, large or small, in bottles or in bulk.

HIGHEST GRADE GOODS QUALITY IS UNSURPASSED

Thos. McCready & Son, Limited

Bonded Vinegar, Pickle and Spice Manufacturers - - - St. John, N.B.

Is yours a haphazard coffee trade? Or is it a steady stream of satisfied customers, who not only "come back" themselves but pass the good news along to others?

If the latter—you must be selling Chase & Sanborn's High Grade Coffees—if the former—you should be.

Chase & Sanborn, - Montreal

The Importers

Lots of Baking

is done around Christ mas time.

Your customers will thank you for recommending a cocoanut upon which they can depend.

They can always count upon

White Dove Cocoanut



W. P. Downey

MAKER

Montreal

CHANGE of BUSINESS.

J. Walter Snowdon

has taken over the business formerly carried on by SNOWDON & BORLAND, who have dissolved partnership, and will look after all orders, which should be sent to

413 St. Paul St. MONRTEAL

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.



It dries them up **Common Sense**

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG



Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

Do you use

Redpath

Extra Granulated and other grades of Refined Sugar? They represent perfection in Sugar Refining.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.



Christmas Festivities

will call for an abundant supply of

Shirriff's Jelly Powders

The kind that makes the most delicious natural-flavored jellies in the quickest time! See you are prepared to meet the demand.

Imperial Extract Co., 8, 10, 12 Matilda Street TORONTO

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR



LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms *Write our Agents for Particulars*

STERLING Brand
MINCE MEATS

For the holiday trade now upon us keep well stocked in this famous brand of Mince Meats. There is something distinctive about this line that makes a satisfied customer always. Done up in glass and in 6½, 12, 28, and 50 pound pails.

Made in Canada by
The T. A. Lytle Co.
Limited
Sterling Road = TORONTO, Can.





NEW SEASON'S
Fine Old English
Mincemeat and Plum Pudding
NOW READY FOR DELIVERY
Send in your orders quickly, please.
WAGSTAFFE, Ltd.
Pure Fruit Preservers
Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.



A Sure, Fast Seller

Anything that is the above will certainly interest you.
We have such a proposition in our

Holland Rusks

"The Food of Old Holland"

Delicious, nutritious, full of that "want more" quality which means repeat sales for you. Profits large.

SEND FOR SAMPLE

HOLLAND RUSK CO., HOLLAND, MICH
Makers of the Original
If your jobber cannot supply you, please notify

McGREEGOR SPECIALTY CO.
672 Yonge Street, TORONTO



BULK—25 lb. Pails and 60 lb. Tubs
ALL WHOLESALERS.
NICHOLSON & BROCK, - TORONTO

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Trade. And It Would Discourage Growing Fine Teas.

Tartan BRAND

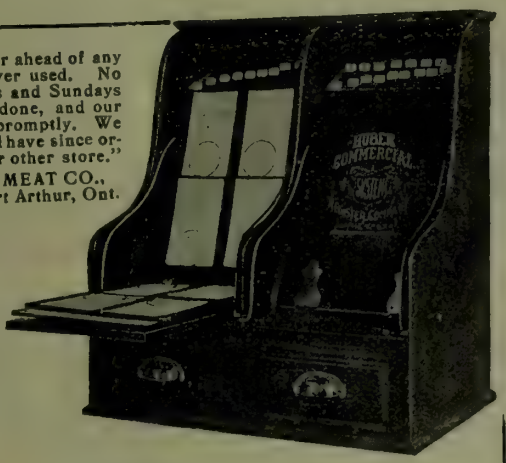
IN STORE

Finest Selected Valencias, Sultanas, Malaga Raisins, all kinds
Finest Figs, Peels, Apricots, Peaches, Nectarines
Finest Shelled Almonds, all grades
Finest New Santa Clara Prunes
New Labrador Herrings, Mackerel
New Sea Trout, Holland Herrings, etc.

Phone or write for quotations
Long distance 598 free to buyers

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

"We consider it far ahead of any System we have ever used. No more working nights and Sundays to get our posting done, and our customers pay up promptly. We first bought one, and have since ordered another for our other store."
THE BROWN MEAT CO.,
Port Arthur, Ont.



The interior takes out and fits any safe, thus giving complete fire protection.

Huber Account Register and System

has done away with all bookkeeping and posting, and by avoiding errors has gained the customers' confidence. It is the latest, most accurate and most satisfactory way of keeping accounts, and is adaptable to any business. Shall we send you our Catalogue?

We Want Salesmen—Live Ex-Merchants Should Apply

R. B. Belden & Co.,
178-180 Victoria Street - - Toronto

St. Lawrence Sugar

GRANULATED
and
GOLDEN YELLOWS

made only from the choicest West India Crystals

THE ST. LAWRENCE SUGAR REFINING CO.
Montreal

Ewings' Club Jelly Powders

Have the reputation of being the most tasty, easily prepared and economical of all quick desserts and are consequently in highest favor with the housewife.
For this reason they are the most profitable line for the grocer to handle.

MADE ONLY BY

S. H. EWING & SONS, Montreal and Toronto

POULTRY WANTED

We want, right away, poultry—large or small shipments from grocers and general storekeepers.

—*WE DESIRE*—

Turkeys - Geese - Chickens

Ducks - Fowls

in good condition, nice plump stock. We will pay you the highest market prices. No commission

REMITTANCES PROMPTLY MADE. REFERENCE: ANY BANK.

P. POULIN & CO. 30 Bonsecours Market, MONTREAL

QUALITY BUILDS TRADE

It is the basis of all merit, worth and reputation. That is why the

RIVERDALE BRAND

of canned fruit and vegetables pleases so many people. They are a line on which the grocer can specialize and concentrate his attention and energy with good results.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO

VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—*TOM MURRAY, Chicago.*



McLEAN'S WHITE MOSS COCOANUT

is still selling at the old price. The grocer's profit has always been a premier consideration with us.

The Canadian Cocoanut Company
Montreal

OUR

Meadow Cream Sodas

ARE WINNERS!

If you have not tried them lose no time in ordering a case of tins or pails.

Our Sweet Goods Sell at Sight.

The W. J. Crothers Co., Limited

KINGSTON, ONTARIO

In the sections where the choicest Canadian Butter is made, you will go a long way before you find any but

WINDSOR BUTTER SALT

Practically every pound of prize-winning butter at the Dairy Exhibitions is made with "Windsor" Salt.

No other salt is good enough. No other salt sells.

The Canadian Salt Co.

Limited

Windsor - - Ontario



THE PUREST AND BEST

MR. DEALER

Have you stocked the new **5c.** tin

St. Charles Brand ?

Some of your customers will want it and any jobber can supply you. It's a convenient package and only **$2.00** per case.

Manufactured by



St. Charles Condensing Co.

INGERSOLL, ONTARIO

CANADA



SOMETHING NEW

And what is more important "Something Good"

DOMELINE

Simply the genuine old reliable James Dome Black Lead in **PASTE FORM.** Put up in a very attractive tin, makes a big 5 cent package. Shines up clean and quick, leaving a lasting, brilliant polish. Pays a good profit.

W. G. A. LAMBE & CO. - Canadian Agents.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. Everybody helps to sell it who has seen it or it will sell itself when exhibited. It combines in one machine the cash and credit register, time recorder and account register. We want representatives everywhere—men alert, intelligent, not afraid to hustle. Write for our proposition. Book-keeping Machines, Limited; head offices and show rooms, 424 Spadina Ave., Toronto. Branches, Vancouver, Winnipeg, Montreal. (tf)

AGENCIES WANTED.

AGENTS WANTED—For Halifax, Quebec, Montreal and Toronto for high class firm of Scotch confectioners, chocolate makers, jam and marmalade manufacturers. Apply with particulars and references to John Buchanan & Bros., Ltd., Stewart Street, Glasgow, Scotland. (51p)

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (48p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

CASH REGISTER, nickel plated. Registers one cent to twenty dollars. Perfect condition guaranteed. For quick sale, $50. Apply care Box 325, CANADIAN GROCER, Toronto.

ESTABLISHED grocery in fast growing suburb of Vancouver, splendid location. Stock runs about $900; fixtures, including horse and rig, $700. We can offer this good buy at invoice. See Vancouver Business Mart, 9 Hastings St. E., Vancouver, B.C.

FOR SALE—National Cash Register, No. 92, Improved check and detail strip. Printing device, six clerks' initial keys, charge, received on account, paid out. One cent to ninety-nine dollars and ninety-nine cents. Allan Cameron, Brockville, Ont.

FOR SALE AT A SNAP—One 6-drawer National Cash Register—self adder. A beautiful piece of shop furniture, cost $650, only two years old. Will sell cheap. Also a set cash carriers, new Lamson make, four stations, at a big sacrifice. Correspondence solicited. R. H. Benson & Co., Copper Cliff, Ont. (50)

BUSINESSES FOR SALE.

FOR SALE—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; good clean stock; at 90 cents, turnover $10,000. Brick building, for sale or rent, easy terms. Clear profit last year $2,200. Address Box 316, CANADIAN GROCER, Union Bank Building, Winnipeg. (50p)

GROCERY BUSINESS FOR SALE on Main Street Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Ltd., 8 John St. N., Hamilton. (tf)

CASH AND PACKAGE CARRIERS—Better and quicker service in your store results from the installation of the "Gipe" system of cash or parcel carriers. They are the latest, strongest, simplest and most effective on the market. Will centralize your business and more than pay for themselves in the first year. Write for catalogue. Gipe Carrier Co., 97 Ontario St., Toronto. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment, will interest you—there's nothing like it on the market. That's why we sell so many. All kind of supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Emp res, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

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THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

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Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
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Safeguard Your Interests

by handling only teas of proved merit, which have won public favor through their flavor.

"MELAGAMA" THE TASTY TEA

is the tea that always gives satisfaction, the money in each package helps your sales, and there is a good profit for you in handling it.

In ***BULK TEAS*** we always have the goods at right prices. Samples cheerfully forwarded.

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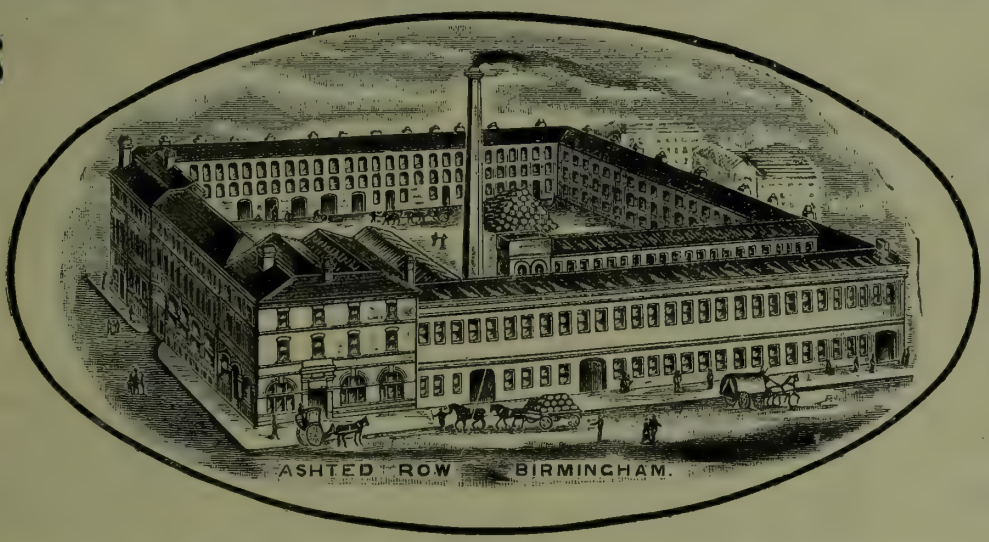
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SAUCE

Punch Sauce

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Canadian-American Branch
40 Scott Street, Toronto, Canada

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER.**

JAPAN TEAS

We again have several lots of suitable grades at different points just arriving.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

The Famous Dayton Scale

More DAYTON SCALES sold than all other makes of Computing Scales.

Acknowledged by all to be the **BEST SCALE** in the world.

And, being the **BEST,** it has been imitated.

We ask merchants to protect themselves by insisting on having the **DAYTON SCALE,** for the imitation is **never as good.**

Note the Low Platform

This Scale is **ABSOLUTELY AUTOMATIC,** is a **TOTAL ADDER,** and all weighings are given on the Chart in **CENT GRADUATIONS.**

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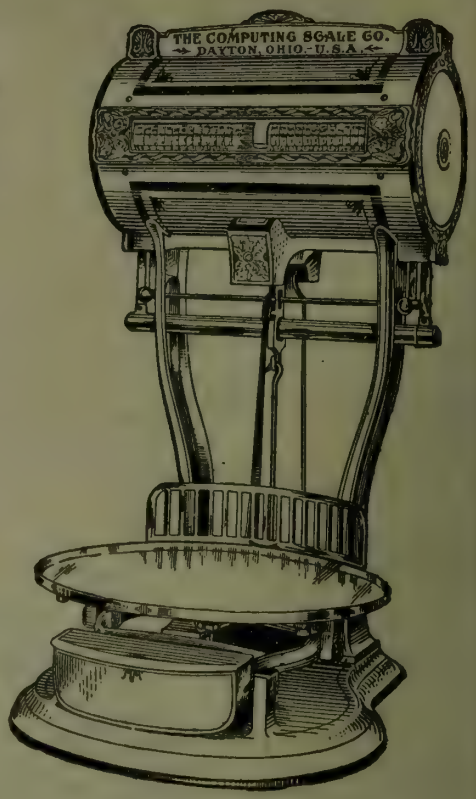
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Send name and address and we will have one of these **FAMOUS SCALES** demonstrated to you.

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Dayton Moneyweight Scale.
Note the Low Platform.

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System,

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This is the CONCORD CANNING COMPANY'S guarantee given with each tin of CONCORD NORWEGIAN SARDINES

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Norwegian Canned Goods

WE GUARANTEE

1. That all sardines bearing our name as packers are packed from the finest autumn caught fish.
2. That fresh caught fish only are used in our canneries.
3. That the Olive Oil or Tomato Sauce used are of guaranteed purity, and of the finest quality obtainable.
4. That we use the greatest care and cleanliness in the packing.

Such a guarantee is a splendid lever to move trade your way. Are you handling "CONCORD"?

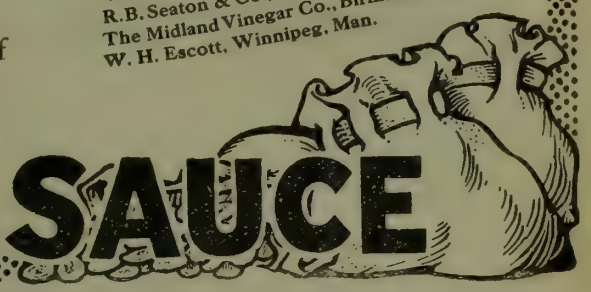
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HOW MANY CUSTOMERS HAVE YOU

who have not asked for H. P. Sauce? Our new extensive advertising is exciting a large demand and your customers are buying it—SOMEWHERE.
Wide-awake grocers are making a leading line of

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R.B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Birmingham, Eng.
W. H. Escott, Winnipeg, Man.



H.P. SAUCE

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned currants

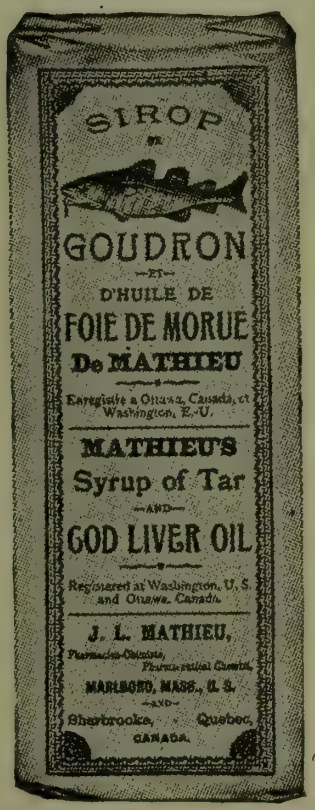
and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.
We solicit the opportunity to quote on your CURRANT needs at all times.

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THE LARGEST CURRANT HOUSE IN GREECE



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

commends itself to dealers.
It has the double advantage of present popularity and future certainty.
Its popularity is due to the wonderful cures it has effected, as attested by thousands of testimonials.
Its future is assured because its history is one of steady and rapid growth.
Of all cough and cold cures none assure the dealer a greater certainty of immediate and future profits.
During Fall and Winter the demand will be continuous.
Keep well supplied and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

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L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.
Wholesale Grocers
Coffee Importers
HAMILTON

BRANCH HOUSE: SAULT STE. MARIE

Laporte, Martin & Co. have now received their entire shipments of dried fruits and nuts and can make prompt shipments to their customers at attractive prices

Judicious grocers have every year been careful to await hearing from Laporte, Martin & Co., Montreal, before making purchases of dried fruits and nuts for they have learned that this firm supplies goods of the very highest quality, and that at most attractive prices.

Stocks for the present season have now been completed. All varieties of Christmas specialties have been received in store, and orders can be immediately filled.

Here are a few suggestions—We would advise immediate ordering to ensure prompt shipment.

PEELS FOR CHRISTMAS COOKING—

All the different kinds you require. Citron, Orange, Lemon—either whole or cut, as you desire, in any quantity you wish. All guaranteed the finest, and invoiced to you at very attractive figures.

1909 CURRANTS—

Our consignments this year have turned out to be of especially high quality, and we have no hesitation in recommending these goods to those grocers who want to please critical customers.

RAISINS OF ALL KINDS—

Your requirements in raisins are apt to be varied. We have everything you will want to sell in raisins. Choice stock at low figures.

DATES AND FIGS—

Sales of these goods are always large around this season. We have the choicest of both, neatly packed, and selling at prices which cannot be beaten anywhere.

DRIED PEACHES, PEARS, APRICOTS—

If you can supply your customers with dried fruits of the highest quality you will please them. All the brands we handle are of the widest renown. The best packers in California ship us. Secure our low quotations.

NEW SEASON PRUNES—

These goods, ranging in size from 40-50s to 90-100s, are the best obtainable anywhere, coming from the famous Santa Clara Valley. Order to-day.

ALL KINDS OF NUTS—

Those grocers having a particular trade to supply will find our nuts whole, sound and sweet, with a pleasing lack of unsound nuts. Our range includes :

SHELLED WALNUTS
MARABOTS, GRENOBLES
SICILY FILBERTS
GRENOBLETTES
MAYETTE GRENOBLES
MEDIUM PECANS
PEANUTS

And remember, too, that we have a complete range of plain and fancy groceries, and can ship you in a hurry these days when you desire goods quickly.

Write, Wire or Phone Us

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors **MONTREAL**

"I's in Town, Honey" I brings yo' money!

Aunt Jemima's Pancake Flour is Going to Sell Better Than Ever





Our everywhere advertising will take care of that. We will keep up the advertising so that you can keep up the selling. : : : : : :

AUNT JEMIMA'S PANCAKE FLOUR

is the best-known brand on the market. We intend to keep telling housewives about its fine qualities and about our unique coupon plan which increases your sales without increasing your work. : : : :

You can sell more of Aunt Jemima's Pancake Flour and make more money with less work than by handling any other brand on the market. : : : : :

Aunt Jemima's Rag Doll Family

Aunt Jemima and her rag doll family are the most popular premiums ever given away. Every child wants them and they are given for the coupons on the packages. This plan never fails to work and soon spreads throughout the neighborhood. : : : : :

YOU SELL THE FLOUR—WE SEND THE DOLLS. Don't forget that Aunt Jemima's is the popular and reliable brand for a good profitable busi ess. Order your stock from your jobber.

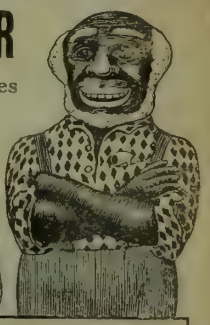
THE DAVIS MILLING COMPANY - ST. JOSEPH, MO.

Manufacturers of the celebrated Aunt Jemima's Special Cake and Pastry Flour and Davis' Golden Sheaf Bread Flour

MacLaren Imperial Cheese Co. - Distributors for Toronto
Rose & Laflamme, Ltd. - " " Montreal
R. B. Wiseman & Co. - " " Winnipeg







We Want to Give Your Little One A FULL SET OF 4 DOLLS FREE

Just send us a request on your letter head (this is necessary) and we will send you FREE the entire Aunt Jemima family, all ready to sew and stuff.

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Albert & Cie. 54
Allan, Robt., Co. 2
Allison Coupon Co. 58
American Tobacco Co. 50
Andrews & Munn. 36
Asepto Mfg. Co. 6
Aylmer Condensed Milk Co. 12

B

Balfour, Smye & Co. 17
Belden, R. B. 17
Benedict, F. L. 42
Bickle, J. W., & Greening. 5
Blue Ribbon Tea Co. 3
Borden Condensed Milk Co. 12
Bostock, J. J. 36
Bovril, Ltd. 43
Bowser, S. F. & Co. 58
Brack & Co. 2
Brand & Co. 6
Bristol, Geo. & Co. outside back cover

C

Campbell Co., Jos. 5
Canada Sugar Refining Co. 14
Canadian Biscuit Co. 44
Canadian Canners. 32, 33
Canadian Cocoanut Co. 18
Canadian Milk Products, Ltd 48
Canadian Pacific Ry. 42
Canadian Salt Co. 19
Capstan Manufacturing Co. 45
Cargill, H. 42
Ceylon Tea Ass'n. 16
Champion & Slee. 15
Chase & Sanborn. 13
Christie, Brown & Co. 45
Christie, Ltd. 56
Church & Dwight. inside back cover
Clare & Little. 2
Clark, W. 43
Clawson & Co. 2
Common Sense Mfg. Co. 13
Computing Scale Co. 22
Concord Canning Co. 22
Connors Bros. 55
Constant, H. 42
Cowan Co. 46
Cox, J. & G. 47
Crothers, W. J. 19

D

Davies, Wm., Co. 40
Davis Milling Co. 25
Dignard, Ltd. 45
Dominion Cereal Co. 45
Dominion Molasses Co. 3
Dominion Register Co. 9
Dominion Warehousing Co. 2
Downey, W. P. 13
Duncan, W. W. 36

E

Eastern Canning Co. 8
Eby-Blain Limited. 3
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 39
Epps, James & Co. 48
Erb, Herman 36
Escott, W. H. 42
Estabrooks, T. H. 37
Evans, F. G., & Co. 36
Ewen, J. W. 42
Ewing, S. H., & Sons. 17

F

Fearman, F. W., Co. 40
Financial Post. 62

G

Gibb, W. A. Co. 54
Gillard, W. H., & Co. 21
Gillett, E. W., Co., Ltd. 43
Gilmour Soap Works. 9
Goodwillie & Co. 63
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 14
Grant, W. J. 52
Gray, Young & Sparling. 42
Greek Currant Co. 23
Guelph Soap Co. 51
Gunns Ltd. 40

H

Hamilton Cotton Co. 59
Hamilton Stamp & Stencil Co. 59
Holbrooks, Ltd. 21
Holland, Rusk Co. 19
H. P. Sauce. 23
Huber Account System. 17

I

Imperial Extract Co. 14
Imperial Tobacco Co. 50
Irish Grocer. 2
Island Lead Mills Co. 59

J

James Dome Black Lead. 19
James, F. T., Co. 54
Jameson Coffee Co. 36
Jenkins Mfg. Co., W. A. 48

K

Kemp, Ltd., Geo. 42
Kilgour Bros. 59

L

Lake of the Woods Milling Co. 49
Lakeside Canning Co. 18
Lambe, G. W. A. 2
Landry, A. C. 42
Laporte, Martin & Co. 24
Leonard Bros. 55
Lind Brokerage Co. 2
Lytle, T. A. Co. 17

Mc

MacNab, T. A., & Co. 2
McCabe, J. J. 52
McCready, Thos. 12
McDonald, Gordon & Co. 18
McDougall, D., & Co. 50
McGreegor Specialty Co. 17
McIntosh, F. R., & Co. 36
McLaren, W. D. 10
McLeod & Clarkson. 36
McWilliam & Everist. 52

M

Maconochie Bros. inside front cover
Magor, Frank. outside front cover
Malcolm, Jno, & Son. 40
Marshall, E. A. 36
Mathewson's Sons. 8
Mathieu, J. L., Co. 23
Michigan Show Case Co. 59
Midland Vinegar Co. 23
Millman, W. H., & Son. 2
Minto Bros. 21
Montreal Biscuit Co. 48
Mooney Biscuit and Candy Co. 47
Morin, Chas. 2
Morse Bros. 62
Mott, John P. & Co. 46

N

Nagle, H. 11
Napanee Canning Co. 10
National Licorice Co. 46
Nelson, Dale & Co. 46
Nicholson & Bain. 39
Nicholson & Brock. 17
Nickel Plate Stove Polish Co. 62
Nishimura, S. T. & Co. 21

O

Oakville Basket Co. 13
Oakey, John & Sons. inside back cover
Old Homestead Canning Co. 4

P

Petit, Morley 42
Pickford & Black. inside back cover
Poulin, P. 18
Pure Gold Mfg. Co. 7

R

Ram Lals Tea Co. 3
Richards Pure Soap. 42
Robertson, R., & Co. 36
Robinson, O. E., & Co. 54
Royal Baking Powder Co. 57
Royal Polishes, Ltd. 62
Ryan, Wm. Co. 40

S

St. Charles Condensing Co. 19
St. Lawrence Sugar Refining Co. 17
Salada Tea. 11
Sanitary Can Co. inside back cover
Scott, David, & Co. 18
Sealshipt Oyster System. 22
Segalerva, Jose. 63
Sherbrooke Cigar Co. 51
Smith, E. D. 9
Snap Co., Ltd. 8
Snowdon, J. Walter. 13
Sprague Canning Machinery Co. 46
Spratts Limited. inside back cover
Stamper, D. 2
Stevens-Hepner Co. 8
Stewart, I. C. 58
Storage and Transfer Co 11
Stringer, W. B. 53

T

Thomas, J. P. 2
Thurston & Braidich. 39
Tippet, Arthur P., & Co. 1
Toronto Salt Works. 42
Truro Condensed Milk Co., Ltd. 14
Tuckett, Geo. E., & Son Co. 51

V

Vanvasseur, J. H., & Co. 44
Verret, Stewart Co. outside back cover
Victoria Fruit Exchange. 36

W

Wagstaffe, Limited. 17
Walker Bin and Store Fixture Co. 58
Walker, Hugh, & Son. 53
Warren, G. C. 2
Watson, Andrew. 62
Watson & Truesdale. 2
Webb, Saville E. 2
Weese, G. Wallace. 2
West India Co. 36
Wethey, J. H. outside back cover
White & Co. 53
White Swan Spice & Cereals, Ltd 5
Wilson, W. Harry. 36
Wiseman, R. B. & Co. 62
Wood, Thomas & Co., Ltd. 64
Woodruff & Edwards. 59
Woods, Walter, & Co. 6

Y

Young, W. F. 58

Why Cash Discounts to the Retailers were Dropped

Retailer Maintains That it is Unfair to Those Who Pay Their Debts Promptly—Manufacturers Say the Privilege Was Abused When Discounts Were Allowed—Wholesalers in Many Cases do Not Obtain Them From Manufacturers—They Also Claim Small Profits.

The question of the elimination by wholesalers of cash discounts on a great many grocery articles is causing considerable disturbance among the retail trade just now. The grocer who formerly received a cash-discount on almost everything he bought and paid for within the time limit claims that there is no encouragement now for him to pay his debts promptly. If he does he maintains that he is no better off than his competitor, who lets his accounts run for three or four months.

Bearing on this question, the following letter from a retailer signing himself "Yours for Discounts," will be read with interest:—

Editor Canadian Grocer,--

The question of discounts and its advantages to the retail grocer have been argued and discussed so often that the subject seems to have lost interest to the retailers of Canada. Now, that a law has been enacted and is in force, making the giver and receiver of secret rebates or secret discounts or gifts of any character liable to a heavy penalty, it seems to me an opportune time to bring this question to the front. I think every retail grocer in Canada should give this matter his most serious consideration. The dealer in a small way, say, having a turn-over of $10,000, by getting a discount of one per cent. saves $100 a year. This is actual saving, as few, if any, dealers take into consideration cash discounts, when making up cost of goods. Surely this amount, picked up as it were on the side, is good merchandising. Besides the money saved, the influence on a man's business and rating is worth as much more. Supposing a man of this stamp makes an offer on a lot of goods and the wholesaler refers to his financial man. The answer comes into the sample room: "Why that chap always takes his discounts." Surely such a reputation is worth working for.

In speaking to a number of grocers, individually, some of them made this statement: "When I go to my wholesaler to pay a month's indebtedness, he always throws me back three or four dollars, with a smile, and says, "That's for your promptness." Another man said: "I was determined to retain my discount, and so informed the traveler. He said don't make a fuss, and I will arrange it for you, on something that shows a profit, and I am perfectly satisfied that I am doing better than under the regular discount system."

These are examples of what some are doing. Does this satisfy the honest straightforward business man, who demands, and rightly so, to have just as good an opportunity to do business as any person else under similar conditions? I say decidedly no—but this is a matter we have to face, and why not at once. In the last year or two discounts have been abolished on nearly all lines that the grocer handles, in fact, you can about count all the articles on your fingers that remain under cash discounts. The question occurs, why did the manufacturers of starches, syrups, tobaccos, cereals and other goods, take this stand? It is to be assumed that they would like the good will of the men who are handing out their goods to the consumer, and one of their first considerations should be to secure the retail man as their personal friend. Now, Mr. Editor, I think this is a vital question, and one in which your paper might possibly work up some information, and if this article should catch the attention of any manufacturer, who has abolished cash discounts I would like him to give his reasons through your valued columns.

YOURS FOR DISCOUNTS.

Do Not Get Them.

It was about a couple of years ago since the cash discounts were dropped in the cases referred to, and in taking the step, wholesalers claim justification on various grounds.

The Canadian Grocer interviewed a number of them, as well as some manufacturers, on the question. One declared that the wholesale trade did not receive the discounts from the manufacturer, and therefore he did not think it should allow cash discounts to the retailer. He maintained that the man who at the present time did not pay his debts promptly was not on an equality with the one who paid cash, even if no cash discounts were allowed. The former was not only deprived of the discount, but he had to pay interest on overdue accounts, which sometimes amounted to considerable sums during the year. The position of the latter, he argued, as a buyer was much better, because he can often buy at better prices. A wholesaler, too, who has an overstock of a particular line of goods—the price of which has not been fixed to the retailer—and which he is in a position to sell cheaper than usual, will prefer to give the benefit to the grocer who pays him cash.

"I do not see any possibility," he said, "for the other fellow to compete with the cash-man, who always knows where he is at, who never has to pay interest on overdue accounts, and who is in a position to buy better; the grocer who conducts his business on a scientific basis is the one who is most to be admired."

Are Bound by Contract.

Other wholesale distributors said that the wholesale trade was bound by contract with many manufacturers, so that it could not give the preference of cash discounts on the products of those manufacturers to the retail trade. By the Contract Selling Plan with these manufacturers, no discounts for pre-payment are allowed, and as one wholesaler declared, "we're simply complying with instructions from manufacturers when we decline to give them."

"Do you allow the cash discount on all goods?" was asked.

"No, we do not; on many goods the percentage of profit is so small

that we cannot afford it," was the reply.

Always Wanted Discounts.

A reason for the cutting out of cash discounts given by still another jobber was that retail grocers took too much of an advantage of them.

"If ten days was the limit on some article good men wanted the discount if they remitted in eleven, fifteen or twenty days; if 30 days was the limit they would want the discount in 60, and some even in 90 days. To hold our trade we would have to allow it, and yet it wasn't fair to us nor to the competitors of those retailers."

From Manufacturer's Standpoint.

A Canadian manufacturer of a staple grocery article stated that the chief reason why manufacturers had cut off the discount to the wholesaler was on account of the unfair advantage that the wholesaler took of them.

"No matter how long a time was necessary for the retailer to remit to him, in most cases he would allow the discount. Certain wholesale houses refused to do business on this plan and naturally they didn't sell much of our goods. In order to protect the few, we were forced to see that no discount was allowed to be given by any of them — that's why, I should say, they cannot allow the discount to the retail trade."

There are, of course, many goods on which the discounts are yet allowed. The most important probably is sugar. The discount is 1 per cent. off in 10 days, which is the usual one. In the case of vinegar the customary discount is 5 per cent. off in 30 days.

AN INSTRUCTIVE NUMBER.

The Daily Warder, Lindsay, contains the following notice of the Fall Number of The Canadian Grocer:

"Lindsay grocers have received their fall number of The Canadian Grocer and are very much pleased with it. It certainly is an excellent one and a credit to the publishers. The articles are numerous, not too long and are intensely interesting to the men in the trade, being very instructive. The hints to grocers are educating and in season. The ideas are new and the entire number is compiled in an interesting manner."

Some Plans for Hurrying Up the Christmas Trade

Difficulties Experienced by Grocers and Salesmen and How Best to Overcome Them — Methods for Making Householders Buy Earlier—What to do Next Month.

By Victor Lauriston.

There's not a grocer from one end of Canada to the other who doesn't contemplate the strain of the Christmas season with a nervous dread that is not entirely compensated for by the thought of the ultimate profits. There's not a grocer, either, who, if he could, would not gladly see the Christmas buying spread over a period a couple of weeks longer, or even more.

"But," is the ultimate conclusion of ninety per cent. of the grocers, "people won't buy till Christmas is right upon them. The Christmas rush will always be with us; there's no help for it."

And, though it means big business, the Christmas rush means, on the other hand, a good many things that are, temporarily at least, far from welcome to the merchant or the clerk.

The crowding of so much business into a couple of weeks, and the major part of it into the last week before Christmas, means a big strain for the merchant. It means an even bigger strain for the clerk.

It means, when all is said and done, dissatisfaction to the customer. Perhaps he can't find just what he wants; perhaps he can't have it delivered just at the precise moment; perhaps he does not buy many things he would buy because the merchant has run out of them and hasn't time to re-order. And, anyway, the customer has to wait in crowded stores, to lavish valuable time in awaiting his turn at the crowded counter.

It means, too, that often business costs more than it would at other times. Extra clerks must be hired. They are nearly always new hands at the business; and no grocer needs to be told that a new hand can't produce anything like the returns for his wages that will be coming from a clerk who knows the grocery business from canned goods and coffee clear through to cornmeal and cocoanuts.

And these are only a few of the incidental detriments to crowding too much business into too brief a space of time.

What About a Remedy?

Well, the grocer can't get along without the business. He must have that Christmas trade—that is, his share of it. If he can't get it in any other way, he must put up with the incidental drawbacks, nervous strain included. Nevertheless, he would still be glad to add two weeks to the forepart of the Christmas selling season if thereby he could lighten up the burden and rush at the finish.

And this is why the call has, for many years now, gone forth to the public with each recurring December: "Buy early and avoid the rush."

Despite the pessimistic statement quoted earlier, these annual appeals have beyond all doubt had a beneficial effect in stimulating early buying, though that effect is only just perceptible. Nevertheless, grocers who are accustomed to watch the trend of business carefully do state that people have bought earlier the past year than they did five or ten years ago. In this fact there is hope. There is encouragement, too, for the grocer who is willing to supplement that one appeal by other measures designed to encourage early buying on the part of the public.

For the matter does not rest entirely with the public. In fact, if earlier Christmas buying is to come, it is up to the merchant, and not the public to bring this desirable state of things about.

If the public are to buy early, the merchant must be prepared to sell early. This means putting in his stock earlier—a matter not so easy for the grocer, possibly, as for dealers in other lines, but nevertheless by no means out of question in the comparatively cool weather of November and December.

Some Ways to go About it.

Uniform action among the merchants of a town will produce better results, probably, than if an effort is confined to an individual merchant. For one thing, the utilization of the combined advertising resources of a hundred merchants will inevitably result in a stronger appeal to the

public than if one man alone raises his voice. Hence, it would be worth while for the merchants to get together, map out an "Early Christmas Buying" campaign, and then pull all together to stimulate early buying on the part of the customer.

But, while the individual merchant's "Early Buying" campaign may not have such far reaching effects, it is bound to redound to his individual benefit, if properly carried out.

The first thing for him is to decide just when he would like his Christmas season to begin. Does he want three, four or five weeks instead of the customary two? When he has settled this question in his mind and knows how soon he would like to start the trade moving, he should next figure on starting his campaign a week or ten days ahead. For it takes time for arguments to sink in.

And from the time he starts he should talk Christmas, Christmas, Christmas. He should begin to map out his line of argument in the comparatively quiet days of November, and should fire his first gun by the first of December—if not earlier.

A good idea is to interview the local newspapers—if the merchant is an advertiser this will come particularly easy—and point out the wisdom of booming the early shopping movement. The newspaper will unless it is run by a cordwood stick, readily help to the extent of one or more prominent articles or editorials along that line. And the influence is bound to be widespread. One such article in a single Western Ontario newspaper was last year quoted from from one end of Ontario to the other.

Ordertaking in Advance.

Every merchant has two classes of customers — the regular buyers and the transients. He has the people who give him all or a large part of their family trade, and who would not dream of going elsewhere. Then he has, too, the people who buy from him one day, from Jones the next, from Brown some other time—who have no fixed business affiliations.

It is with the first named class of people that the merchant can accomplish most. And here it is that a mailing list of regular customers—which every merchant has on his books, if not elsewhere — should prove its value. The known customer the merchant can address through a logical, businesslike circular letter on the subject of early shopping in the Christmas season. And in this letter the humanitarian argument—that of kindness to the clerk—doesn't even need to be introduced. There are plenty of others without it.

For the Early Buyer.

The Christmas stock is just in—the early buyer gets the first choice, and undoubtedly that is the best choice, because there is a larger stock to choose from. The early buyer buys when the store is not so busy. His wants can be attended to without a tiresome wait. In other words: "Come early and avoid the rush."

The early buyer runs no risk of having to trot all over town on Christmas Eve in the seach for Christmas goods, only to find that the lines desired are not to be had for love or money. The stereotyped phrase, "We are all sold out," will not greet the early buyer at every counter.

The Christmas cake or Christmas pudding improves with age—any experienced housekeeper will say so. Why not point out to buyers that they can ensure a better Christmas cake by buying the ingredients when the task takes the minimum of time, trouble and worry?

In short, the merchant, if he puts himself in the buyer's place, will be able to dig up so many convincing arguments that one circular letter won't be able to hold them.

Or, if the customer doesn't want the gods at the moment, she at least has a pretty fair notion as to what she will want in a couple of weeks time. Let her send in her order now, for delivery later. This will save her possible disappointment. She will be sure of getting her goods just when she wants them.

Taking advance orders for delivery later in the season is not as good as taking orders for immediate delivery—but it does save the salespeople a great deal of wear and tear, and it saves the deliveryman some too. Much can be done along this line with the regular patrons of a business house.

Dealing With the Transient.

The transient customer is harder to educate along the line of early Christmas shopping. He may buy his Christmas stuff in half a dozen stores. But a judicious and early use of newspaper advertising and Christmas window displays will help bring in his business earlier than if he were left entirely to his own resources.

Most merchants during the Christmas season double their advertising space. The results from advertising—that is, the best and most telling results—are not immediate. Rather, they are cumulative. It was not the first safety razor advertisement that sells the razors by the thousands to-day; it was the long series of advertisements, repeated day in and day-out through a long series of years.

And it is just the same with the merchant. If he wants by means of advertising to bring the early Christmas buyer his way, he must begin a few days before he expects to see the tide flow in. And, after that, he must keep it up till the finish. He should talk Christmas shopping right from the drop of the hat—and should clinch his talk by telling of his Christmas goods. To say "Buy early" carries only a vague meaning to the housewife. To say "Buy currants early" at once suggests something that sticks in her mind—particularly if driven home by the addition of a few brief but convincing reasons.

Simultaneously with the commencement of Christmas advertising should come the first Christmas window display. Many merchants devote much time before Christmas to an elaborate display occupying the window for just the last week of the season. These elaborate windows are all right in their place, but it is well to lead up to them with displays not so elaborate, taking less time, but which have, nevertheless, more than the sugestion of Christmas in them.

Neat show cards will help much to stimulate early buying. In them, as in his advertising, the merchant should "talk Christmas" briefly, but convincingly.

TRADE NOTES.

John Bowman is opening a new grocery and meat business in the Griffith Block, Welland, Ont.

The general store of Eugene Joubert, Williamstown, Ont., was last Friday, totally destroyed by fire.

E. Syer is opening a grocery store in Milton, Ont., in the premises recently occupied by Fleming & Durnan.

G. J. Jamieson, grocer, Richmond, Que., has sold to C. B. Caswell, of the same place. The latter took possession a few weeks ago, and will continue the business along similar lines to Mr. Jamieson.

Retailers Talk on the Merits of Cash and Credit

One Maintains That He Could Not Get Along Without Monthly Payment System—Cites a Case in Defence—The Other Tells Why He Favors the Cash Method.

Winnipeg, Nov. 23.—Two Winnipeg grocers indulged in a profitable conversation the other day on monthly payments, giving credit, and doing a cash business.

The first speaker said: "I am inclined to favor the monthly account system. If a customer whom you know to be good, comes into the store and makes a monthly payment proposition, stating that it is the most convenient for him, in the first place the grocer can scarcely refuse, and it is manifest that if he accedes to those terms he is almost sure of that trade month by month. The customer is practically bound to renew orders each month, and thereby the grocer has him always with him. Moreover if he does not agree to the credit system, the customer will invariably find some one that will, and it is a matter of endorsing the proposition or losing the customer."

It was evident that the merchant spoke from his own experience, and felt the security of his argument. He simply reiterated the policy of many grocers throughout the country. It was not strange, but natural that he should speak as he did.

Lost a Customer.

The second merchant said: "I do not agree with you that your policy assures you that you always have the customer. In my experience I have had customers who agreed to monthly accounts, and they either did not pay at all, monthly or only paid part of the account. Last summer a "monthly payment" customer ran an account for five months and then went for a vacation. When he returned, I sent a bill for $450, and he was grossly insulted. He paid his bill and left me entirely. I did not do him an injustice, I rather did him a favor, and that was my reward.

"And again, on a monthly account of $100 you do not make more than 20 per cent., whereas if that was cash, you could turn that cash over every day. It would be in the business, making more cash continually, and you would be able to pay cash for your stock, taking advantage of discounts, wherever they are given.

"The cash system also saves one labor, and consequently expense. If the credit system was in vogue a bookkeeper would have to be employed—more or less of an expert—depending upon the volume of the business. In the cash system the register does the work and all accounts are added up at the end of the month.

"The cash system is the only modern business method and the sooner we all work for it, and sacrifice for it, if need be, the better for our craft."

TRADE NOTES.

John Grass, of Ridgetown, Ont., is disposing of his grocery and crockery business, and intends retiring as soon as he can clear out his stock.

Mr. Echlin, who has been conducting the Teddy Bear Grocery on Lorne Ave., Chatham, has discontinued business, selling out his stock and turning over his customers to Jas. A. Mackness, grocer, of 68 St. Clair St. Mr. Echlin will take a position with Mr. Mackness.

D. J. O'Keeffe has disposed of the stock and goodwill of the Triangle Grocery at the corner of Thames St. and Grange Ave., Chatham, Ont., to Reg. Oldershaw. Mr. Oldershaw was formerly traveler for the McCormick Company, of London, and later for D. S. Perrin & Co., Limited. Mr. Oldershaw's first experience with the business was gained as clerk for John McCorvie, of Chatham.

WHY YOU SHOULD ENTER.

It is an undisputed fact that window displays and newspaper advertising are valuable in selling groceries. By using these two methods in getting business, therefore, grocers are not going out of their way. They are following along lines of least resistance to their own financial advantage.

In dressing your Christmas window, take a little extra trouble, and make it the best you ever had. The Canadian Grocer, as has already been announced, is offering cash prizes for the best Canadian Christmas windows, photographs to be sent in not later than December 31st.

Following last year's precedent, window dressing contestants will be divided into two classes:

For the best selling window display shows in (1) a city over 10,000 population, and (2) in towns and villages under 10,000 population.

In the window display contest in each case there will be two prizes as follows: 1st, $7 in cash; 2nd, $3 in cash, making in all $20.

To enter the contest send a good, clear photo of one or more Christmas windows, with a description and the name of the person who arranged the display.

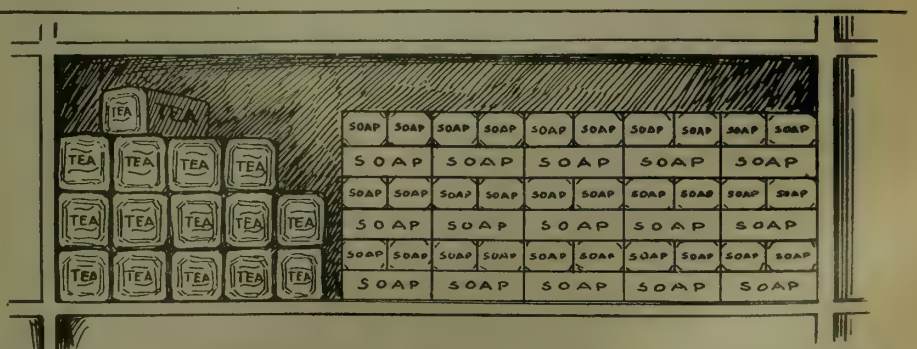
Most grocers use increased newspaper space during the Christmas season with a view to booming holiday trade. We want to get copies of these advertisements.

The advertisement submitted should be about Christmas goods sold through grocery stores. All that is necessary is to forward one or more clippings from your local paper to us with the name of the writer of the advertisement, and the name of the paper it was clipped from. There will be a prize of $5 cash given to the winner.

The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. All entries in each case should be mailed not later than December 31, to the Editor of The Canadian Grocer.

D. G. Whidden, of the Sweet Milk Condensing Co., Laurentides, Que., was in Montreal last week.

W. J. Wilson, representing S. H. Ewing & Sons, Montreal, has returned from a trip to the Maritime Provinces.



THINGS THAT SHOULDN'T BE—Tea and Soap on the same Shelf in the Store. There would be More Reasons, of course, to keep bulk tea away from soap.

Concerning the Retail Salesman and His Work.

How Knowledge of the Goods Sold Increased Sales of one Department From $25 to $200 Per Day — Advantage of the Salesman Who Knows His Business — The Kind of Material Needed by the Progressive Merchant.

The Canadian Grocer has always taken a firm stand against the stupid practice of rival grocers in cutting prices in order to gain trade, and the results of that advice are in evidence all over. Trade is being conducted on more improved methods with splendid results.

The Grocer has recently devoted considerable space to the advisability of securing a higher type of salesmen in our grocery stores.

Fifty per cent. of the salesmen are not worth having in a store at any price. They think all that is necessary is to be an ordinary slow, careless, ignorant waiter. They often known nothing whatever of the quality of goods they are selling, and they do not even think that it is necessary to know. The proprietors themselves even do not see much advantage in understanding the goods.

Let me give an example or two, which will show what it means to know something about the goods you sell. In a large store a competent man was placed in the cheese department, and chiefly on account of his knowledge of the different qualities and values of cheese and their tastes and flavors, he succeeded in raising the daily sales from $25 to $200.

This expert cheese man, in time, was succeeded by one who, although a good man, had not sufficient knowledge of the nature of cheese to talk intelligently about it, and the sales in three months' time dropped from $200 to $50.

Does it pay, therefore, to keep clerks who will not prepare themselves for the position? On this case one sold four times as much as the other. At first glance you will think that he is worth four times what the other man is, but this is far from the mark. The expense of running the store in the one case would be the same as in the other. Suppose for that department the expense would be say $5 per day, and the profit on the goods would be 25 per cent. The one would make $5 over cost, and the other would make $35; so that the one would be worth seven times as much as the other.

Get the Best Material.

Grocers will see the value of better salesmen, and if a clerk will not apply himself to the study of his work in order to measure up to the standard required to meet the demands of the times, then get rid of him and find better material. To compete with all sorts of competition, and gain a respectable business trade, ignorance must give way to intelligence; slothfulness to dilligence; slovenliness to neatness; dullness to cheerfulness, and old habits to up-to-date methods.

The entire retail trade is waking up, pure goods are taking the place of adulterated; cleanliness for filthiness; politeness for rudeness, and those who remain in the old rut will go on in it to their finish. The people are ready to give their support to the ordinary retail stores, and prefer to deal with them if they give them the right service.



An Old Montreal Store Doing a Splendid Business Yet.

FIFTY-THREE YEARS A GROCER.

Montreal Grocer Uses the Same Store for Over Half a Century.

The accompanying cut shows a very interesting old grocery store on the corner of Fullum and Notre Dame Streets, Montreal. This corner has been used by



JULES RIVET.

the present proprietor, Jules Rivet—who stands at the right, and whose photo we present herewith — for the past fifty-three years, as a grocery store. Originally it had a wooden front, but in 1875, some changes were made, the store enlarged, and the front became what it is now. Other than a few internal alterations no further changes have been made since then.

Jules Rivet, Jr., the figure in the doorway, has been with his father in the business continuously for the past thirty-five years, which is in itself quite a record. The principal items carried by Mr. Rivet are those of the regular family grocery, while in addition he deals in liquors, hay, and grain. During fifty-three years he has built up a steady family trade which amounts to about $30,000 per year—a very comfortable business. The interior of the store shows care and thought in the arrangement of goods. Everything has its place. Both Mr. Rivet and his son can go instantly to any desired article, and what is more, can tell exactly how much of it is on hand. That is something very few grocers have mastered—the art of knowing just what amount of each article they have in stock. It would pay many of them to establish some checking system with this end in view.

Mr. Rivet's customers are so long established that they are nearly all old friends. It is certainly the end toward which all progressive grocers should direct their energies, to make friends with their customers.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - PRESIDENT

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Subscription, Canada and United States - $2.00
Great Britain, 8s. 6d. - - Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

BAD INSURANCE LEGISLATION.

Business men are just becoming aware that certain clauses are being introduced into the Insurance Bill now before the Senate, whereby every business in Canada will be seriously affected sooner or later.

The instigators of the clauses referred to are chiefly the members of the Canadian Fire Underwriters' Association. This is an organization composed of companies controlling nearly nine-tenths of the business reported to the insurance department at Ottawa. By their vast organization, consisting of managers, directors and agents throughout the country, this association can move quickly and effectively, as will be appreciated by those familiar with the progress of the bill at the last session of Parliament.

At the last session of Parliament, the interests of the public were but hurriedly represented at the last moment, and but for the protest at the last moment, it is possible that the Bill might have become law. It passed the Commons, imposing a tax of 15 p.c. on the premiums paid to any insurance company which was not domiciled in Canada.

The intention of this tax was to force the owner of property to offer his business first of all to the local companies. Further restrictive clauses incorporated in the bill as passed by the Commons, placed the business man in the position of having to offer his business to the local companies first, and after refusal by them, to have to write to the superintendent of insurance for permission to try elsewhere.

The Insurance Bill was originally drawn up to protect the public against the insurance companies, and those who have already experienced the effect of the virtual combine in the insurance business, will look askance at any legislation which will build up and strengthen so strong an organization. Many associations, including the Canadian Manufacturers' Association, and meetings of commercial and financial interests, have already passed strong resolutions, and have taken active measures to resist the Bill. The Montreal Produce Merchants' Association have passed a strong resolution against the proposed changes and are urging the dairy interests to take a similar stand.

Retail merchants throughout Cañada should look after their own interests in this matter and drop a card of protest to their representative in the House of Commons.

ARE GROCERS DRUGGISTS?

In view of the decision of Judge Morson in Toronto the other day to the effect that cigars are drugs, and therefore can be sold by druggists on Sunday without violating the law, does it follow that the grocer who sells cigars is a druggist?

If one of the courts decides that he is, does it follow that he be compelled to pass an examination, or be liable to prosecution by the Pharmaceutical Society?

The grocers are probably not troubling themselves over the matter or losing any sleep, but one cannot be sure these days what the law courts may attempt to prove.

In the meantime we advise the grocers to keep on selling cigars and making all the legitimate profit possible out of them they can.

PLANNING FOR CHRISTMAS.

Very soon the retail merchants will be up to their head and ears in the Christmas holiday trade.

While the financial condition of the country is a factor in determining the retailer's success, it is after all largely determined by the efforts the retail merchant puts forth himself.

By exercising intelligence and forethought he can prevent a great deal of regrettable "hind-thought" after the holiday trade is over and a small business crop has been reaped.

Everything from a needle to a "Dreadnought" is the result of forethought, having had an existence in the mind of someone before it was created.

The same thing is equally true of business affairs. The man who does not plan and work things out in his mind, cannot create a successful business any more than it is possible for dead matter to create life.

The time is most opportune for the retailer to give some thought to the holiday trade, in other words, to map out a plan of campaign. Windows must be dressed, the public advised, and a score or more of other things to be provided for. All this requires forethought.

As a preliminary a conference might be held with the clerks, the drivers and others, whose advice might be valuable. They should be notified a day or two before hand so that all concerned may come prepared with ideas.

Staff conferences create enthusiasm, as well as business-getting ideas.

NO CHEAP BROOMS.

The strong market in broom-corn referred to some weeks ago shows no tendency to weakening. In fact it is stronger. Manufacturers in the United States have found it necessary to purchase broom-corn from Italy and Austria to relieve the situation, and this costs 10 cents per pound on board ship at New York. United States corn is now worth about $235 per ton, which is just as cheap as the foreign product when duty and freight are paid.

There is little broom-corn in Kansas or Illinois, which states have always been the natural home for it; Oklahoma is the only one left, and the supply there is small and the quality not so good.

This situation indicates that there will be no reduction in broom prices until the new crop next autumn.

CONSIGMENT THE REMEDY.

Present conditions as regards importations from Greek and Mediterranean ports are very unsatisfactory, to say the least, to Montreal dealers. Goods are now sent already sold to the consignee.

Owing to a good deal of dishonesty on the part of the shippers, particularly natives of Greece and Spain, arrivals are not at all like the original sample in many cases. Some arrivals have even been so bad that they were only fit for the dump.

This condition of affairs is leading to a gradual falling off in the direct trade and dealers are buying through New York. Some of the men in Montreal, who are particularly interested in this matter, gave it as their opinion that either goods would have to be sent through on consignment only, in order to allow an examination, or our direct trade would gradually be absorbed by New York dealers, who are taking the responsibility for the grade on themselves. The general desire seems to be for the first remedy, as it means a better buying price, and would in every way be more beneficial to our own importers.

SIMCOE
Strawberry Preserves

JARS		per dozen—f.o.b. Simcoe
3-4's	Pure Strawberry - - -	$1.35
1's	Pure Strawberry - - -	1.70

Cases contain 2 dozen each

Gross weights, 3-4's, 38 lbs., 1's 48 lbs.

Simcoe Strawberry Preserves are guaranteed to be absolutely pure, made from FRESH

Strawberries in season and the finest quality granulated sugar

Nothing but Strawberries and Sugar

Encourage Home Industry by buying HOME-MADE goods instead of IMPORTED

CANADIAN CANNERS
LIMITED

Hamilton - - - Canada

The Markets---A Record Season for Dried Fruits

This is What Dealers are Expecting From Demand up to Present—Sugar Market Remains Strong—Coffees and Peppers Advancing—Easier Market in Evaporated Apples—Good Call for Dried Fruits and Nuts.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—Firm.
Rio Coffee—1c higher.
Peppers—Firm and advancing.
Virginia Peanuts—Scarce.

Montreal, Nov. 25th, 1909.

A firm and advancing market in nearly all lines is the report; the only exceptions to this are syrups and molasses, beans and evaporated apples.

Sugar remains firm at the advance, the raw market, however, is showing a slight tendency to fall off. It is not sufficient to have any appreciable effect.

Coffees, particularly Rio and Santos, will probably be somewhat higher after the first of the year, and possibly even before that, as, in spite of the large crop reported, the amount allowed to be exported free will all have been used up early in January.

Teas are firm and scarce, with little prospect of an easier situation.

There is a very short visible supply of pepper on the market, and an advance in this line is looked for at almost any moment. Ginger is firmer. Other spices are having a good sale at present quotations.

Christmas demand for nuts and dried fruits is beginning to be largely felt, and dealers prophesy a record season.

Canned vegetables and lobsters are scarce and the general advice seems to be that supplies of these commodities should be laid in as soon as possible.

SUGAR—This week will see the close of navigation, and in view of this sales have been brisk. Prices are unchanged at the recent rise. Local refiners are somewhat curious as to whether the new refineries now being promoted will go much beyond the paper stage.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " " 50 lbs.	5 60
" " " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" " 100 lb. boxes	5 50
" 50 lb. "	5 60
" 25 lb. "	5 80
" 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—Both syrup and molasses sales have been rather disappointing lately, though the demand for molasses in small lots continues. Prices are unchanged, with a somewhat weaker tendency in both lines.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03½
" ¼-bbls		0 03½
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

DRIED FRUITS—Christmas demand is beginning to be felt, and from indications this year will be one of the best for most of the popular lines. Many poor grades are reported as being on the market, sold as first-class. Dealers not too careful as to the morality of such a proceeding, are working off last year's stock as first grade. Dates are not any too plentiful and indications point to higher prices. Figs are reported scarce, and not sufficient to adequately supply the holiday trade. Currants and California seeded raisins are finding a ready sale at former quotations.

Currants, fine filiatras, per lb., not cleaned		0 05½
" " " cleaned		0 06½
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Dates—		
Hallowees, old, per lb.	0 04	0 04½
" new, per lb.		0 05
Sairs, old, per lb.		0 04½
" new, per lb.		0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs.		0 07½
" fancy seeded, 1-lb. pkgs.		0 09
" loose muscatels, 3-crown, per lb.	0 07½	0 08
" " 4-crown, per lb.	0 08½	0 09
" sultana, per lb.	0 07½	0 10
Valencia, fine off stalk, per lb.		0 05
" select, per lb.		0 05½
" 4-crown layers, per lb.		0 06

SPICES—Scarcity of peppers, particularly white, is becoming more marked every day, owing principally to the short visible supply. Dealers are looking for higher prices. Ginger is showing considerable stiffening, with increasing demand. Nutmegs are quiet but steady. Trade is good for nearly all lines.

	Per lb.	
Allspice	0 13	0 18
Cinnamon, ground	0 15	0 19
" whole	0 16	0 18
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Nutmegs	0 30	0 60
Peppers, black	0 16	0 22
" white	0 22	0 29

NUTS—The first arrival of shelled walnuts came in on a practically bare market and were eagerly taken up. Brazils are very firm, with small stocks and a probable advance in sight. It looks as if there would be a serious shortage of peanuts this year, as quotations on early arrivals of Virginias are higher than the highest point reached last year.

In shell—		
Filberts, Sicily, per lb.		0 12
" Barcelona, per lb.		0 10½
Tarragona Almonds, per lb.	0 11½	0 12½
Walnuts, Grenobles, per lb.	0 13	0 15
" Marbots, per lb.		0 12½
" Cornes, per lb.		0 11½
Shelled—		
Almonds, 4-crown selected, per lb.	0 32	0 33
" 3-crown " "		0 31
" 2-crown " "		0 30
" (in bags), standards, per lb.	0 28	0 27
Cashews	0 15	0 17
Peanuts—		
French, No. 1	0 07½	0 07½
Spanish, No. 1		None
Virginia, No. 1		0 10
Pecans, per lb.		0 65
Pistachios, per lb.		0 75
Walnuts—		
Bordeaux halves	0 26	0 27
Brokens	0 18	0 19

CANNED GOODS

Montreal.—We would advise grocers to fill their requirements of canned goods, particularly vegetables, early, as indications are that prices will be higher and firm, with a decided shortage of goods in the near future. Already in the primary markets prices are higher, not sufficiently as yet to affect the retailer.

Lobsters are very scarce.

Peas, standard, dozen	$1 00 $1 05
Peas, early June, dozen	1 05 1 07½
Peas, sweet wrinkled, dozen	1 07½ 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 97½
Beans, dozen	0 75 0 80
Corn, dozen	0 77½ 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½ 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 65
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00

TORONTO.—Generally speaking, canned goods are moving freely. The preference, of course, is for vegetables and fish, as fruits are poor sellers, with the possible exception of gallon apples, so soon after the preserving season. In vegetables, tomatoes and corn are attracting more notice than the others. There will not be enough peas to go around and wholesalers are now, in many cases, declining to sell only to regular customers.

Clover Leaf and Horseshoe canned salmon, are, so far as the Toronto market is concerned, somewhat similar to peas. There is a scarcity here

and wholesalers are confining orders to customers. Wholesalers find that the Canadian consuming public are, as a general rule, purchasing only best grades of salmon, and although the prices are high in comparison to other years, it is still much cheaper than meat these days. They do not, however, think that salmon is being used in preference to meat on this account, as consumers usually just buy it when they want it. There is a report that pink salmon is very scarce on the coast, and it is stated by the representative of a large firm that there is not a jobber in the world who has a sufficient supply of fine salmon.

Prices on all canned goods are firm, with no tendency to weaken. The following prices are for best grades of the goods mentioned.

Beans	0 77½	0 80
Corn	0 77½	0 80
Peas	1 00	1 42½
Pumpkins	0 75	0 82½
Tomatoes, 3's	0 80	0 82½
Strawberries, 2's	1 40	1 50
Raspberries, 2's	1 60	1 67½
Peaches, 2's	....	1 65
" 3's	....	2 65
Lawtonberries	....	1 65
Red pitted cherries, 2's	....	1 75
Gallon apples	2 40	2 45
Bartlett pears, heavy syrup, 2's	....	1 65
" " light " 2's	....	1 15
" " heavy " 3's	....	2 40
" " light " 3's	....	1 70
Lombard plums, 2's	....	0 85
Clover Leaf and Horseshoe brands salmon:		
1-lb. talls per dozen	....	1 87½
½-lb. flats per dozen	....	1 25
1-lb. flats per dozen	....	2 12½
Other salmon prices are:		
Humpbacks, per dozen	0 95	1 00
Cohoes, per dozen	1 45	1 50
Red Spring, per dozen	1 55	1 65
Red Sockeye, per dozen	1 55	1 65
Lobsters, halves, per dozen	1 85	2 20
Lobsters, quarters, per dozen	....	1 40

ONTARIO MARKETS

POINTERS—
Dried Fruits—Heavy demand.
Sugar—Market strong.
Nuts—Good demand.
Evaporated Apples—Easier.

Toronto, November 25, 1909.

The wholesale trade on the whole is in a very healthy condition. The collections are very satisfactory. Old houses say that they never had their accounts so well paid up. Their orders for the Christmas trade exceed their expectations and the greatest trouble they have is in getting the goods. There is considerable trouble caused through delays on the railways. Goods that have been promised to the retailers two weeks ago have not arrived yet. Salmon especially is slow in arriving and is fully a month later than usual.

SUGAR—The market in sugar remains firm at the advance quoted a week ago. The new estimate for European beet added to our world's cane crop and United States beet crop, compared with last year, shows an increase in the total world's production of only 42,014 tons. This is not much considering the total productions and the increase in consumption which condition of affairs justifies in the eyes of authorities the prices quoted. The prospects of the immediate future are towards continued strength due in part to the fact that European speculators have come into sugar on this side the Atlantic. Beets in Europe show rather poor results so far as quality is concerned. Wholesalers report a good demand for sugar for Christmas trade, but of course sales will not be as large as during the fruit season. Considerable Muscavado, Barbados and Demerara raws are still being bought by retailers for the holiday trade as many consumers want them for manufacturing their Christmas dainties.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 100-lb. boxes	5 80
" in 50-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	0 45
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls	4 45
Bright coffee	4 75
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Syrups and molasses are gradually following the package idea, and instead of it being bought by the barrel and sold by the quart, it is now sold largely in tin packages. In providing for the Christmas holidays both syrup and molasses are among the principal articles required, which cause an active demand for these goods. No change in prices.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels, per lb	0 03¾
Half barrels, per lb	0 03¾
Quarter " "	0 03¾
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 0 33
" bbls	0 29 0 31
Barbadoes, extra fancy	.... 0 45
Porto Rico	0 45 0 62

DRIED FRUITS—All kinds of dried fruits are in great demand, so much so that wholesale houses have difficulty in keeping up the supply. They complain considerably about delays caused through the railways. The retailers are often put to inconveniences in not being able to get the goods. Prices in all lines are firm, but no change from present quotations.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06
Same fruit in 50-lb. boxes ¼ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 15 0 18
Orange 0 10 0 11	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned ½c less.	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 06 0 06½ Fards choicest	0 08
Sairs 0 05 " choice	0 07½

NUTS—The nuts which were expected to arrive for several weeks have at last reached the city, and within a few days the stores will all be ready to supply their customers.

Almonds, Formigetta	0 11½
" Tarragona	0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 26 0 27
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

MANITOBA MARKETS

Corrected by Telegraph.

Advances—Smyrna raisins, Clark's meats. new dates.
Reduced—Pork and beans, No. 2 dairy butter.

Winnipeg, Nov. 25, 1909.

Business has fallen off noticeably the past two weeks. November will not be as good a month as October was in either the wholesale or retail trade. The cause has been that specialties have been the bulk of the orders since last month. Large stocks of staples and produce were stocked and the future ordering is concentrated upon holiday lines. Travelers report the retail trade in good condition, however, since accounts are being met promptly and the turn-over generally is much in excess of last year, and future prospects much brighter.

The wholesale houses would like to be getting in more cash just now

Manufacturers' Agents

And Brokers Directory

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JOHN J. BOSTOCK
Wholesale Broker
SALMON Canned and Salted
HERRINGS HALIBUT
LOO BUILDING, VANCOUVER, B.C.

W. A. JAMESON COFFEE CO.
MANUFACTURERS
Coffees, Teas, Spices, Etc.
"Feather-light" Baking Powder
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F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents
Correspondence Solicited.

VICTORIA FRUIT GROWERS' ASSOCIATION
The largest packers and shippers of first-class Fruits of all kinds in British Columbia.
OFFICE AND WAREHOUSES
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Branch at 140 Water Street, Vancouver.

We have Competent Salesmen
Best facilities for Distributing and Storing
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VANCOUVER, B.C.
Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
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Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—A B C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

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Broker and Manufacturers' Agent
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Free and Bonded Warehouses
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144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

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W. C. FINDLAY W. CARTER
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SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.
We have an established connection and can handle a few more good agencies to advantage.
Highest References,

Do you want live representation?
We are in touch with the trade.
Andrews & Nunn
Manufacturers' Agents and Wholesale Commission Merchants
Codes—A B C 5th Edition, Western Union
140 Water St., Vancouver, B.C.
Correspondence Solicited
Highest References

The WEST INDIA CO., Ltd.

Solicits orders for, and enquiries regarding, all descriptions of West India Produce, including:

Sugars Rums Molasses Cocoa
Rice Limes Arrowroot

Prices and full information gladly furnished. Write us to-day.

St. Nicholas Building MONTREAL

Let the other fellow sell the 25c. Tea and establish a reputation for cheapness

A great many shrewd merchants have given up trying to buy tea to sell at 25c. They decided it was bad business to make dissatisfied customers by continuing to sell the very poor stuff that could be had now to retail at 25c., and have cut it out, and have been surprised at the readiness with which their customers paid a little higher price for better tea. It is easier to cut out 25c. tea than you think.

It is not safe to assume that your customers are satisfied because they are not complaining. **They don't need to tell you if they don't like your tea; it's easier to try another store.**

You know Red Rose Tea will make satisfied customers. Every package of Red Rose is worth the price, and every package you sell creates good-will and increases the value of your business. This is why it pays you to recommend

Red Rose Tea

Every pleased customer means more business.

Wellington St. E. Toronto, Ont.
315 William Ave. Winnipeg, Man.
} Branches

T. H. ESTABROOKS
ST. JOHN, N.B.

A BUYING POWER OF $210,000,000....

The merchants who read The Canadian Grocer every week represent a buying power conservatively estimated at $210,000,000. In their purchases they are always disposed to give the preference to Grocer advertisers. There are good reasons why this should be so.

Figure out for yourself if it is worth an advertiser's while to occupy this position of advantage, when, by the use of a half-page space, he is able to talk to 10 good buyers for every cent expended. In other words, every cent he spends gives him prestige with a buying power of $300,000.

since their expenses and bills for new goods are taxing them heavily. A local wholesale manager stated to-day that collections were only fair, but he said, "we would consider them good, were it not that we have to make heavy payments just now, and the retailers' payments are small as compared to ours."

The transportation question is again worrying wholesalers. Goods are being held up at Fort William owing to lack of cars to bring them further. The C.P.R. are so busily and anxiously engaged in removing the wheat that the wholesalers in the west think that they are not given proper consideration. Word has been received from Lake transporters that several car loads of goods have been unloaded at the head of the Great Lakes, and the time for their arrival here is long past due. Their goods are chiefly canned products from Ontario and foreign dried fruits. The closing of navigation has had the tendency to make prices firmer.

SUGAR—Last week's prices hold firm to-day. As a rule prices go up at the close of navigation. Wholesalers and commission men usually stock heavily in Port Arthur and Fort William in the fall and they rule the market for the remainder of the season. As a result, lower prices cannot be expected, but it is reasonable to expect a further advance.

VANCOUVER MARKETS.

Vancouver, Nov. 25, 1909.

A number of increases in prices are noted. Butter has gone up to 40 cents, an increase of five cents, for creamery, the retail price being 45c. Vancouver creamery holds to 35c. Eastern butter remains steady at from 27c to 29c for the best grades.

An advance of ten cents a hundred is quoted on sugar, bringing the price of standard granulated up to $5.60 per hundred. No increase has yet been made in the imported sugars, they being quoted at $5.25.

Standard brands of flour are down to $6.90, with cheaper grades at $6.60. Bakers, though, have made no reduction in the price of bread. The combination of bakers in Vancouver is very strong, and they say that there might be an increase in the price of wheat some time, and there is little use dropping the price only to raise it again. Moreover, the size of the loaf is very small, the retail price per loaf being 10c, or two for fifteen.

ST. JOHN MARKETS.

Corrected by Wire.

St. John, N.B., Nov. 25, 1909.

Business with the jobbers has picked up considerably of late with retailers laying in supplies for the Christmas trade. Austrian and United Empire sugar has advanced 10 cents; beans are higher and some varieties of canned goods have been marked up. Butter, if anything, is a little easier, but eggs are high, and are likely to remain so. Turkeys are not over plentiful, and there is a feeling that they will be high for Christmas. Fowls are worth 50 to 90 cents a pair, and chickens, 60 cents to $1.

A new preparation known as "Scotch Cure" finnan haddies, has appeared on the market. It is a Nova Scotia product, and is selling at 10 cents a pound, wholesale. Present quotations are as follows:—

Sugar—		
Standard gran.	4 85	4 95
Austrian "	4 65	4 75
Yellows	4 35	4 75
Flour, Manitoba	6 45	6 55
" Ontario	5 65	5 90
Cornmeal, bags	1 47	1 50
Rolled oats, bbls	5 15	5 20
Buckwheat, west. grey, bag	2 90	3 00
Val. raisins, lb	0 05½	0 06½
Cal. raisins, seeded	0 07½	0 08½
Currants, lb	0 07	0 07½
Prunes, lb	0 05½	0 09
Rice, lb	0 03½	0 03½
Beans, hand picked, bus	1 95	2 00
Beans, yellow eye, bus	2 95	3 00
Cheese, lb	0 13	0 13½
Lard, compound lb	0 13½	0 13½
Lard, pure, lb.	0 16½	17½
Pork, domestic mess	27 75	28 50
Pork, American clear	28 00	29 00
Pork, clear backs	31 00	31 50
Beef, American plate	17 00	18 00
Beef, Canadian plate	16 75	17 50
Molasses, fcy. Barbados, gl	0 34	0 35
Butter, dairy, lb	0 25	0 27
Butter, creamery, lb	0 26	0 28
Eggs, doz	0 26	0 35
Potatoes, bbl.	1 10	1 40
Canned goods—		
Peas, doz	1 10	1 50
Corn, doz	0 85	0 90
Tomatoes, dz	0 95	1 00
Raspberries, dozen	1 85	1 90
Strawberries, dozen	1 55	1 60
Salmon, case—		
Red spring	6 50	6 75
Cohoes	5 60	6 00
Peaches, 2's, dozen	1 70	1 80
Peaches, 3's, dozen	2 70	2 80
Baked beans, dozen	1 15	1 25
Fish—		
Cod, dry	2 75	3 75
Herring, salt, half bbls	2 30	2 50
Herring, smoked, box	0 08	0 08½

CONSIDERING ASSESSMENT ACT.

Some Objections Being Made To Present Business Tax.

Toronto, Nov. 24.—In the issue of The Canadian Grocer of May 7, 1909, reference was made at length to the change from the personal property manner of assessment in Ontario to the business assessment method. At the same time it was pointed out that a special committee was appointed by the Ontario legislature to consider objections to the Assessment Act, and report back to the legislature.

This special committee met on Tuesday of this week, and heard numerous proposals for changes, but no objections were forthcoming from retail grocers, and with the exception of coal men, few were aired by retail merchants.

All grocers, hardware merchants, plumbers, and dry goods merchants under the business assessment are assessed at 25 per cent. of the value of the premises occupied where the population of the municipality is over 50,000; 30 per cent. where it is over 10,000, and 35 per cent. if under 10,000. The business tax of wholesalers is 75 per cent., and manufacturers 60 per cent. Coal merchants are rated at 50 per cent. except in cities of over 100,000 population, where it is 30 per cent.

So far as the retail merchants are concerned, generally, the act is working better than its predecessor and the merchants oppose the proposal to return to the system of taxing on stock. Some amendments will likely be made at the next session of the legislature in cases where objections are reasonable enough to demand them.

INFORMATION FOR BUYERS.

Hints to Trade Supplied by Sellers.

Professor Frederick Sheldon, of Chicago, gave a very interesting address recently on the "Science of Business Building," to the heads of the various departments and travelers of Minto Bros. The subject was one that could not fail to interest business men and a very profitable hour was spent. A club for the study of business science has been in existence for some time with this established firm. Success to "Melagama" and Professor Sheldon.

The goodness of "Salada" Tea is being extensively advertised throughout the length and breadth of the Dominion. Large display advertising is being run in no less than 676 papers—business-producing copy that tells the consumer to "Buy 'Salada' at your grocer's." The trade will get the benefit of unusual sales resulting from this advertising. It will well repay every grocer to keep a good stock of "Salada" on hand and put it well to the front.

On another page in this issue Laporte, Martin & Co., the Montreal wholesale grocers, offer timely suggestions to the grocers regarding Christmas supplies. This is the time to order dried fruits, nuts, and other requisites, if stocks are not yet complete, and a firm that can guarantee prompt shipment is the one to deal with. Laporte, Martin & Co. are able to ship orders in most cases same day as received. Raisins, currants, prunes, dried peaches, pears, and apricots, nuts, peels, are all offered in the advertisement the firm has in this week. The wise grocer would do well to consult it before ordering.

Are You a Manufacturer?

Do you make or handle high-class lines of groceries?

There are over one million people now in the three Prairie Provinces, and they must have these goods! The West wants the best only, and you are assured of a profitable market if your products are right in price and quality.

We are here to advise you, and to sell your products for you on a reasonable commission basis.

We know our West intimately and have large warehouses at Winnipeg, Calgary and Edmonton.

Let us have your enquiry, with details of what you have to sell. You can do business with us to our mutual benefit.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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Direct Importers of

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GUM TRAGACANTH
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Wholesale Grocery Broker

141 Bannatyne Ave., East

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more.

TRY THEM. That's all we want.

We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

Another of
GUNNS "TOP NOTCH"
Quality Products

GUNNS
MINCEMEAT

Is guaranteed the finest that can be produced
PUT UP IN TIERCES, TUBS and PAILS

Gunns "Pi-Crus"
Condensed Mincemeat
"HAS THEM ALL BEAT"

A Sample Order Will Convince You

Made under Government Inspection.

GUNNS LIMITED Pork and Beef Packers TORONTO

CHEESE

Compare prices asked for cheese to-day with the prices asked for either lard or butter, and you must realize how cheap it is in comparison. It is also cheaper than at this time last year. We will not predict higher prices, but we recommend purchase of what stock you may require for your winter trade.

We have large cheese, both white and colored; twin cheese, colored only.

Canadian and English Stiltons and Limburgers.

WRITE US FOR PRICES

F. W. Fearman Co.
LIMITED
HAMILTON, :: :: ONT.

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

BUTTER
EGGS
POULTRY
GAME

¶ We require large quantities of each of the above lines and shall be pleased to quote prices f.o.b. your station. Write us

The WM. RYAN CO.
LIMITED
PACKING HOUSE:
FERGUS, - - ONT.
HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Dressed Poultry

We want large quantities of
Turkeys, Geese, Ducks, Chickens and Fowl

We have been 54 years specializing in Dressed Poultry. This valuable experience is at your service. We are the largest dealers and have the largest outlet of any house in Canada. All shipments paid for daily.

THE WM. DAVIES CO., LTD.
Phone Main 119 James St., TORONTO

Eggs are Little Higher Than This Time Last Year

Inside Information Indicates Storage Stocks are Fairly Heavy—Same Old Conditions in Provision Market—Poor Prospects for Exporting Butter — Cheese Receipts at Montreal Above Last Year.

The provision market in all its phases is quiet and uninteresting. The long prevailing trouble of scarcity of hogs still exists. There is a fair export demand for bacon, but few of the packers can take advantage of it, for the reason that they cannot get more hogs than they require to fill their local orders. Even at the high prices for hogs, the farmers do not seem to tumble over each other to raise more. They even think with the high prices of grain, there is not the profit they would like to make.

The butter market is hardly what the dealers would like to see. The prospects of the English market are not very encouraging. One thing in favor of holders is the fact that the stock was bought several cents lower than last year, but butter quotations to-day are from 2 to 3c lower than last year at this date.

The season's make of cheese is about over, and a large quantity of it is still in the hands of dealers. Like butter, cheese has also been bought on an average of about ¾ to 1c a lb. below last year. As the Canadian cheese has the preference on the English markets, we can always rely on them for the bulk of our output. New Zealand is becoming a strong competitor, but they have not, so far, succeeded in producing an article to compare with ours in quality. While their cheese sells for 2 shillings less, it finds ready sale, and to that extent interferes with the market for our cheese. With from $3,500,000 to $4,000,000 worth of cheese on their hands, our dealers may well feel somewhat anxious about the various new influences that affect the markets.

The egg market is considered in good all-round shape. They are moving naturally, and meeting the expectations of the dealers. There is nothing of an exciting character in view now, and the stocks are considered sufficient to meet all requirements under ordinary weather conditions.

MONTREAL.

PROVISIONS—Demand is good for all lines, but supplies seem to be fully keeping pace. In fact, prices have fallen off in pork and bacon of all lines. The situation looks promising to local dealers.

The first snowfall of the season took place this week and with the coming of winter in earnest trade in pork and its products is sure to pick up.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16¾
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¾
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16¾
Pails, tin, 20 lbs. gross, per lb	0 16¾
Tubs, 50 lbs. net, per lb	0 16¾
Tierces, 375 lbs., per lb	0 16¾
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11¾
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12
" 5 " " " "	0 12¼
" 3 " " " "	0 12¼
Pails, wood, 20 lbs. net, per lb	0 12
Pails, tin, 20 lbs. gross, per lb	0 11¾
Tubs, 50 lbs. net, per lb	0 11¾
Tierces, 375 lbs., per lb	0 11¾
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 50
Bean pork	22 50
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 14½
Long clear bacon, light, lb	0 15
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 15
Large sizes, 18 to 25 lbs., per lb	0 16
Medium sizes, 13 to 18 lbs., per lb	0 16½
Extra small sizes, 10 to 13 lbs., per lb	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17½
" " " small, 9 to 12 lbs., per lb	0 18
Breakfast bacon, English, boneless, per lb	0 17
" " " "	0 16½
Windsor bacon, skinned, backs, per lb	0 17
Spiced roll bacon, boneless, short, per lb	0 14½
Hogs, live, per cwt	8 40 8 50
" dressed, per cwt	11 50 11 75

BUTTER—Butter remains firm at last week's quotations. Sales are in small lots, as dealers are waiting for the higher prices expected later.

Receipts for the week show a falling off of less than 500 packages, which is somewhat expected, and is due, it is thought, to small dealers in the country shipping in some of the butter which has been heretofore held back. The figures for the week are, 5,936 packages, as against 6,418 packages for the same week last year. For the season they are 358,722 packages, as against 390,517 packages corresponding season, 1908, showing a falling off of 31,795 packages.

Creamery, solids, lb	0 26
Creamery prints	0 26½
Dairy, tubs, lb	0 21 0 22
Fresh dairy rolls	0 22

CHEESE—Few sales are reported this week, as dealers are holding for the winter trade and higher prices. Navigation is practically closed this week and further exports will have to be shipped partly by rail.

Receipts were rather large this week, 28,352 boxes, as against 24,648 boxes same week last year. For the season they are 1,922,956 boxes, as against 1,880,200 boxes corresponding season, 1908.

Quebec, large	0 11½ 0 12
Western, large	0 11½ 0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12 0 12½
Old cheese, large	0 15 0 16

EGGS—Storage stocks are being reduced, owing to the exceedingly light receipts for this time of year. The situation seems to be worrying local men considerably.

Receipts for the week are 1,474 cases, as against 2,708 cases same week last year. For the season they are 185,793 cases, as against 191,061 cases corresponding season, 1908.

New laid	0 35
Selects, dozen	0 29
No. 1, dozen	0 26
No. 2, dozen (nominal)	0 22 0 23

POULTRY—Receipts of poultry have been somewhat light so far, but with colder weather it is thought plenty will be forthcoming. The quality of the poultry this year has not been quite up to last year's standard, but this is probably owing to the farmers holding back their best grade for future delivery.

Chickens, per lb	0 14
Hens, per lb	0 12
Young ducks, per lb	0 14 0 15
Turkeys, per lb	0 16 0 17
Geese, per lb	0 09 0 09½

HONEY—Sales of honey have been somewhat disappointing, in view of the excellent quality of this year's crop. A good demand is developing now, however, and it is thought there will be no difficulty in disposing of stock on hand. Prices are firm and unchanged.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½

TORONTO.

PROVISIONS — The supply of hogs is equal to the local demand, but at this time of the year packers expect to lay in some stock. To do this, they claim the receipts are too light, as well as the price too high.

Long clear bacon, per lb	0 14 0 14½
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14 0 14½
Light hams, per lb	0 15
Medium hams, per lb	0 15
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 18½
" pea meal	0 18½ 0 19
Heavy mess pork, per bbl	26 00 27 00
Short cut, per bbl	28 00 29 00
Lard, tierces, per lb	0 15½ 0 15½
" tubs "	0 15½ 0 16
" pails "	0 16 0 16½
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	7 40
Dressed hogs	10 75 11 00

BUTTER—Fresh-made butter of good quality is in good demand, and prices are firm for this particular line. At this time of the year when the feed of cows is changed from pasture to dry feed, roots, etc., and the conditions of the dairy have to be changed from summer to winter facilities, there will always be a larger percentage of undesirable butter and this will have a depressing effect on the gen-

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

Low Round Trip Rates to

Ontario, Quebec and Maritime Provinces

Tickets on sale Dec. 1 to Dec, 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 21 and limited to five months from date of issue.

Finest Equipment. Standard First Class and Tourist Sleeping Cars and Dining Cars on all Through Trains. Compartment, Library, Observation Cars on "Imperial Limited" and "Atlantic Express."

3--Through Express Trains Daily--3

THE "TORONTO EXPRESS"

leaves Winnipeg daily at 22.40, making connections at Toronto for all points East and West thereof.

The "Imperial Limited" leaves Winnipeg daily at 18 15 and the "Atlantic Express" at 8 00 daily, making connections at Montreal for all points East thereof.

Apply to the Nearest C.P.R. Agent for Full Information.



You Are Interested

in saving money and we claim we can save you money on your soap purchases! It is surely not too much trouble to write and ask us how we can do this.

Let us hear from you to-day.

Our full line is

RICHARDS—

Quick Naptha Soap
Snow Flake Soap
Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

RICHARDS SOAP CO.
WOODSTOCK - ONTARIO

WHITE CLOVER HONEY

Limited quantity in barrels. Write for prices.

MORLEY PETTIT
Aylmer West, - - Ont.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

A. C. LANDRY

Wholesale and Retail Merchant
STE. FLAVIE STATION, QUE.
Makes a specialty of jobbing
Flour, Grain and Groceries
of all kinds

Let us quote you on your

APPLE BARREL

requirements for the coming season. Also staves, hoops and heading for sale.

H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

SEEDED RAISINS

INSIST ON HAVING
PURPLE AND GOLD
They are always the Best
Packed by L. F. Giffin & Co.

W. H. ESCOTT
BROKER, - WINNIPEG
WESTERN AGENT.

The Condensed Ads. in The Canadian Grocer bring results



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This Mark Stands For Quality.

To the Wholesale Trade:

George Kemp, Limited

LONDON - ENGLAND

Manufacturers and Exporters of

BISCUITS

BISCUIT MAKERS TO HIS MAJESTY'S GOVERNMENT

A fine line of good sellers for the Canadian trade. Special sample boxes of the following, now ready for distribution:

Metropolitan (mixed)
Arrowroot Wafers
Currant Wafers
Cocoanut Fingers
Rainbow, Etc., Etc.

DAINTY LINES SUBSTANTIAL LINES
FANCYS AND MIXED

EXPORT AGENTS:

H. Collings & Co.,
16 Philpot Lane, - London, E.C.
ENGLAND

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.
WRITE FOR QUOTATIONS.
Prompt attention to all orders.

J. W. EWEN, Uxbridge, Ont.



A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

Is the kind that pleases the people.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

☞ Merchants should recommend food-products that are produced in **clean** factories.

Every Grocer in the country can make money out of Wm. Clark's advertising

Any article of such merit as Clark's Meats, and advertised as extensively as Clark's Meats, is bound to be in great demand.

As Clark's Meats are advertised all over Canada, there is not a grocer who would not benefit by the sales resulting from such advertising.

It is only after putting in a supply that he realizes what sales have passed his door.

Clark quality, Clark reputation and Clark publicity combine to aid the grocer in his sales.

Clark's Pork and Beans	Clark's Mince Meat
Clark's Ham, Tongue or Veal	Clark's Ox Tongue
Clark's Sliced Smoked Beef	Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WM. CLARK, - MONTREAL

Manufaoturer of High-Grade Food Specialties

In Spite of

the stress of modern competition the goods that have "made good," the quality goods—still hold their own. Are you selling

BOVRIL

n as large quantities as you might? We can supply your utmost demands for we have made ample arrangements to meet our customers' needs.

The Bovril Australian Estates comprise

9,261,400 acres

and the Argentine Estates of Bovril, Limited, cover a further

438,076 acres

These vast pasture lands are well stocked with fine cattle. The number is being increased annually and can be increased indefinitely.

BOVRIL LIMITED
27 St. Peter St. - - - MONTREAL

eral market. There is nothing in sight to give us any reason to believe that butter will be scarce this winter, and therefore, poor butter will be hard to sell and will naturally drop to lower points. Country grocers should continually impress the farmers with the importance of making good butter, if they expect to get good prices.

	Per lb.	
Fresh creamery print	0 27	0 28
Fresh creamery solids	0 25	0 28
Farmers' separator butter	0 24	0 25
Dairy prints, choice	0 22	0 23
Tub butter	0 21	0 22
Baking butter	0 17	0 18

CHEESE—With the trifling fluctuations in the various cheese markets, the local market is not affected in the least. The prices have ruled practically the same all summer, and if there are any deviations it is owing to differences in quality. If your customers complain about the high prices of meat, poultry, etc., recommend them to use more cheese.

Cheese, new, large	0 12½	0 12½
" " twins	0 12½	0 13

EGGS—We need not be alarmed about the egg situation. Everything is quite normal and nothing unusual. That they are a little higher this year than last, is true, but there is no reason to think that they will go to a dollar a dozen, as some are inclined to think. November and December are the hardest months to get fresh laid eggs, and this is not that eggs are scarce, but these are the two months the hens, by reason of an ancient custom, are taking holidays to get their new dresses for the winter, and when they do this, to which they are certainly entitled, some begin to complain because the poor hen is taking a rest. Our packers have well attended to their business, and have a good supply of well-kept eggs on hand to carry us through the winter. Eggs are only about 1c a dozen higher than last year.

Fresh eggs	0 25	0 26
Select eggs	....	0 28
Strictly new laid	....	0 35

POULTRY—The receipts of poultry are lighter this week, although supply is quite equal to the present demand. This is only a few weeks from Christmas, and farmers are now preparing their birds for the holidays. Grocers who buy poultry from farmers should urge upon them now to start and feed them and get them in good condition. Here is where they can make their best profit.

Early spring chicken, alive, per lb.	11	0 12
Spring chicken, dressed	0 15	0 16
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 18	0 20
Spring ducks, alive	0 11	0 12
" " dressed	0 14	0 16
Geese	...	0 12

HONEY—Honey is in fairly good demand, and prices are well maintained, but an advance would check the sale.

Honey, extracted, 60 lb. cans	0 10½	0 11
" " 10 lb pails	0 11	0 12
" " 5 lb. pails	0 12	0 12½
" comb, per dozen	2 25	2 50

AN OCTOGENARIAN MERCHANT.

Travelers who have been accustomed to call upon Michael Laing, general merchant and post master at Branchton, Ont., will regret to learn of his recent death, although he had reached the ripe old age of eighty-two. Thirty-one years ago he moved to Branchton from Galt. In the business world he was always looked upon as an upright man; he was kind-hearted and sympathetic, often to his own loss, and apart from his standing as a business man he will be missed from the community of Branchton. It is generally expected that his son, Norman S. Laing, who has been associated with him for fifteen years, will become his successor in the business.

The retail grocers of Toledo, O., will begin on January 1, to sell all their goods by weight and none by measure.

J. H. VAVASSEUR
& Co. Ltd.,
4, LLOYD S AVENUE,
LONDON, E.C.
FACTORIES - CEYLON.

MANUFACTURERS OF FINEST QUALITY
DESICCATED
COCONUT
AND
COCONUT FAT
TELEGRAMS—CITRONELLA, LONDON.

Christmas Novelties in Biscuits

Mr. Grocer, do you realize the fact that you can make an excellent extra profit at this season by featuring our novelties in biscuits? We put up a special line of biscuits in animal form which sell like fury at this time of year. For Christmas and New Year's tons are sold. These goods are particularly profitable to you and quickly turned over.

Immediate ordering is necessary to ensure shipment in time for your Holiday Trade.

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

Christie reputation is a valuable asset

TO MANY

successful grocers

Consider the reputation of the manufacturer whose goods you handle!

What does it mean to you—not theoretically, but in *actual cash?*

Is it good commercial sense to endanger *your* business supremacy by handling lines your best customers know to be second-rate?

Few people in Canada will dispute the superiority of Christie biscuits—certainly experienced grocers *will not.*

Particular housewives all over the Dominion *know* exactly what *Christie reputation* stands for.

They know it means scrupulous *cleanliness,* absolute *purity,* high-grade and lasting *quality.*

And they *insist* on Christie biscuits because they know positively that Christie biscuits are *the purest of all pure foods.*

Why not let Christie reputation work for you in building up a bigger and a better business?

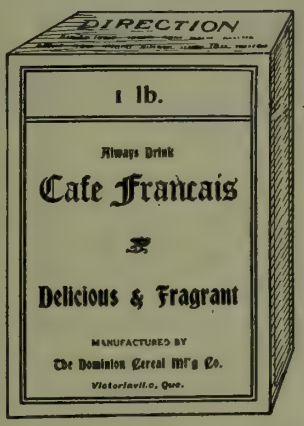
N.B.—Christie Biscuits sell more than biscuits

CHRISTIE, BROWN & CO., Ltd.

Cafe Francais

IS SIMPLY

COFFEE WITHOUT THE AFTER-EFFECTS



As a quick and profitable seller it is rarely equalled. We want you to try a small order, that you may see for yourself the truth of our claim when we say that Cafe Francais is a line that you would not be without if you but knew it.

Ask us to send you a sample package to try in your own home.

Dominion Cereal Mfg. Co.

VICTORIAVILLE, QUE.

Also Makers of Imperial Self-Raising Flour

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Haven't you dozens of customers now making their own cake icing whom you could easily induce to try

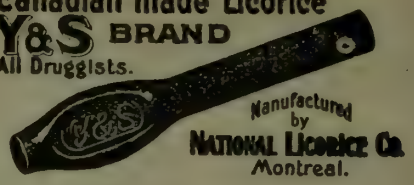
Cowan's Cake Icings



Once they find out how easy these icings are to use, and how thoroughly satisfactory, you will get plenty of repeat orders from them.

The Cowan Co., Ltd.
Toronto

Canadian made Licorice
Y&S BRAND
All Druggists.



Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes	M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins	Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

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PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
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By Royal Letters Patent

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POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
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CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"
brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
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SELLING AGENTS:
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World's Wheat Crop by Far the Best in History

Many Million Bushels Ahead of Last Year—Wheat and Flour Market, However, Remain Strong — Increased Demand for Cereeals With Advent of Colder Weather —Prices are Firming up.

The wheat situation, even with increased estimates of the crop, is still firm and strong. The world's output of wheat is estimated to be 283,688,000 bushels more than last year, or an increase of 9¼ per cent., and 15 per cent. more than in 1907. Canada shows an increase of 24 million bus. above previous years.

With this remarkable showing, it is surprising to see the bullish condition of the market. Already the Argentine crop is watched from day to day to assist speculations either one way or the other. If the situation could be viewed from a standpoint entirely free from speculation, the natural conclusion it would lead to would be lower prices. As this cannot be done, it remains to be seen how manipulators will succeed in their various efforts to make money for themselves at the expense of the consuming public.

The flour market shows no change in prices and oat products, although a little easier in some cases, are expected to firm up with the good demand consequent on colder weather.

MONTREAL.

FLOUR—Ontario flour is fully as scarce as last week, and yet the crop statistics show a large gain over last year's figures. The world's crop estimates show that this year will be the greatest the world has ever known. Exports have been very heavy from the United States and Canada during the past week, the heaviest since last December. Prices show no indications of weakening as yet, but dealers figure that, in view of the crop, there are lower prices in the near future.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

ROLLED OATS—Quite a decided strengthening has occurred in the rolled oat market. Dealers say that prices are simply going back to normal, and this is due primarily to an increasing demand. Oatmeals are up 7½c, and rolled oats 20c per barrel. Trade continues good at the increase, due to the coming of the cold weather.

Fine oatmeal, bags	2 52½
Standard oatmeal, bags	2 52½
Granulated " "	2 52½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 30
" barrels	4 85

FEED—Mill feed is having quite a brisk sale at last week's quotations. No immediate changes are looked for, as present prices are considered about right, taking into consideration what is now on the market and the demand there is for it.

Ontario bran, per ton		20 00
Manitoba shorts, per ton		22 00
" bran, per ton		20 00
Mouillie, milled, per ton		27 00
" straight grained, per ton		31 00
Feed flour, 98-lb. bag	1 65	1 75

TORONTO.

FLOUR—Ontario wheat is still scarce, and it becomes a question to millers whether the yield in the province was not over-estimated. At the same time they also take into consideration the open weather, which the farmer takes advantage of in working on his land, instead of hauling out his wheat. As soon as it freezes up more liberal deliveries of wheat will be expected, and unless the demand strengthens, prices may make an easy drop. There is no change in the local flour market, and the demand is fair.

Manitoba Wheat.		
1st Patent	5 20	5 30
2nd Patent	5 00	5 10
Strong bakers	4 90	5 00
Winter Wheat.		
Straight roller	5 20	5 40
Patents	5 40	5 50
Blended	5 40	5 50

CEREALS—The local demand is active, with a satisfactory turn-over. As the weather gets colder the demand for uncooked cereals increases, which inspires the trade with a firm feeling. Although the prices of raw material are strong the prices of several of these lines are a few cents easier here.

Rolled wheat, car load		2 95
" oats "		2 20
Oatmeal, car load		2 50
Rolled wheat in barrels, 100 lbs	3 05	3 15
" oats in bags, per bag 90 lbs		2 30
Oatmeal, standard and granulated, in bags 98 lbs		2 60

Edward H. S. Flood, Canadian trade commissioner to Barbadoes, arrived in St. John, N.B., November 20, on the steamer Oruro, and went to Ottawa on the 23rd, on departmental business. He expects to return to the island on the next steamer, about a week hence. As to conditions in Barbadoes, Mr. Flood said, business was fairly good. All through the islands the imports from Canada, notably in flour and fish, have largely increased.

Don't Experiment!

in handling so many different makes of Soda Crackers when there is one line that never fails to give entire satisfaction!

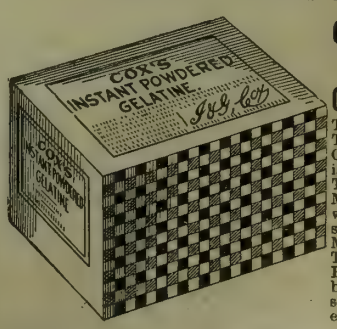
Try

MOONEY'S

CREAM SODA

and retain the family trade. The extra amount of care given by the Mooney Company in the mixing and baking of these biscuits, and the effective methods of packing, give them the distinguishing flavor and crispness for which they are so justly famed. Order to-day.

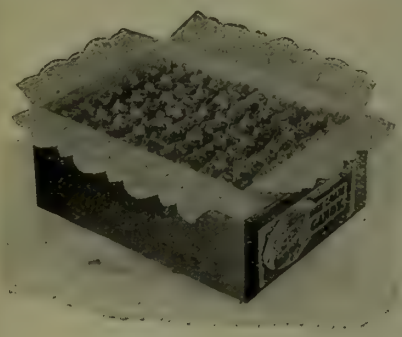




COX'S
INSTANT POWDERED
GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents: J. & G. Cox, Ltd.
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
Gorgie Mills
EDINBURGH



YOU CAN MAKE MORE MONEY OUT OF CONFECTIONERY THAN OUT OF ANY OTHER LINE YOU SELL .:. .:. .:. .:.

This is a seasonable truth when you are preparing for Xmas trade. Compare profits and verify this statement.

Confectionery is easy to sell at all times, but particularly around the holiday season—ALWAYS PROVIDING IT IS OF HIGH QUALITY.

"CHOCOLATE BORDO"

is famous for the uniformity of its excellence and is most highly appreciated by the consumer.

Grocers feature it for this reason, and because the profit is larger than on most other chocolates.

The Montreal Biscuit Company
Wholesale Confectioners
MONTREAL

COLLECTING BY DRAFT.

Hamilton Merchant Surprised That This is Not Common Practice.

Editor Canadian Grocer,—In conversing with a gentleman connected with one of our large manufacturing concerns, and who has lately returned from England, he made the remark that in the Old Country if one wanted to scare a delinquent merchant into prompt payment he had to just threaten him with issuing a draft on him.

Over there they consider it injures their credit at their bank if it becomes known that a draft has been passed on them. He further stated that the same opinion is held here in mercantile circles and that his own firm would not accept a draft on any condition.

Now, Mr. Editor, this is news to me, and no doubt to a great many others, and I would like you to favor us with the consensus of opinion of the business men of the country. Personally I consider it the nicest and easiest way to settle a bill—far better and safer than closing by cheque. However, on the quiet, if my banker thinks it wrong, why then I'll drop it like a hot potato, for he is my only protection.

A. C. P.

Hamilton, Ont., Nov. 23, 1909.

Mr. Merchant,

Are you handling

Royal Purple Stock and Poultry Specifics

the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

The W. A. Jenkins Mfg. Co.,
LONDON : : : ONT.

Thos. Henry, Hespeler, Ont., has sold his grocery business to Ephraim Sauder.

D. O. Pease, for some time traveling representative of the Ogilvie Milling Co. in the Eastern Townships, with headquarters in Sherbrooke, Que., is to be transferred to the Niagara Peninsula, with headquarters in Hamilton. F. A. Noble, now representing the Cousins Co., of St. Johns, will succeed Mr. Pease in the Townships.

GRATEFUL COMFORTING

EPPS'S COCOA

The Choicest of all Cocoas

The Most Delicious
The Most Nutritive

A cup of this delightful beverage is a cup of real enjoyment, giving true exhilaration and invigorating the whole system.

The LEADING COCOA of MANY GENERATIONS

Special Agents C. E. COLSON & SON, Montreal
Nova Scotia, E. B. ADAMS, Halifax. Manitoba, BUCHANAN & GORDON, Winnipeg

MILK

is the one universal food. The best and purest form in which it can be obtained is

TRUMILK AND MILKSTOCK

The only milk powders soluble in cold water. Light to carry. Better in taste than any other form of milk in cans. Will keep after can is opened. Not injured by freezing.

AT ALL WHOLESALE GROCERS

Canadian Milk Products, Limited

Head Office: Mail Building, TORONTO



Don't Have Too Many Doors to Your Store

IT'S an old story, but as *good* as new—
About Farmer Jones, who cut a hole through the barn door for the cat to saunter in and out, and then cut a smaller one for the kitten.
Reminds you forcibly of the man who supplies FIVE ROSES to his "high-class" trade and "near-good" stuff to the thin purse.

• • • •

The hole that's big enough for the cat is ample for the kitten, Brother Grocer.
But the hole that's just big enough for the kitten doesn't let the big cat through.
Now, FIVE ROSES *has made a habit of success.*
Its quality is big enough to accommodate your best trade, while gradually winning over to higher quality and price the holder of the slim satchel.

• • • •

The tendency of the times is towards *better* quality and food *purity.*
We must either fall in line or go to the rear.
It's better to fall in line, Brother Grocer.
So do your business with a *good* leader, not a poor follower.
Be a FIVE ROSES enthusiast and watch results.

• • • •

With FIVE ROSES, Brother Grocer, you always please *every* customer—*rich or poor.*
With cheap stuff, on the other hand, you have but *one* argument—a *limited* audience, which will *inevitably* desert you at the very first note from a bargain bugle.
Add to this, when you sell *both* kinds, every boost for one is a knock on the other.
And think that "the sweetness of low prices never equals the bitterness of poor quality."

• • • •

Don't have two doors to your flour department, Brother Grocer.
The "quality" door is plenty big enough for all kinds of trade to come through *both ways;* but the "cheap stuff" opening bars out the good trade forever.
Make FIVE ROSES your *one* best flour, Brother Grocer.
Specialize on Satisfaction—*it pays big.*

FIVE ROSES FLOUR

LAKE OF THE WOODS MILLING COMPANY
LIMITED
MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

Capital of $30 Foundation for Strong Business

Montrealer Shows That there is Money in Confectionery Properly Handled—How He Made a Study of His Business and of the People He Wished to Serve—A Prince for a Customer.

Eight years ago a young Englishman of 20 came to Montreal. Working for a farmer about ten miles out of the city for about seven months, he then obtained a post as secretary to a business man. In a short time he had saved $30 from his salary, and, with this as capital, he resigned his position and rented the store where his present business is located. The rental was $64 a month, and that all had to be made before the end of the month, or at least $34 of it.

The young man who made this inauspicious looking beginning was C. R. Bronsdon, proprietor of "Bronsdon's" confectionery business, St. James St., Montreal.



C. R. BRONSDON.

In the beginning Mr. Bronsdon knew nothing of candy making, and, according to his own statement, very little about business methods. His capital we have already stated. The candy was made on the stove, nights, the chocolate being prepared in an old saucepan.

The business paid from the start. As it grew and capital began to pile up, improved methods of manufacture, larger buying, and the general trade gained, began to tell in the profit column. A factory was started in which to-day everything sold by "Bronsdon's" is manufactured.

From being purely a confectioner at first, Mr. Bronsdon has for the past few years been developing a high-class catering trade. This has made such headway that, dusing the past year, all banquets in Montreal, given to titled visitors, have been handled by "Bronsdon's."

Noon-day lunches are an added line. The trade in this direction is growing daily, and Mr. Bronsdon is already figuring on larger premises to handle it.

Advertises a Special Daily.

The total trade done during 1908 by all branches, exceeded $32,000; and this year will certainly reach $40,000. This is all from lines of goods which yield a handsome margin, so it can readily be seen that the original $30 has developed somewhat in the seven years it has been growing.

As to what has contributed to his success, Mr. Bronsdon seems quite certain—work, combined with the grade of stock made and served by him. An advertising scheme has also proved very useful. This is the advertising in his window of a daily "special." The practice was begun when the business was only three weeks old and has been uninterruptedly continued since.

As to the grade of "Bronsdon's" candies, Mr. Bronsdon has letters from many notable people complimenting him on them, among them being one from Prince Louis of Battenburg, who was a customer when here.

The above story goes to show that there are good profits in confectionery if the department is rightly handled—if the grocer only applies himself enthusiastically to the work. Mr. Bronsdon made a success of his business because he was energetic in his work, because he made a study of the public's requirements and acted accordingly. Here is a lesson for all retailers.

F. Richardson & Co. is the name of a new grocery firm in Parkdale, Toronto. They bought out T. M. Cooper, 1548 Queen St. West.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Black Watch

The Big Black Plug Chewing Tobacco



"A Trade Bringer"

Sold by all the Wholesale Trade

TO THE RESCUE!

If you have a tobacco department which is not showing you the profit it should do, make a change, start to-day and feature the

7-20-4

CIGAR

This cigar will be the making of your tobacco department! It is of uniformly fine flavor, is a popular favorite, and will leave you a good margin of profit.

GET OUR PRICES TO-DAY

The Sherbrooke Cigar Co.

SHERBROOKE, QUE.

SOAP SENSE

is a sense very much akin to common sense which comes to a grocer after a while and tells him his best interests are served by handling only soaps whose quality and purity are known and proved. Such a soap is

WONDERFUL SOAP

which will establish confidence and build up your general connection. The public is getting wise and will rather pay a little more for a good article than pay through the nose for premiums. We sell the good article and offer no premiums.

Send for quotations.

THE GUELPH SOAP COMPANY

GUELPH ONTARIO

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Almeria Grapes

Arriving this week some extra fancy stock; these will suit the best trade, nothing better.

Our fourth car Florida Oranges in to-day, they are fine. Grape Fruit ripe and heavy.

Lemons: — Hiawatha, St. Nicholas and Kicker Brands.

Figs, Dates, Nuts, Cranberries, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

NO
Amount of
EXPERIENCE,
EXPERIMENT,
ENERGY, or
EXPENSE
IN THE
CARE or
CULTIVATION
COULD IMPROVE
the quality of Tracuzzi's
ST. NICHOLAS or
HOME GUARD
Brands of Lemons.
THEY EXCEL IN
QUALITY AND PACK.

J. J. McCABE
AGENT
32 Church Street, TORONTO

Export Apple Demand Exceeding all Past Years

Season of 1907 Already Surpassed—California Navels and Florida Oranges Coming on the Market—Cucumbers Ruling in Vegetable Line—Some Hot House Tomatoes—Splendid Fish Demand.

MONTREAL.

GREEN FRUITS—Apples are having a brisk sale, particularly for export trade. The quantity exported for the week is 71,423 barrels, over double last year's for the same week, but not quite up to 1907. For the season there are 544,019 barrels, which is almost double 1908 figures, and nearly 3,000 barrels larger than 1907.

Oranges are selling well at last week's prices. Bananas are somewhat scarce, and are quoted higher by some dealers. The general range is about the same. Plums are off the market.

Apples, Alexanders, No. 1		3 50
" Baldwins, per bbl		4 00
" Greenings, per bbl		4 00
" Kings, No. 1		4 25
" Spies, per bbl		4 25
" Fameuse, per bbl	4 50	5 00
" Mackintosh reds		5 00
" " No. 2		4 50
" Tallman Sweets		2 50
" Wealthys, No. 1, bbl		4 50
" " No. 2, bbl		4 00
Bananas crated, bunch		2 50
Cranberries, per bbl		9 00
Cocoanuts, bag		4 25
Grape fruit, Florida		5 00
" " Jamaica		3 50
Grapes, Tokays, crate	2 75	3 00
" Almeria, per keg		5 50
" Concords, per basket		0 17
" Niagara		0 17
Lemons, Verdillis, box		3 25
" Maoris, box		3 25
Limes, per box		1 00
Oranges, late Valencias		4 00
" Jamaica, per crate		4 50
Pineapples, Floridas, box	3 00	3 50

VEGETABLES — Green peppers and thyme are very scarce and high. It was somewhat unexpected, as dealers thought supplies would be ample to fill all demands, and keep prices about the same.

Home-grown cucumbers are off the market, but Bostons are on sale at $2 per dozen.

Government reports show that potatoes will have an unusually large yield this year, in spite of the drouth in some sections.

Turnips show a good general crop, somewhat better than last year.

Beets, per bag	0 50	0 60
Carrots, bag	0 50	0 60
Cabbage, dozen	0 25	0 40
Celery, Canadian, dozen	0 30	0 50
Cauliflowers, dozen	1 00	2 00
Cucumbers, Boston, per doz		2 00
Green peppers, basket	1 50	2 00
Lettuce, dozen		0 75
" Boston	0 65	0 75
Leeks, dozen		1 50
Onions, red, per bag	0 75	0 80
" Spanish, cases 150 lbs		2 75
" " half cases		1 65
" " crates 50 lbs	0 90	1 00
Potatoes, Montreal, bag	0 60	0 70
" sweet, per bbl	2 50	3 50
" " basket		1 50
Parsley, dozen	0 10	0 15
Parsnips, per bag	0 90	1 00
Pumpkins, doz	1 25	0 50
Sage, dozen	0 40	0 50
Savory, dozen	0 40	0 50
Spinach, Canadian, box	0 50	0 60
String beans, basket (large)		4 50
Squash, Hubbard, per dozen		1 50
Thyme, dozen	0 75	1 00
Tomatoes, hot-house, lb		0 25
Turnips, bag	0 40	0 50
" Quebec, per ton	7 50	9 00
Vegetable Marrows, dozen	0 50	0 60
Watercress, dozen		0 40

FISH—The country is well supplied with all kinds of pickled and salt fish, and this trade is expected to quiet down until after New Year's. When colder weather sets in the demand will be almost exclusively for frozen fish. Already a number of orders have been booked for future delivery, and, as the Advent season is getting near, there will be a rush when suitable weather is at hand. Prices in general rule are firm and the demand is brisk, due, in a certain measure, to the high price of meat and game.

FRESH

Barbotte	0 08
Dore, per lb	0 10
Eels, fresh, per lb	0 08
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 05
Herring, fresh, per 100 lbs	1 25
Mackerel	0 10
Market cod, per lb	0 04
Perch, dressed, per lb	0 10
Pike, headless and dressed	0 08
Salmon, B. C.	0 16
Sea trout, per lb	0 14
Steak cod, per lb	0 06½

FROZEN

Dore, winter caught, per lb	0 08½ 0 09
Flounders	0 06
Halibut, per lb	0 09
Mackerel	0 09
Pike, headless and dressed	0 07
Steak cod, per lb	0 05
Salmon, B.C., red, per lb	0 09
Salmon, Gaspe	0 18
Salmon, Qualla, per lb	0 08
Whitefish, large, per lb	0 09
Whitefish, small, per lb	0 07

SALTED AND PICKLED

Green cod, No. 1 medium, per lb	0 03½
" small, per lb	0 02½
" large, per lb	0 03½
Labrador herring, bbl	5 25
Labrador herring, half barrel	2 90
Labrador sea trout, bbls	12 00 12 50
" " " half bbls	6 50
No. 1 mackerel, pail	2 00
No. 1 " half bbls	8 00
Salmon, B.C., half bbls	8 00
Salmon, B.C., bbls	15 50
Salmon, B.C., pink	14 00
Salmon, Labrador, bbl	18 00
Salmon, Labrador, ½ bbls	9 50
Salmon, Labrador, tierces, 300 lb	26 00
Salt eels, per lb	0 08
Salt sardines, 20 lb. pail	1 00
Sardines, Quebec, bbl	5 50

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb	0 07½
Herring, new smoked, per box	0 12
Kippered herring, per box	1 20 1 25
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, ve, per lb	0 20
Oysters, choice, bulk, Imp. gal	1 40
" "Sealshipt," standards, Imp. gal	1 70
" " select	1 90
" shell, per bbl	7 00 10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	5 50
Skinless cod, 100 lb. case	5 25
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS—There is nothing of special interest to report this week, although the quantities of fruit which passed through the hands of Toronto dealers are enormous. A large part of their apple trade, however, is not seen here, as they are shipped di-

rect from the orchards to the English, as well as the Northwest markets. One firm has already handled about 75,000 barrels. The city is principally supplied with apples brought in by farmers and sold either to the consumers direct or to the fruit stores throughout the city. These as a rule are not of the best quality.

Oranges are as common on the market as apples and are daily in demand all the year. As soon as one country runs out of season another is ready to take its place. California supplies the largest percentage, and is seldom from the market. The favorite navel oranges are beginning to come in but the most satisfactory orange for the next month or so is the Florida orange.

Apples, green, basket	0 15	0 25
" per barrel	1 50	4 50
Bananas	1 65	2 00
Cranberries, per bbl		8 50
Grapes, small basket	0 25	0 35
" large	0 35	0 50
" Almeria per keg	5 50	6 50
Grape Fruit	3 50	4 00
Lemons, Verdelli	3 00	3 50
" Palermo	3 50	3 75
Oranges, Cal. Valencia	3 75	4 25
" Cal. navels	3 50	3 75
" Porto Rico	2 00	2 50
" Floridas	2 50	2 75
Pears, Can., basket	0 40	0 60
Pineapples, per case	2 40	4 50
Quinces, per basket	0 30	0 40

VEGETABLES — Perhaps the most "bossy" looking vegetable on the market is the sober cucumber at $1.75 a dozen. You could almost read from their appearance, "take me or leave me alone." The tomato,

FANCY RIPE

Navel Oranges

We are offering this season the finest Navel Oranges that we have ever had for Xmas trade.

Fruit guaranteed Ripe and Full Color. Sizes desirable and prices very moderate.

Also Holly, Holly Wreaths, Raisins, Nuts, Dates. Send for **Xmas price list.**

WHITE & CO., LTD.

Toronto and Hamilton

Have you ever ?

No I've never seen better

ORANGES

Seeds ? very few but—

OH MY !

THE FLAVOR

it's delicious.

Start right in with a big Orange Trade, buy

FLORIDAS

Finest Oranges Grown

The Mark of Quality—

FLORIDA

CITRUS EXCHANGE

See that it is on every box you buy

ORANGES, GRAPEFRUIT

W. B. STRINGER, Toronto - District Manager

NEW ARRIVALS

Fancy Sweet Sonoras

California Navels

AND Florida Oranges

FINE RIPE New Messina Lemons

Almeria Grapes

ALL OF FINEST QUALITY

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

just fresh from its artificially heated home, is almost as cheeky and demands 25c a lb. Potatoes are holding their own, and large quantities are finding their way into the grocers' cellars where they will be good stock during the winter.

Beets, per bag		0 60
Cabbage, Canadian, per dozen	0 35	0 40
Carrots, new, per bag	0 50	0 55
Celery, Canadian, per doz	0 25	0 30
Onions, Canadian, per bag	1 00	1 25
" new, Valencias, crate	2 75	3 00
" Spanish		2 75
" " half cases		1 75
Peppers, green, per basket	0 30	0 33
" red, per basket	0 50	0 60
Parsnips, per bag		0 75
Potatoes, Canadian, per bag	0 60	0 65
" sweet, basket		0 56
" sweet, per hamper	1 25	1 50
" sweet, per barrel		3 50
Radishes, per dozen		0 20
Tomatoes, Canadian, per basket	0 40	0 50
" hot house, per lb		0 25
Turnips, per bag		0 40

FISH—The demand for fish continues brisk and the trouble, as one fish man expressed it, "is not to sell the goods, but how to get enough fish to supply the people." With all the hustle, however, the modest fish man will stand to his old prices.

Bloaters, per box		1 20
Blue fins		0 06½
Carp		0 03
Cod, fresh caught		0 07
Cod, Imperial, per lb		0 05
Cod, Arcadia		0 10
Ciscoes, per basket	1 10	1 20
Eels, per lb		0 08
Finnan haddie		0 08
Haddock, fresh caught		0 07
Halibut, fresh caught		0 10
Herring, medium, per lb., fresh caught	0 05	0 06
Herring, sea, per 100 count		3 00
Herring, Digby, per box		0 15
" Labrador, per keg		3 00
" " per brl		5 50
Lobsters, each	0 25	0 30
Mackerel, each	0 20	0 25
Perch		0 07
Pike		0 06
Quail on toast		0 05
Qualla		0 09
Sea salmon, dressed		0 13
" " round		0 10
Salmon trout, salt, per keg		6 00
Shrimps, per gal		1 15
Trout, fresh caught	0 09	0 10
Whitefish, fresh caught		0 11
Yellow pickerel		0 09
Oysters, selects, per gal		1 85
" standards, per gal		1 65
" extra selects		1 90

Gentleman (to cigar dealer): "Have you any so-and-so brand in stock? How are they?" Dealer: "First-class, sir. This last lot is an extremely fine one." Gentleman (departing): "Thanks. You wrote that they were very poor, but I am pleased to find you were mistaken. I am the manufacturer. Good day."



Ask for

"ALBERT & CIE"

French Sardines

This popular and world renowned brand is packed in FRANCE from specially selected fish only.

AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

Did you ever notice the success of the stores that advertise "quality" and SELL "quality"? What is the reason? Because the customer



remembers quality FIRST and THEN PRICE. This never comes home with such force as when that something is TO EAT.

This reproduction, friend grocer, is from a photo of our shipping package. Note the neatness, cleanliness and sanitary features. Do they not appeal to you? Certainly.

Don't run after the cheapest oyster in the market. It don't pay. But when a brand at the same price *appears* to have an advantage investigate and satisfy yourself.

Ordinary prices BEACON BRAND OYSTERS EXTRA quality

THE F. T. JAMES CO., Limited

Church and Colborne Streets TORONTO

ADVENT

Advent Season Begins Next Week

Your Fish and Oyster orders can be filled promptly from our complete stock. This week we call your particular attention to

Salmon, Halibut and Frozen Sea Herring

Several cars have just arrived. Choice new stock. Our new frozen herring is the first of the season. High quality. Some of our other lines:

COD	WHITEFISH	HADDIES
HADDOCK	PICKEREL	KIPPERS
SMELTS	MACKEREL	BLOATERS

OYSTERS We have Malpeques and Caraquets in shell. Also the famous "SEALSHIPT" Oysters—solid meats.

A POSTAL WILL BRING OUR LATEST PRICE LIST.

BRANCHES: St. John, N.B., Grand River, Gaspe.

LEONARD BROS.,

The Largest Fish and Oyster Warehouse in Canada.

YOUVILLE SQUARE (Near Customs House.) MONTREAL

Four Long Distance Telephones



BRUNSWICK BRAND BUILDS UP BUSINESS



Because the most carefully selected, smallest and sweetest fish is the sardine herring caught in weirs or traps in Passamaquoddy Bay. And in the **BRUNSWICK BRAND** they are canned in such a manner that the natural flavor is preserved. This is the brand, Mr. Grocer, you can handle with credit to your store and with increasing profit to yourself.

BRUNSWICK BRAND
Are Quality Goods

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross Macauley & Co. Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B. C.; The Alf. Denis Co., Ltd.; Edmonton, Alta.

PRODUCE ARTIFICIAL HEAT.

Devices for Saving California and Florida Fruit Crops From Frost.

It has been customary in years past, says the Philadelphia Press, both in California and Flordia, to preserve the orange orchards against the blight of sudden frost, by the employment of heating pots or open stoves. The temperature has been raised in this way from two to three degrees, quite a sufficient increase in those climates to insure the safety of the threatened fruit.

The scope of this simple expedient has now been vastly extended. In fact, the entire crop of fruit this year in the Grand Valley of Colorado, valued at $3,000,000, was rescued from killing frost by the use of blazing oil in the orchards. These fruit ranches are extensive and highly valuable; their crops include peaches, apples, pears, plums, cherries and soft-shell almonds. Hitherto the harvest has been uncertain; Jack Frost a terrifying menace. The crop of 1909 was saved by means of some 300,000 smudge-pots of different types, which actually raised the temperature in the valley from eight to nine degrees over twenty-seven miles of territory. While the temperature outside the heated area dropped as low as twenty degrees, within the protected district it did not go below 29.5 degrees. It is estimated by a writer in the "Scientific American" that the cost for fuel the first year is about $50 per acre; the second year about $15 an acre.

CANADIAN OYSTERS DECREASING.

Due to the Recent Regulations — Canada the Best Market for United States Oysters.

Frank Deedmeyer, of Charlottetown, states that the production of oysters in the waters of Canada is limited almost exclusively to the two Province of Prince Edward Island and New Brunswick, the following being the details:—

The quantity of production is steadily decreasing. In 1903 the yield for the Dominion was 35,757 barrels; in 1907, 27,297 barrels. Twenty years ago Prince Edward Island furnished 30,000 barrels, and in 1908 only 8,736 barrels. This season for the Province of Prince Edward Island opened on the 1st of October; it will close with the advent of the frozen season. The total catch for the province during this fall is estimated at 5,500 barrels. Prices are from $7 to $10 per barrel, according to selections.

Nearly the whole production is shipped to the Provinces of Ontario and Quebec, where it enters into competition with oysters from the United States. The steady decrease is attributed to the absence, until a short time ago, of all regulations. Laws now prescribe a season for oysters and safeguard the product in other ways. The exports of oysters from the United States to all countries in the fiscal year 1908, were valued at $663,832. Canada was the best market, taking $271,760 worth, and the United Kingdom, $203,604 worth.

MAKING OLD PRUNES LOOK FRESH.

Methods Used by Grocers in Brightening up Dried Fruit.

For freshening up old prunes the following recipes are given: Take a clean butter tub, place some boiling water in it and put the prunes into it, allowing them to remain in the water two or three minutes, at the end of which time they should be taken out and drained through a sieve. The water runs off freely, and the prunes have a very much more attractive appearance having incidentally been thoroughly cleaned by the process. This plan it is stated neither increases nor diminishes the weight of the prunes.

Some grocers place a little molasses in the hot water, just enough to sweeten it making the water about the color of weak tea. They think this makes the prunes still more attractive in appearance and a trifle sweeter than if molasses is not used. The prunes are not so pleasing to handle if made a little sticky by the addition of the molasses. Either process will make the fruit bright and attractive and often even prunes which have turned white will after being washed look like new ones.

RESULTS OF BREAKING LAWS.

The season's lobsters are now practically all in the hands of the city exporters, and, while definite figures are not yet available, the pack looks like reaching the region of 35,000 cases. The pack is clean and carefully processed this season; but the meat is small owing to the growing scarcity of the fish, and the unblushing breaches of the "size" law. The northern lobsters show as large a run of "meat" as ever; but, nature protects the northern grounds by late icebergs and stormy weather, and there will always be bigger fish on that section of the coast. The day of general close down will have to come.—St. John's Newfoundland Trade Review.

DISCOVERY IN PACKING CODFISH.

News comes from St. John's, Newfoundland, that a discovery has been made of a new method of putting up codfish, in which the Newfoundland Government is interesting itsef. In the new process, the fish are separately wrapped in a specially prepared paper, which is supposed to contain preservative qualities. The fish are then packed in ice in the ordinary way and are supposed, according to the inventor of the new preservative, to maintain their flavor and freshness for an indefinite period.

The inventor is a Norwegian, at present residing in St. John's.

HOTEL FOR TRAVELERS.

Few Canadian hotels cater to travelers for commercial houses to the same extent as does Walter Walby's house, the Hotel Cecil, in Ottawa. Here, primary consideration is given to the knight of the grip every time. Mr. Walby has had many years' experience in the hotel business, and realizes, as does every experienced man in a like position, that it is the commercial man who must be counted upon to most steadily support the house. Appreciating this fact, Mr. Walby cannot do too much to make traveling salesmen feel comfortable when they are stopping with him. The Hotel Cecil is modern in every respect, being but a short time completely finished. The dining-room is a feature of the house, the food being well chosen, varied, and cooked by chefs who have a reputation to uphold. The bedrooms are warm in the winter, well-ventilated, and consequently sanitary, and finished in modern style. Running water and electric lights are in every room. Rooms with a bath are obtainable by those desiring such. Taken all around, the hotel may be classed among the premier hostleries of the country, and the excellent patronage it is receiving testifies to the truth of the statement that it is.—Advt.

GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Coristine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.



BOWSER

Self-Measuring

OIL TANKS afford a

CONVENIENCE

that alone is reason enough for installing the system.

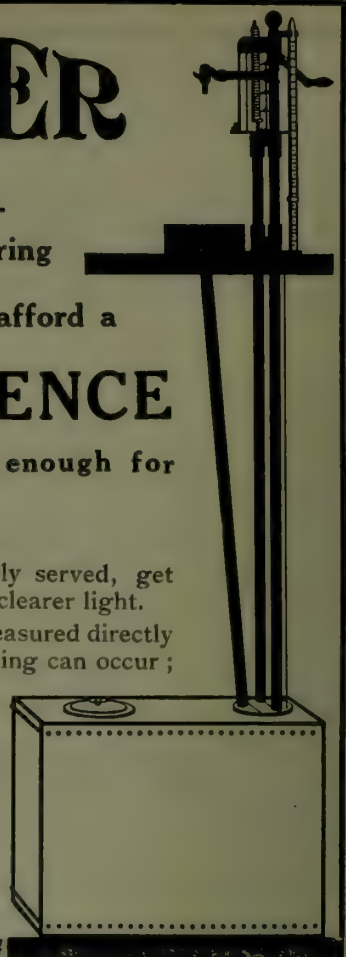
"The convenience is mutual.

My customers are better and more quickly served, get clean oil of better quality that gives a firmer, clearer light.

The barrels are easily emptied; the oil is measured directly into the customer's can; no slopping nor spilling can occur; the odor of oil is not found in the store.

Modern CONVENIENCES mean time and money. They draw and hold trade."

Catalog 5-K contains full information regarding Bowser Outfits.



S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., Toronto, Can.

No More Bad Bills

There's absolutely no excuse for a grocer to complain of bad bills. There's a way to hold the credit customer in check and avoid losses.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. $2 per bottle at dealers or delivered. Horse Book 7 D free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Goitre, Wens, Strains, Bruises, stops Pain and inflammation

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

You might as well have first-class

Rubber Stamps

at reasonable and
=Reliable Prices=

Send us an order for Rubber Stamps and see the difference between what you have been getting.

Hamilton Stamp and Stencil Works, Ltd.

HAMILTON, ONTARIO



Saves time,
Saves money,
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.
19 Wellington St. West, TORONTO

Wolverine **Show Case**



The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by
Michigan Show Case Co., Detroit, Mich.

ELGIN NATIONAL COFFEE MILLS

are made in no less than
40 DIFFERENT STYLES



This favourite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a

LOW COST

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—Canadian Fairbanks Co.

MANUFACTURED BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,
LIMEHOUSE,
LONDON, E., ENG.

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

Canadian Agents:
ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

How Does Trade Paper Advertising Pay?

An Address Before the Technical Publicity Association of New York, by C. R. Lippman, Advertising Manager Genuine Bangor Slate Co.

It is safe to say that very few of us who have had experience with trade paper advertising are in a position to say in dollars and cents just how it does pay. It is so closely interwoven with the personal work of the sales department and sometimes also with general advertising, that it is an utter impossibility to mathematically apportion the results among the various factors.

The only directly tangible indications of trade paper advertising are inquiries produced. I venture to say that the experience of most trade paper advertisers bears me out in regard to the comparatively small number of inquiries received from trade paper advertising, except with firms that handle a large variety of goods and can vary their advertising with special offers.

The reason for this scantiness of replies is obvious. Most of the readers of a trade paper generally know of the firms in their line that advertise in the publication and in many cases are visited by their traveling representatives.

They are, therefore, not likely to respond to the advertising by direct inquiry, unless offered some adequate, special inducement. I have tested this out by offering from time to time some new advertising literature in our ads. The first reaction in the way of responses is quite liberal, but after a short time they dwindle off to almost nothing.

Nevertheless we have good reason to believe our trade paper advertising a good investment.

If you ask the average trade paper advertiser whether it pays, you will probably get the frank reply that he does not know. At least that is the answer I received from quite a few in the course of my investigations. Some of them put it this way: "The only reason that keeps me in the trade papers is because my competitors are in, and I certainly don't want to be overshadowed by them."

That the possibilities of efficient trade paper advertising are not realized by the majority of advertisers, is readily proven by running through the advertising pages of these papers; where good ads. form a decided minority. But even those poor ads. pay for the same reason that it pays a firm to be represented in a trade directory.

The average business man seldom stops to figure out just how it pays. As one of them put it to me, "You have to keep it up simply because you are afraid to drop it."

I don't wish to be understood as indorsing this attitude. On the contrary. I have tried to fathom the results of advertising in good trade papers.

Let us take a concrete example, say a good medium with 10,000 circulation. On the debit side we enter the advertising contract, say $500 for the year. Now what do we get on the credit side?

First: We get the directory value of our ads. That is, possible customers looking for sources of supply, will find our name at the right time. This is a particularly desirable feature in the case of newly established prospects, who have not yet come within range of our mailing list. Such potential customers are generally good acquisitions; for their use of the trade paper as a source of information proves them to be progressive and wide-awake. Thus, our ad. performs a valuable scouting service, for which we allow a credit of 20 per cent. of the advertising contract, or $100. It is certainly worth that much to us a year to keep a lookout in the mast head of our ship to show us new worlds, or rather new accounts to conquer.

Second: We can utilize the space in direct selling effort for localities beyond the reach of our salesmen. This is worth another 20 per cent. or $100 a year.

Third: We can utilize our trade paper advertising to influence the minds of our customers and prospects in our favor, preparatory to the salesman's visit, saving him considerable time in closing deals. Suppose that by reason of such preparatory work a traveler saves only one day a month, the resulting economy in salary and traveling expenses will certainly total up another $100 a year—to say nothing of the greater profit or the greater volume of sales the traveler can attain in the time gained. You will notice I have allowed here only 12 days saved at an outlay of $8 a day for salary and traveling expenses—certainly a mild estimate.

Fourth: No one will deny that a standing advertisement seen by customers or prospects whenever they look through the paper has decidedly a cumulative good-will value. That is, as the years roll by this advertisement will unconsciously preempt a space for our firm in the consciousness of the reader—and likely lead to sales. For this we will allow another $100.

Fifth: If the ads bring us, in a manner directly traceable, only one customer every other month—that is certaioly putting it low—we will credit it for that with the remaining $100. That is, we estimate that through this trade paper advertising, we have acquired six new accounts a year, at an average cost of about $17 each, for this advertising space. In general advertising this would of course, be a shocking figure. In trade advertising, it is mild, as I will show by the next example.

If you object to the above analysis as entirely too problematical, let me put it another way, and still prove my contention.

If this $500 advertising contract brings us only ten new customers a year, or increases our sales with the old customers in an equivalent proportion, this would be at an expense of $50 per new account. This is also profitable. Every new account is certainly worth $50 to the house. No one will question this, if we consider that the goodwill alone of a business with 1,000 regular customers on its books will certainly exceed $50,000 in value.

So you see, the odds are overwhelmingly in favor of trade paper advertising. Of course, this applies only to good mediums; for this field, like every other, has its sheep and its goats.

Next Week's Issue.—A Well-known Wholesaler tells why he uses space in The Grocer.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
¼-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	½-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams		Peach	1 80
	Per doz	Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk.

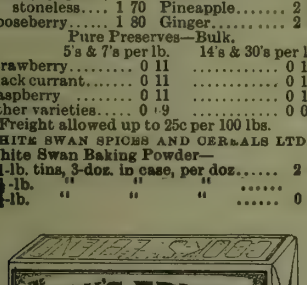
	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

	In Cartoons	per dozen
No. 1, 1-lb., 4 dozen		2 40
" " 2 "		2 50
No. 2, 5-oz., 6 dozen		0 80
" " 3 "		0 85
No. 3, 2½-oz., 4 dozen		0 45
No. 10, 12-oz., 4 dozen		2 10
" " 2 "		2 20
No. 12, 4-oz., 6 dozen		0 70
" " 3 "		0 75
	In Tin Boxes	per dozen
No 13, 1-lb., 2 dozen		3 00
" 14, 8-oz., 3 "		1 75
" 15, 4-oz., 4 "		1 10
" 16, 2½ lbs		7 25
" 17, 5 lbs		14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

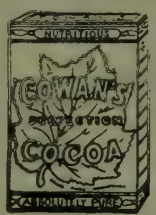
White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ¼ gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—

Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations on Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, 1's & ½'s, cakes, 12-lb. bxs	0 30
Perfection chocolate, 10c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½ s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 36
Parisian, 6's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 26
" 6's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen 0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. Macdonald, Imperial Cocoa Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

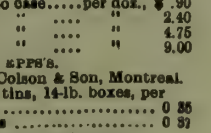
Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Tees & Persse, Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.
G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	$0 90 per dz.
" breakfast cocoa, ¼'s	0 38
" " ½'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ⅓, ½, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 5-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-5-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ½ b. "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 1
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz. 4 oz. 8-oz. 1b.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese.—Imperial

Large size jars, per doz 3 25
Medium size jars, per doz 4 50
Small size jars, per doz 2 40
Individual size jars, per doz 1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box. "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

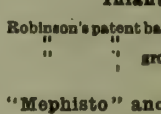
"Vita" Pasteurized Extract of Beef. Per case.

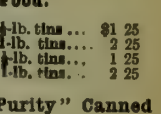
Bottles	1-oz., case of 2 doz	$3 20
" 2 "	1 "	3 00
" 4 "	1 "	4 50
" 20 "	¼ "	4 75
" 20 "	1 "	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	¼-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	¼-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts.



SHIRRIFF'S

1 oz. (all flavors), doz.		1 00
2 "	" "	1 75
2½ "	" "	2 00
4 "	" "	3 00
5 "	" "	3 75
8 "	" "	5 50
16 "	" "	10 00
32 "	" "	18 00

Discounts on application.

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies.

SATCHER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	07

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

If you are interested in Finance or Investments

This special offer will appeal to you.

The Financial Post

is Canada's weekly financial and investment newspaper. It publishes weekly summaries of stock market fluctuations, news of bond and debenture issues and values, real estate, mining and financial news generally. Its editorial comment and Special Articles are admitted by Canada's leading financial men to be interesting and authoritative and of great value to any one interested in Money or Investments.

The regular subscription price of The Financial Post is $3.00 per year, but to those who subscribe now we will mail **THE FINANCIAL POST** every week until January, 1911, for $3.00, giving the balance of this year free.

Enter your Subscription To-day.

The Financial Post of Canada
TORONTO

BLACK JACK

"THE WONDERFUL PASTE FOR FAMILY USE."

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.



Royal Polishes

are made in Canada, and do not have to pay any duty. Consequently we are able to give you BETTER lines, at more reasonable prices, with a result that YOU make LARGER PROFITS.

So Push These Goods.

ROYAL POLISHES COMPANY
MONTREAL

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Save Veterinary Bills!



The regular use of Molassine Meal creates such healthy internal conditions that horses obtain the full nutritive value of their entire food.

It is the ONLY food that keeps horses in perfect health, without the aid of doctor or drug, and without increasing the forage bill.

YOU Should Use it in YOUR Stable.

ANDREW WATSON, - - MONTREAL
SOLE IMPORTERS.



These are the goods

Have you a good supply?

AGENTS

Rose & Laflamme, Limited

Montreal and Toronto

Jose Segalerva of Malaga, Spain

has a reputation as a packer of

Malaga Table Raisins
Malaga Loose Muscatels
Jordan Shelled Almonds
Valencia Shelled Almonds

Why not protect your trade and ensure receiving the best when ordering, by specifying the goods packed under his name?

ROSE & LAFLAMME, LT D
AGENTS
MONTREAL and TORONTO

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited.

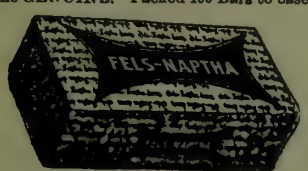


Assorted Case,	Contains 4 doz...$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95



List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12½
½-bbls.	0 12½
Tubs, 60 lbs.	0 12½
20-lb. Pails.	2 60
20-lb. tins	2 50
Cases 3-lb.	0 13½
" 5-lb.	0 13½
" 10-lb.	0 13½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 11¾
Tubs	0 12
20-lb. pails	0 12¼
20-lb. tins	0 11¾
10-lb. "	0 12¼
5-lb. "	0 12½
3-lb. "	0 12¾
1-lb. cartons	13

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ... per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Sbredded"—	
1-lb. glass, doz	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ¼ lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$3 50
Ditto, hotel	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	3 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz	0 90
pint " 3 doz	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box. $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases	60 1-lb. packages	$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	30 1-lb. " } 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs		
1 case		2 85
5 cases		2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

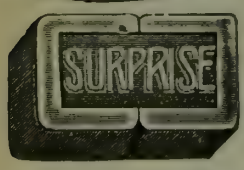
Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw	"	18 20



3 doz. to box..... $3 60
6 doz. to box $7 20
30 days.



1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lots.



Or (Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 0
Canada White Gloss, 1-lb. pkgs.	0 6½
Benson's enamel ...per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 18
" " 1 " or blue,	

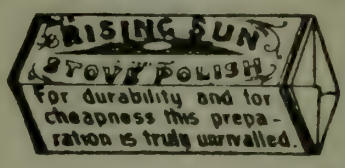
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
8-lb. Canisters, cases of 45	07
Barrels, 200 lb.	0 06½
100 lb.	0 06½
Lily White Gloss—	
1-lb fancy cartons, cases 40 lb.	0 07½
6-lb " "	0 08
6-lb toy drums, with drumsticks in	0 08
Kegs, 200 lb. crystals, 200 lb.	0 07
Finest Quality Gloss—	
1-lb. fancy boxes, cases 48 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼ barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

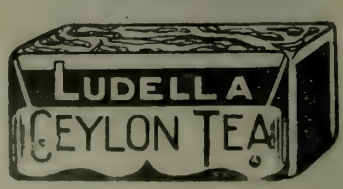


EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.	1s, 20c.; ½s, 21c.
30c.	1s and ½s, 23c.
40c.	1s and ½s 28c.
50c.	1s and ½s, 35c.
75c.	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
[illegible]	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 30
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

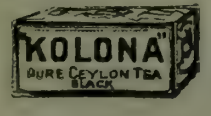


HELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ¼s	0 32	0 40
" " ½s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c.	0 23
Green Label, " 40c.	0 30
R d Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " $0c.	



Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	rete
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	7 20
	Per doz
¼-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s and 10s	36
Amber 8s and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	51

JOS COTE, QUEBEC.

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

WARNING!

Crescent BM&Co. TRADE MARK. Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

SALT

for all.

VERRET, STEWART & CO.
LIMITED

No. 12 Port Street
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand
THE GUARANTEE OF QUALITY

RAW SUGAR PRUNES
CAL. RAISINS R. OATS

—ALL GOOD BUYING

4 Free Phones
USE FREELY

Empire Tea Sales steadily increasing. Bulk or Packages. We should like you to try it. Satisfaction guaranteed.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, DECEMBER 3, 1909 NO 49.



If it can't be had in the town there is excuse for using other laundry blue than

Keen's Oxford Blue

But—

There isn't a city, town or hamlet in Canada where it cannot be found.

To explain—Every grocer wants Keen's Oxford Blue.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

From Halifax to Vancouver

grocers, both wholesale and retail, are pushing

"Crown Brand" Table Syrup

There must be reasons for this special attention. There are reasons, good strong arguments for this preference—Purity, Quality, Richness, Healthfulness and Profit in selling.

Do these arguments appeal to you?

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. **Works, Cardinal, Ont.** **164 St. James St., Montreal**



IMPERIAL PRODUCTS

MacLaren's Imperial Cheese

is, and has been since first manufactured, the public choice of all cheese. Your customers want the best and you will gain their confidence by supplying **Imperial Cheese.**

Imperial Peanut Butter

A food which has earned by its purity, palatability and nutritive properties, a place in the public pantry and esteem. It pays to stock it.



Imperial Dessert Jelly

is without doubt the ideal dessert food, as the rapidity with which it disappears from your shelves testifies. By keeping stocked with it you prevent good customers from going elsewhere to obtain it.

IMPERIAL PREPARED MUSTARD

In Three Sizes 5c., 10c. and 15c.



Manufactured and Guaranteed Pure by

MACLAREN IMPERIAL CHEESE CO., LIMITED

TORONTO

"Thistle" *Canned Haddies, Kippered Herring, Tunny Fish*

Haddies that are never anything else but *real* Haddock, caught, cured and packed at St. Mary's Bay. Natural flavor distinguishes them from all others. Tunny Fish whose careful selection and packing compel approval from the Epicure. The "Thistle Brand."

Cox's Gelatine

Pure—absolutely pure, and hence certain to produce the most economic results for the cook. Powdered or Shredded as the cook prefers, but always fulfilling the most exacting requirements.

Taylor's Peels

Candied or Drained, but in either case admitting of no argument as to their high quality. Made from specially imported fruit from which the essential oil has *not* been extracted. Lemon, Citron and Orange.

The name "Griffin" on a package or can of dried or canned fruit is a symbol that points the way unerringly to the highest quality. In selecting, in growing, in caution in packing, the "Griffin" brand excels. Seeded or seedless Raisins, Prunes, Apricots, Pears—each is the best there is or can be.

Griffin & Skelley's Dried and Canned Fruits "Griffin's"

ARTHUR P. TIPPET & CO., Agents
Montreal



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed? Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative — 30-32 Main East
"Face-to-Face Business" — HAMILTON

Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?
Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal
TEL. MAIN 778 — BOND 28

Largest and Finest Pure Whole Skinless Codfish "Royal Crown" in 100 lb. boxes.

Distributing Sole Agents

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

Try a Condensed Ad. in the Grocer.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines

Selected Raisins, Currants, Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER WHOLESALE BROKER, and MANUFACTURERS' AGENT

Ceylon Teas, Coffees, Spices, Mustard. Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea—stood the test in Western Canada for over 12 years—sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.

Yours truly,
G. C. WARREN

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Finest Bordeaux Whole Halves SHELLED WALNUTS

New Three Crown Shelled Almonds

LIND BROKERAGE CO.
23 Scott Street — Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal — Toronto — Winnipeg

MEAT OF WHEAT

Manufactured from Canadian grown wheat

No Other Cereal so Delicious or Satisfying

Each Package Makes 12 lbs. Nourishing Porridge

—ON COMPARISON—

Proven better than any similar imported cereal

BE LOYAL — Encourage Home Industry. Sell Canadian Made Products.

FOR PANCAKE TIME

You Cannot Get a Better Article Than

"PICKANINNY"

Pancake and Buckwheat Flour

ATTRACTIVELY PUT UP IN 10c. PACKAGES

A Good Seller and a Money Maker

THE WESTERN MILLING CO., TORONTO

"Keep up with the Twins"



"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

Quality Talks!

A right selection of
Canned Goods is at once one of
the most important and most difficult
problems before the modern grocer!
There must be no half measures of purity! And
any grocer in any way in doubt can always safeguard
himself by buying

Old Homestead Brand

Canned Fruit and Vegetables

This is the brand that 'talks quality,' quality of raw material, quality of skilled labour, and quality of cans and sealing methods. Are you handling this splendid selling line? If not, order from your jobber to-day.

Old Homestead Canning Co.

PICTON — ONTARIO

Purity and  Perfection

are the theme of nearly every Canned Goods Advertisement. But, when you come to ask these firms to give you a positive guarantee of purity or to produce a Government Analysis, they nearly all fail to make good.

E. D. S. Brand Jams and Jellies

have been found by the Government Analyst to be 100% pure. Think what it means to sell a guaranteed article like "E.D.S." goods, backed in addition by systematic consumer advertising.

Let me have your enquiry

E. D. Smith's Fruit Farms, Winona, Ont.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

Canadian made Licorice

Y&S BRAND

All Druggists.



Manufactured by
NATIONAL LICORICE CO.
Montreal.

Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton



Made in Canada

A TOUCH DOWN

FOOTBALL at this particular season of the year is attracting the attention of thousands of people. TOUCH DOWN is one of the terms spoken of in describing an important feature of the game.

Do you allow your customers to make **Touch Downs** with you?

Do they get into your debt for forty to fifty dollars when you did not intend to let them have more than fifteen or twenty dollars credit?

Do they ever dispute their accounts and make a touch on you for two or three dollars at time of settlement?

As Umpire and Referee the McCASKEY stands at the head of them all.

Your accounts are posted.

You place the limit.

McCASKEY stops the play at your limit mark.

There are no disputes—no foul plays.

The McCASKEY pleases the merchant and customer.

If you do a credit business, you need a McCASKEY.

DOMINION REGISTER COMPANY, Limited

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue **TORONTO**

TO THE

Merchants of Canada

We are sole Canadian Agents for and are now offering the FINEST grade of

FINNAN HADDIES

ever produced, the famous

WACHUSETT FINNAN HADDIES

packed by

FREEMAN & COBB CO.

(Incorporated)

FISH

BOSTON - - MASS.

and sold by progressive dealers everywhere. Each haddie is branded with the Freeman & Cobb Co. (Inc.) NAME and TRADE MARK and each one is guaranteed. All are smoked, strictly fresh-caught, shore haddock.

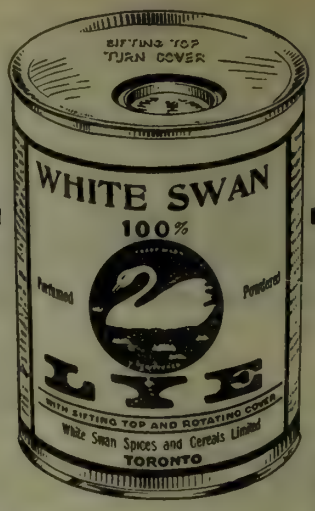
JUST WHAT YOU WANT FOR ADVENT

Packed in 15, 30 and 50-lb. boxes.

Prices on application.

D. HATTON & CO.

18 Bonsecours St. - - - - MONTREAL



THIS TIN CONTAINS

100%

PERFUMED - POWDERED

LYE

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP.

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS TAKE IT TO-DAY

WHITE SWAN SPICES AND CEREALS LIMITED

TORONTO

ASEPTO SOAP POWDER

THE ENEMY OF DIRT

Recommends Itself for 5 Reasons

1. It saves labour. There's not half the rubbing required.
2. It prevents disease. It is thoroughly antiseptic.
3. It is odorless.
4. It is harmless. It will not damage the most delicate fabric.
5. It is economical. A 5c. packet makes 4 gallons of liquid soap.

Try a case. You will be astonished to find how soon it is gone.

Order from Your Jobber.

THE ASEPTO MANUFACTURING CO.

ST. JOHN, N.B.

BROOMS

We Make

Brooms of Quality

When next in need of this line

ask us for prices

We have the goods for household, mill, factory, warehouse and others .:. .:. .:. .:.

Capacity enlarged to

20,000

dozen per annum

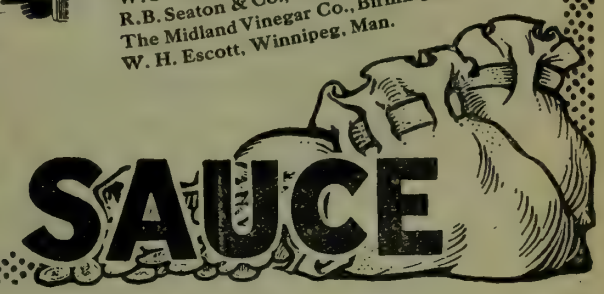
Walter Woods & Co.

Hamilton and Winnipeg

OUR NEW ADVERTISING SCHEME IS SELLING H.P. FASTER THAN EVER

Grocers are bringing it to the front.
There's a large and quick turnover on **H.P.**

W.G. Patrick & Co., Toronto and Montreal
R.B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Birmingham, Eng.
W. H. Escott, Winnipeg, Man.



H.P. SAUCE

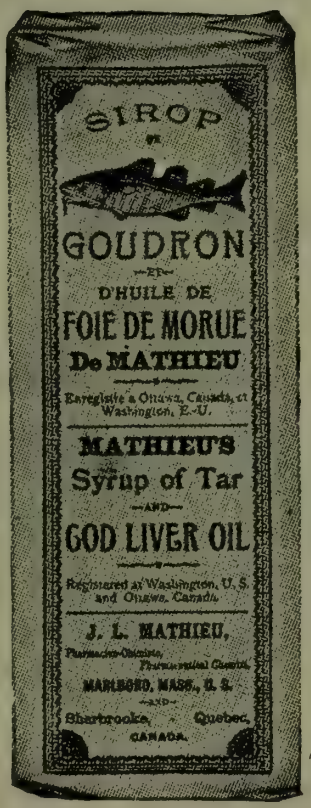
Counter Check Books

"Get The Best"

LOBLAW
CREDIT
SYSTEMS

The CARTER-CRUME COMPANY, Ltd.
TORONTO and MONTREAL

Mention this paper



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

AND

MATHIEU'S NERVINE POWDERS

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—
Thousands of testimonials attest their wonderful value—
They never become dead stock—
They afford dealers a good profit—
Those who once use them make them a household remedy—
Dealers who do not carry them simply lose sales that go elsewhere.

As the demand will be continuous for some months order a good supply now.

Sold by all wholesale dealers.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE

QUAKER SALMON

This year sales of Quaker Salmon have been larger than ever before, illustrating the immense and growing popularity of Canada's premier canned salmon.

YOU are selling this high-class and profitable brand, are you not?

Sole Purveyors:

MATHEWSON'S SONS

Wholesale Grocers

MONTREAL

Ginger-Bread BRAND Molasses

(The Best There Is)

Produced and sold under the British flag

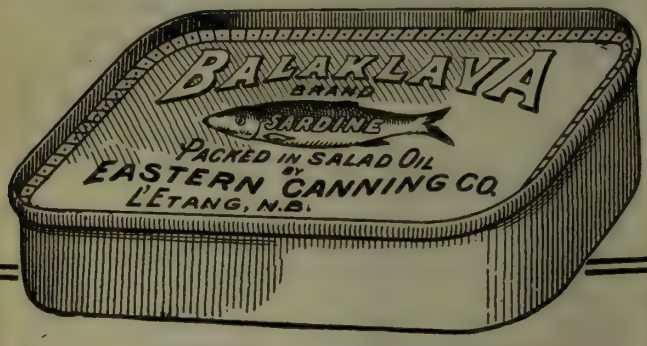
When ordering from your wholesaler specify the above well-known brand

RESULTS

Satisfied Customers **Increased Sales**

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia



FORESIGHT LEADS TO FORTUNE!

Show your foresight by handling

BALAKLAVA SARDINES

the line the public demands. Fine, firm, fresh fish, caught by our own men in the famous Bay of Fundy, delicious in flavor, packed in purest salad oil, and put up in an attractive sanitary tin—that's the proposition you are handling when you sell 'Balaklava' Sardines. The prices will interest you.

Write to-day.

The Eastern Canning Co., Port Canada, N.B.

Canadian Agents:—C. A. Chouillou & Cie, Montreal; Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.

When taking the weekly grocery order mention

SNAP

THE MAGIC HAND CLEANER

to the housewife. Once purchased, you can be sure of repeat orders, because there is nothing known equal to SNAP for chasing dirt, grease, tar or paint from soiled hands.

It is antiseptic and will not harm the most delicate skin.

See to your stocks to-day and recommend SNAP.

THE SNAP CO., Limited

MONTREAL

UNSOLICITED

Weighed in the balance and NOT found wanting

Bowmanville, 26th October, 1909

Dear Sirs,

I beg to acknowledge receipt of yours of the 23rd inst. and also the receipt from the Express Company of the 5lbs. of Blue Ribbon Tea sent me for 60 ½lb. coupons, from your tea packages. I have to thank you for your promptness in delivery.

I have tried the tea sent, and find it equally good with the regular packages procured from the grocer. I mention this as some said the tea sent as a premium would not be as good as the regular package tea, but I have proved that it is equally good; in fact, I fancied it was better, but this may be imagination on my part.

Yours truly,

The Blue Ribbon Tea Co., Ltd.
P.O. Box 2554, Montreal.

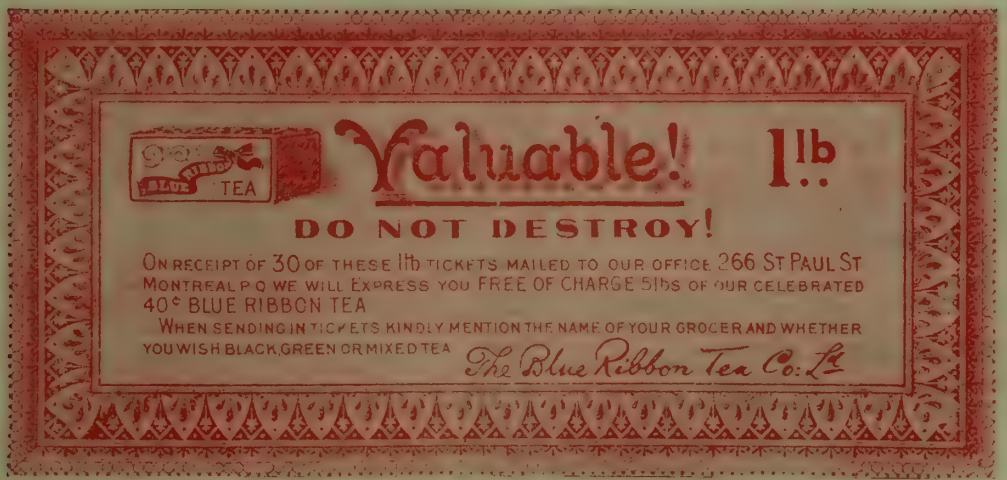
MRS. ARTHUR H. SCOBELL,
Bowmanville.

To Further Benefit our Retail Friends

On receipt of an order for a 30-lb. case of our Red Label Tea, in black, green or mixed, accompanied by the coupon at the foot of this page, we will enclose an extra 5 pounds of our 40c. tea, in pounds or half-pound packages, free of charge—freight prepaid—this offer is good until December 31st, 1909.

The Blue Ribbon Tea Co., Limited

266 St. Paul Street, Montreal P.O.

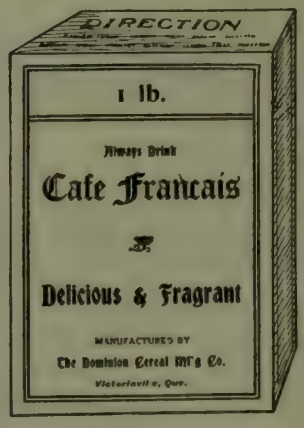


A LEADER
FOR OVER
50 YEARS



W. D. McLAREN, LIMITED
Manufacturers
583-585 St. Paul Street - MONTREAL

Cafe Francais
IS SIMPLY
COFFEE WITHOUT THE AFTER-EFFECTS



As a quick and profitable seller it is rarely equalled. We want you to try a small order, that you may see for yourself the truth of our claim when we say that Cafe Francais is a line that you would not be without if you but knew it.

Ask us to send you a sample package to try in your own home.

Dominion Cereal Mfg. Co.
VICTORIAVILLE, QUE.
Also Makers of Imperial Self-Raising Flour

Mr. Grocer:
When buying canned goods always remember that

"CANADA'S PRIDE"
can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:
Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY
THE NAPANEE CANNING CO., Ltd.
W. A. Carson, Manager NAPANEE, ONTARIO

McLEAN'S
WHITE MOSS COCOANUT



The brand that the housewife can invariably depend upon for Christmas cooking.

The Canadian Coooanut Co.
Montreal

WHAT FOOD HAS DONE FOR YOUR HORSE THAT FOOD CAN DO FOR YOUR NEIGHBORS'

If you have tried MOLASSINE MEAL on your horse, you will have noted the fine, healthy condition in which the animal has been kept, and you will realize the many merits of the food.

What it has done for your horse, it can do for the horses of your customers.

IT IS IN YOUR OWN INTERESTS TO KEEP A GOOD STOCK OF MOLASSINE MEAL IN YOUR STORE!

ANDREW WATSON, - Sole Importer
MONTREAL

POULTRY WANTED

We want, right away, poultry—large or small shipments from grocers and general storekeepers.

—WE DESIRE—

Turkeys - Geese - Chickens

Ducks - Fowls

in good condition, nice plump stock. We will pay you the highest market prices. No commission

REMITTANCES PROMPTLY MADE. REFERENCE: ANY BANK.

P. POULIN & CO. 30 Bonsecours Market, MONTREAL

S. T. NISHIMURA & CO.

have some very desirable

JAPAN TEAS

at different points for Jobbers' attention

Offices: MONTREAL & JAPAN



Be Sure You Have the "Tested" Best— Which Is

White Dove Cocoanut

W. P. DOWNEY

MAKER - - MONTREAL

CHANGE of BUSINESS.

J. Walter Snowdon

has taken over the business formerly carried on by, SNOWDON & BORLAND, who have dissolved partnership, and will look after all orders, which should be sent to

413 St. Paul St. MONRTEAL

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.

Try a business card in The Canadian Grocer.

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

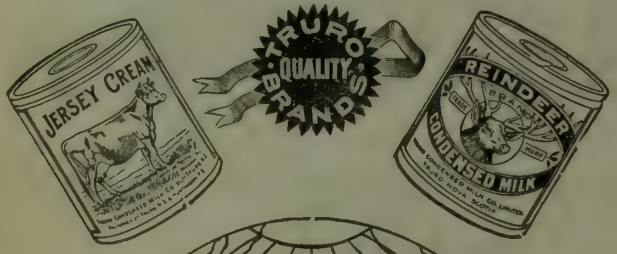
Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG



TOP THE WORLD FOR QUALITY

Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

SUGAR

When next purchasing supplies of Granulated Sugar, ask for

Redpath

The Purest and Best. To be had in original packages, barrels of about 300 lbs., and bags of 100, 50 and 20 lbs.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.



The Festive Season Shortly Due

is the time of many extra dishes for the housewife, in which essences play an important part! How are your stocks?

SHIRRIFF'S ESSENCES

Combine purity and strength; they will help to obtain and retain the family trade for you. Order to-day.

The Imperial Extract Co.

8, 10, 12 Matilda Street
TORONTO

Borden's New Size Package



UNSWEETENED

"Peerless Brand" Evaporated Cream

Retails at 5c. **$2 per case of 4 doz.**

¶ Your particular trade will have nothing but Borden's Brands. You can take no better way of pleasing **all your customers** than by recommending Borden's Brands and telling them why you do so.

BORDEN'S CONDENSED MILK COMPANY

ESTABLISHED 1857

WILLIAM H. DUNN - - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

THERE'S a reason why

Canada First Evaporated Cream



sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight sanitary cans, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

New Pickles for You!

Have YOU ordered from us your supply of new season pickles yet? If not, do so at once. We can fill your order whatever it be, large or small, in bottles or in bulk.

HIGHEST GRADE GOODS QUALITY IS UNSURPASSED

Thos. McCready & Son, Limited

Bonded Vinegar, Pickle and Spice Manufacturers - - - St. John, N. B.

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Trade. And It Would Discourage Growing Fine Teas.

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINAGAR



LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

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W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms
Write our Agents for Particulars

The old proverb "make hay while the sun shines," though a little out of season, applies all right to the pushing of

STERLING Brand MINCE MEAT

at this season of the year. It is now everybody is buying mince meat, and "Sterling" leads with all leading grocers.

Done up in glass and 6½, 12, 28 and 50 pound pails.

Made in Canada by

The T. A. Lytle Co. Limited

Sterling Road :: TORONTO, Can.





CHRISTMAS SEASON

Fine Old English Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.



A Sure, Fast Seller

Anything that is the above will certainly interest you.

We have such a proposition in our

Holland Rusks

"The Food of Old Holland"

Delicious, nutritious, full of that "want more" quality which means repeat sales for you. Profits large.

SEND FOR SAMPLE

HOLLAND RUSK CO., HOLLAND, MICH.
Makers of the Original

If your jobber cannot supply you, please notify

McGREEGOR SPECIALTY CO.

672 Yonge Street, TORONTO

A SPECIAL CHANCE

for you to stock up in

KITCHENER BRAND PORK and BEANS

Now offers, as we are in a position to quote exceptionally low prices on 1, 2, and 3-lb. sizes in plain or Tomato Sauce. This well-known brand is a genuine satisfaction-giver, and you should avail yourself of this chance without delay. If your wholesaler cannot supply you, write us direct.

THE OSHAWA CANNING CO., Ltd.

OSHAWA, ONT.

Tartan BRAND

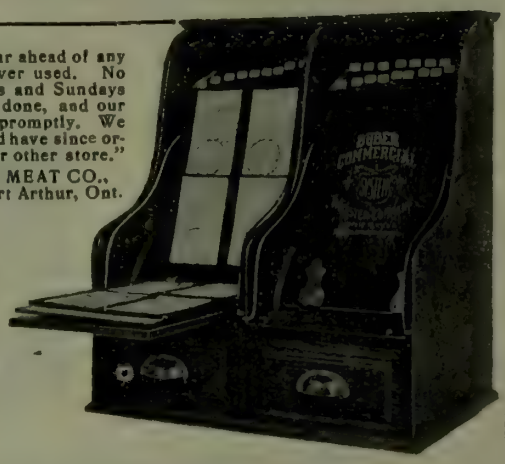
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Finest Selected Valencias, Sultanas, Malaga Raisins, all kinds
Finest Figs, Peels, Apricots, Peaches, Nectarines
Finest Shelled Almonds, all grades
Finest New Santa Clara Prunes
New Labrador Herrings, Mackerel
New Sea Trout, Holland Herrings, etc.

Phone or write for quotations
Long distance 586 free to buyers

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"We consider it far ahead of any System we have ever used. No more working nights and Sundays to get our posting done, and our customers pay up promptly. We first bought one, and have since ordered another for our other store."
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Port Arthur, Ont.



The interior takes out and fits any safe, thus giving complete fire protection.

Huber Account Register and System

has done away with all bookkeeping and posting, and by avoiding errors has gained the customers' confidence. It is the latest, most accurate and most satisfactory way of keeping accounts, and is adaptable to any business. Shall we send you our Catalogue?

We Want Salesmen—Live Ex-Merchants Should Apply

R. B. Belden & Co.,
178-180 Victoria Street - - Toronto

St. Lawrence

GRANULATED
and
GOLDEN YELLOWS

made only from Pure Cane Sugar.

The St. Lawrence Sugar Refining Co., Ltd.
Montreal

Ewings' Club Jelly Powders

Have the reputation of being the most tasty, easily prepared and economical of all quick desserts and are consequently in highest favor with the housewife.
For this reason they are the most profitable line for the grocer to handle.

MADE ONLY BY

S. H. EWING & SONS, Montreal and Toronto

New Crop Shelled Walnuts

We have just received our first shipment of 300 Cases "ACME" Brand reg'd.

NEW JORDAN ALMONDS

200 Cases LENGUAFUERA just arrived to-day.

ON SPOT :--Two, Three, Four and Six Crown New Valencia Shelled Almonds.

New Shelled Pecans, New Shelled Brazils, New Shelled Pistachio Nuts

Write for Quotations

W. G. PATRICK & CO.

Direct Importers

MONTREAL - - TORONTO



ROWAT'S

still hold the Premier Position for

Imported Pickles and Olives

Enquire of your wholesaler for our New 12-oz. Bottle Pickles which retail at 10c.

ROWAT & CO.

GLASGOW, SCOTLAND

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F. K. Warren, Halifax, N.S.
F. H Tippett & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver. B.C.
Nicholson and Bain, Winnipeg, Edmonton, Calgary.

" Turn Your Spare Time Into Money."

When you read this paper do you ever think of the opportunity open to you if you have spare time to look up new subscribers.

We publish other trade papers and require representatives to push circulation.

If you show business-getting qualities, we can always offer you promotion. Consider the opportunity of further extending your business education, and adding to your income at the same time ; because, to be successful in canvassing for trade papers, you must study and understand them ; to study and understand them is to absorb practical information, and to increase your earning power, by getting a grasp of every day actual business happenings as they occur and are disposed of.

This work, while affording valuable experience in modern business methods, will substantially increase your income, as our commissions are liberal.

When applying give references and state your qualifications for the appointment.

THE CANADIAN GROCER
TORONTO, CANADA

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

Low Round Trip Rates to

Ontario, Quebec and Maritime Provinces

Tickets on sale Dec. 1 to Dec, 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 21 and limited to five months from date of issue.

Finest Equipment. Standard First Class and Tourist Sleeping Cars and Dining Cars on all Through Trains. Compartment, Library, Observation Cars on "Imperial Limited" and "Atlantic Express."

3--Through Express Trains Daily--3

THE "TORONTO EXPRESS"

leaves Winnipeg daily at 22.40, making connections at Toronto for all points East and West thereof.

The "Imperial Limited" leaves Winnipeg daily at 18 15 and the "Atlantic Express" at 8 00 daily, making connections at Montreal for all points East thereof,

Apply to the Nearest C.P.R. Agent for Full Information.



You Are Interested

in saving money and we claim we can save you money on your soap purchases! It is surely not too much trouble to write and ask us how we can do this.

Let us hear from you to-day.

Our full line is

RICHARDS—

Quick Naptha Soap
Snow Flake Soap
Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

RICHARDS SOAP CO.
WOODSTOCK - ONTARIO

WHITE CLOVER HONEY

Limited quantity in barrels. Write for prices.

MORLEY PETTIT
Aylmer West, - - Ont.

MAPLE SYRUP

"Your syrup is superior to anything I have seen on the market."—H. Mockford, Charlmond Road, London

It is STANDARD. Get Prices.

CANADA MAPLE EXCHANGE
Montreal



A. C. LANDRY
Wholesale and Retail Merchant
STE. FLAVIE STATION, QUE.
Makes a specialty of jobbing
Flour, Grain and Groceries
of all kinds

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

SUCHARD'S OOOOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

ROLLED OATS

FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.
WRITE FOR QUOTATIONS.
Prompt attention to all orders.
J. W. EWEN, - Uxbridge, Ont.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

Mr. Merchant,

Are you handling

Royal Purple Stock and Poultry Specifics

the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

The W. A. Jenkins Mfg. Co.,
LONDON : : : ONT.

Cable Address: "Trester." ESTABLISHED 1865. A, B, C Code, 4th Ed.

M. Trester, Hamburg, Germany

Old established Commission Agent for the sale of EVAPORATED APPLES, Millfeed, Bran, Tallow, Hides, and all other Canadian Export Products.

CORRESPONDENCE WITH OFFERS F.O.B. SOLICITED.

HOLLAND HERRINGS
In 10 lb. Kegs
—GET—
GARLAND BRAND
They are the best
Packed by
Palvast and Van der Vliss, Holland
WRITE
W. H. ESCOTT
BROKER, - WINNIPEG
Direct Importer, for a Car

THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY



To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality. Remember the sale is guaranteed.

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co..... 2
Albert & Cie..... 54
Allan, Robt., Co..... 2
Allison Coupon Co..... 58
American Tobacco Co..... 50
Andrews & Munn..... 36
Asepto Mfg. Co..... 6
Aylmer Condensed Milk Co..... 13

B

Baker, Walter, & Co..... 42
Balfour, Smye & Co..... 16
Belden, R. B..... 16
Benedict, F. L..... 18
Blue Ribbon Tea Co..... 9
Borden Condensed Milk Co..... 13
Bostock, J. J..... 36
Brack & Co..... 2
Bristol, Geo. & Co.....outside back cover

C

Canada Maple Exchange..... 18
Canada Sugar Refining Co..... 12
Canadian Biscuit Co..... 44
Canadian Cocoanut Co..... 10
Canadian Milk Products, Ltd..... 48
Canadian Pacific Ry..... 18
Capstan Manufacturing Co..... 45
Cargill, H..... 18
Carr & Co..... 45
Carter-Crume Co..... 7
Carveth & Co..... 43
Ceylon Tea Ass'n..... 16
Champion & Slee..... 15
Christie, Brown & Co..... 45
Church & Dwight.....inside back cover
Clare & Little..... 2
Clark, W..... 43
Clawson & Co..... 2
Concord Canning Co..... 57
Connors Bros..... 57
Constant, H..... 18
Cowan Co..... 46
Cox, J. & G..... 47

D

Davies, Wm., Co..... 40
Dignard, Ltd..... 45
Dominion Cereal Co..... 10
Dominion Molasses Co..... 8
Dominion Register Co..... 5
Dominion Warehousing Co..... 2
Downey, W. P..... 11
Duncan, W. W..... 36

E

Eastern Canning Co..... 8
Eby-Blain Limited..... 3
Edwardsburg Starch....outside front cover
Empress Mfg. Co..... 39
Enterprise Mfg. Co..... 59
Erb, Herman..... 36
Escott, W. H..... 18
Estabrooks, T. H..... 37
Evans, F. G., & Co..... 36
Ewen, J. W..... 18
Ewing, S. H., & Sons..... 16

F

Fairbank, N. K..... 3
Fearman, F. W., Co..... 40
Fels & Co..... 38

G

Gibb, W. A. Co..... 54
Gillard, W. H., & Co..... 7
Gillett, E. W., Co., Ltd..... 43
Goodwillie & Co..... 63
Gorham, J. W., & Co..... 2
Gorman, Eckert & Co..... 12
Greek Currant Co..... 62
Gunns Ltd..... 40

H

Hatton, D..... 6
Holland, Rusk Co..... 19
H. P. Sauce..... 7
Huber Account System..... 18

I

Imperial Extract Co..... 12
Imperial Tobacco Co..... 50
Irish Grocer..... 2
Island Lead Mills Co..... 59

J

James, F. T., Co..... 54
Jameson Coffee Co..... 36
Jenkins Mfg. Co., W. A..... 18

L

Lake of the Woods Milling Co..... 49
Lambe, G. W. A..... 2
Landry, A. C..... 42
Laporte, Martin & Co..... 24
Leitch Bros..... 48
Leonard Bros..... 55
Lind Brokerage Co..... 2
Loggie, W. S., & Co..... 55
Lytle, T. A. Co..... 15

Mc

MacNab, T. A., & Co..... 2
McCabe, J. J..... 52
McCready, Thos..... 13
McDonald, Gordon & Co..... 60
McDougall, D., & Co..... 50
McGreegor Specialty Co..... 15
McIntosh, F. R., & Co..... 36
McLaren, W. D..... 10
McLeod & Clarkson..... 36
McVitie & Price..... 46
MacLaren Imperial Cheese Co.....inside front cover
McWilliam & Everist..... 52

M

Magee, Fred..... 57
Magor, Frank.....outside front cover
Malcolm, Jno, & Son..... 40
Marshall, E. A..... 36
Mathewson's Sons..... 8
Mathieu, J. L., Co..... 7
Midland Vinegar Co..... 7
Millman, W. H., & Son..... 2
Montreal Biscuit Co..... 48
Mooney Biscuit and Candy Co..... 47
Morse Bros..... 62
Mott, John P. & Co..... 46

N

Napanee Canning Co..... 10
National Licorice Co..... 5
Nelson, Dale & Co..... 46
Nicholson & Bain..... 39
Nishimura, S. T. & Co..... 11

O

Oakville Basket Co..... 11
Oakey, John & Sons.....inside back cover
Old Homestead Canning Co..... 4
Oshawa Canning Co..... 15

P

Petit, Morley..... 18
Pickford & Black.....inside back cover
Poulin, P..... 11

R

Richards Pure Soap..... 18
Robertson, R., & Co..... 36
Robinson, O. E., & Co..... 54
Rowat & Co..... 17
Ryan, Wm. Co..... 40

S

St. Lawrence Sugar Refining Co..... 16
Salada Tea..... 19
Sanitary Can Co.....inside back cover
Scott, David, & Co..... 60
Sealshipt Oyster System..... 55
Segalerva, Jose..... 63
Smith, E. D..... 5
Snap Co., Ltd..... 8
Snowdon, J. Walter..... 11
Sprague Canning Machinery Co..... 18
Spratts Limited.....inside back cover
Stevens-Hepner Co..... 62
Stewart, I. C..... 58
Stringer, W. B..... 53
Symington, T..... 62

T

Thurston & Braidich..... 39
Tippet, Arthur P., & Co..... 1
Toledo Scale Co..... 11
Toronto Salt Works..... 18
Trester, M..... 18
Truro Condensed Milk Co., Ltd..... 12
Tuckett, Geo. E., & Son Co..... 51

V

Vanvasseur, J. H., & Co..... 44
Verret, Stewart Co.....outside back cover
Victoria Fruit Exchange..... 36

W

Wagstaffe, Limited..... 15
Walker Bin and Store Fixture Co..... 58
Walker, Hugh, & Son..... 53
Warren, G. C..... 2
Watson, Andrew..... 10
Watson & Truesdale..... 2
Webb, Saville E..... 2
Weese, G. Wallace..... 2
West India Co..... 36
Wethey, J. H.....outside back cover
White & Co..... 53
White Swan Spice & Cereals, Ltd..... 6
Wilson, W. Harry..... 36
Wiseman, R. B. & Co..... 59
Wood, Thomas & Co., Ltd..... 64
Woodruff & Edwards..... 59
Woods, Walter, & Co..... 6

Y

Young, W. F..... 58

A System for Ascertaining Cost of Doing Business

Percentage May be Found by Determining the Weekly Sales and Weekly Expenses and Taking into Consideration the Cost of the Goods—Statement for the Year Should be Kept so that Average Percentage May be Obtained—An Important Matter to Look After.

Owing to the increase in the cost of doing business, and the proportionately smaller profits on goods in many cases, grocers are beginning to feel the necessity of a simple but accurate system of finding out and keeping an account of the cost of doing business. The Canadian Grocer has made enquiries among a number to find out whether any had a system that could be recommended, but did not find one who is keeping a weekly record of his business in a way to show the percentage of cost on his turn-over. The importance of an accurate knowledge of the expense of doing business, compared with the turn-over, cannot be overlooked. If this part of the business were better understood, it would in many cases waken up grocers to the fact that they were handling some goods considerably below cost.

The methods of some grocers of rushing into expense without counting the cost has been altogether too frequent, and the time has come when those who wish to survive among the fittest, must take more precautions as to what they are actually doing.

The difficulty of estimating the cost is not an easy matter. Such expense items as help, rent, light, heat, taxes and insurance, stand out as certainties, but there are innumerable other items which work their way in so that the amount of expense cannot be exactly ascertained. It is a safe policy, however, to watch the weekly or monthly turn-overs closely and govern the outlays accordingly.

As time goes on, other items may be added to the list of fixed expenses, and when the year is out and stock-taking takes place, the total cost of doing business may be fairly well estimated. Weekly or monthly, it may be ascertained what percentage of the turn-over is necessary to meet the current expenses, as shown by the accompanying illustration. Then, at the end of the year, the weeks or months may be examined individually, and as a whole, in order to get a concise view of the cost as against the profits.

Working Out a Plan.

In suggesting a definite plan, let us consider a business of $500 per week. The object is not to show the actual facts in figures in connection with any particular business, but to show how to obtain a system to estimate the percentage of cost of running the business. In a $500 per week business the expenses might run something as follows:

To rent per week	$15.00
To 1 salesman	12.00
To 1 saleslady	8.00
To 1 driver	9.00
To feed, 1 horse	3.00
To shoeing and repairs	1.00
To gas	1.50
To telephone	1.00
To ice and coal	1.50
To insurance	.21
To trade paper	.04
Total weekly expense	$52.25

This would show that the cost to handle $500 would be $52.25, or 10.45 per cent. on the turn-over or sum received. The profits on the goods, however, are based on the cost. As this is difficult to obtain on the daily sales, the nearest approach for practical purposes is to figure on the money received for goods sold. If the expense of selling $500 worth of goods is $52.25, it would figure out at about 13 per cent. on the cost, allowing say for 25 per cent. profits on the first cost. Of course, any other percentage of profit can be taken and the percentage of doing business obtained in the same way.

Keep Weekly Statement.

When this percentage is secured, the merchant has always something to work on. He knows his cost and can easily figure out what his selling price will be by adding on an amount equal to the expense of making the turn-over and what profit he expects to get.

By means of a statement, illustrated by the accompanying cut, close tab can be kept on the expense of doing business in comparison with the weekly sales.

There is some difference of opinion as to how the cash book should be kept, where a credit business is done. Some try to add the cash with what is charged that day, but this means a lot of work and more or less confusion. A better way seems not to count the credit sales until they are paid, and then count that money as cash sales on the day he money is received. The weekly sales are, of coure, the totals of the daily cash book for the week.

By keeping up this statement, it

Weekly Sales and Expenses During 1909.

Week Ending	Weekly Sales	Weekly Expenses	Expense Per Cent
Jan. 9	500. 00	52. 25	10. 45
Jan. 16	400. 00	51. 00	12. 75
Jan. 23	340. 00	52. 00	15. 3
Jan. 30	450. 00	53. 50	11 89

Weekly Statement, Showing a Simple System of Determining the Cost of Doing Business.

will show the sales of each week, as well as the total at the end of the year, together with the total expense and the average percentage.

This will become more interesting from year to year, as the business is growing. As this is a matter that will have a good effect on the general trade, if put into practice, it would be beneficial to know of systems other than the one here suggested, which are now in operation.

The death of Joseph H. King, better known as "Shad King Joe," of Newcastle, Del., will leave a vacant place in the fish trade of Canada and the United States. During 50 years of business, King shipped millions of fish to all parts of both countries, sometimes as many as 10,000 a day. Death occurred at 77 years of age, and was due to paralysis.

WHY YOU SHOULD ENTER.

It is an undisputed fact that window displays and newspaper advertising are valuable in selling groceries. By using these two methods in getting business, therefore, grocers are not going out of their way. They are following along lines of least resistance to their own financial advantage.

In dressing your Christmas window, take a little extra trouble, and make it the best you ever had. The Canadian Grocer, as has already been announced, is offering cash prizes for the best Canadian Christmas windows, photographs to be sent in not later than December 31st.

Following last year's precedent, window dressing contestants will be divided into two classes:

For the best selling window display shows in (1) a city over 10,000 population, and (2) in towns and villages under 10,000 population.

In the window display contest in each case there will be two prizes as follows: 1st, $7 in cash; 2nd, $3 in cash, making in all $20.

To enter the contest send a good, clear photo of one or more Christmas windows, with a description and the name of the person who arranged the display.

Most grocers use increased newspaper space during the Christmas season with a view to booming holiday trade. We want to get copies of these advertisements.

The advertisement submitted should be about Christmas goods sold through grocery stores. All that is necessary is to forward one or more clippings from your local paper to us with the name of the writer of the advertisement, and the name of the paper it was clipped from. There will be a prize of $5 cash given to the winner.

The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. All entries in each case should be mailed not later than December 31, to the Editor of The Canadian Grocer.

Saving Money by Careful and Judicious Buying

A Maritime Merchant Keeps Want List and Gets Salesmen's Assistance—Tends to Prevent Loading up with Slow Sellers Which Increase Outlay—Saves Time of Traveler and of Himself.

There is nothing in the retail store that will make or lose money to the merchant more rapidly than the buying system—it all depends upon whether there is a good or poor one in operation. There is every reason to believe that many of the failures in business are due to careless and slovenly methods in buying, and no one will doubt that the better the system is the greater amount of money will the merchant save.

In these days of progress, it is the business man with the scientific methods that survives the longest. There are a few yet who still cling to old ideas and who say: "Oh, I have no time to read and study those things; my father never used anything like that, and I don't think I'll start." But this class of merchant is assuredly wearing few. A critic of store methods who has watched the trend of retail merchandizing in Canadian stores during the past year, will tell you so. Ask yourself, "What improvements have I made this year, and have they profited me?" and you will agree that they have. On the other hand, you may not have improved your mehods, but run along in the same old rut. Is your business increasing as others are doing?

These are pertinent questions and should not be side-stepped.

Benefit of a Want List.

A merchant in one of the Maritime Provinces reports considerable success with his "want list." This is a list, which he keeps to show just what stocks are running short. Each of his salesmen and salesladies have a similar one, and every time an article is sold they take notice of the remaining quantity. If the stock is in small compass, the fact is jotted down on the want lists, and at night they are all turned into the proprietor, who does the buying. When the traveler comes around he has something definite to work from and doesn't lose any time running around the store to see what goods he has left.

How Money is Saved.

His method serves different purposes. It interests the clerks in the goods, because they assist in the buying; it saves both the merchant's and traveler's time; it shows what stocks need to be replenished and serves to prevent the duplication of already large stocks.

The latter is where the money is made. Every merchant is anxious to have a big turn-over with the smallest outlay possible, but if he places in large stocks of a couple of dozen lines, which are not good sellers, his outlay is going to be large. His turnover, of course, may be also large, being made up on other goods, but the less the outlay in comparison to the turn-over, the greater are the profits. This shows that carefulness in buying is something that must not be overlooked, because it means dollars and cents to the retailer, and it is the accumulation of these, together with a smooth and happy life, that everyone is looking forward to. Judgment is the thing that counts.

THE PLACARD CHANGED.

Amusing Incident of Former Days in Winnipeg Told by a Merchant.

J. A. McKercher, a Winnipeg merchant, tells of an amusing incident which occurred many years ago when the agitation for early closing hours was interesting Winnipeg grocers. He, in company with the late Mr. Bryson, then of Bryson & Stone, and later a wholesaler in Ottawa, drove about the city one afternoon for the purpose of distributing the cards duly printed, "On and after (a certain date) I promise to close at 6 o'clock, etc.," and with a view to getting as many merchants to sign them as possible. They stopped at a small store, managed by a representative of the Jewish race, whom they knew would not agree to any policy which would seriously hinder the realization of his ambitions to accumulate wealth. They entered, but the proprietor was not in. A small girl peered over the counter, and much to her amazement, the intruding 'urchins' proceeded to placard the entire store with the printed agreement cards. About twenty-five of the cards were posted or hung somewhere in the store, and soberly the boys disappeared. The proprietor signed the pledge afterwards, but not without mutilating the original reading. For weeks a card hung ouside the little store, upon which was printed crudely in English and Hebrew: "On and after (a certain date) I promise *not* to close this store at 6 o'clock."

The Preparation of a Preserve and Fruit Window

Montreal Grocer Shows One Simply Arranged, but Effective in Selling—His Windows are Regularly Changed—Suggestion for Taking a Photograph.

In November and early December, when there is considerable interest displayed by the consumer in new-pack fruits and vegetables, as well as in the later fresh fruits, a window such as that recently dressed by Wm. Currie, Montreal, is of particular interest. As will be observed from the accompanying photograph, Mr. Currie has prepared an artistic yet simple window.

The background is formed by three pyramids of canned goods, peas, tomatoes and corn being shown. The four pyramids of preserves which are on a smaller scale and placed a little differently add to the effect, although the pyramids on either side of the main ones would have been more artistic, if they had been finished off by the placing of another jar on top of each. Another suggestion which might be offered is the removal of the jars of preserves along the front of the window, which give a scattered effect to the whole. The baskets of late fruit displayed is a good idea, although the effect would have been better had they been placed in a slanting position in order to more clearly show the contents. On the whole the window is a good selling one.

Mr. Currie is one of those progressive grocers who believes in having his window changed regularly, and some particularly nice displays are found in his shop front in the course of the year.

A suggestion might be made here which other grocers could adopt, and that is, when having a photograjh taken in the evening as this one was, they should have lights in the window or reflecting into the window, turned off, so as to ensure a perfect photograph being taken by flashlight.



A Montreal Window that Produced Good Selling Results.

SUGGESTIONS FOR WINDOWS.

By Geo. Nicholson.

Never dress the window for any purpose other than as a means of advertising your goods.

Don't forget that the windows, like newspaper advertising, is intended to bring results.

Don't stick to one style of trimming. Branch out. "Variety is the spice of life."

Don't wait until Saturday to wash your windows.

Don't forget that dirty windows shut out trade as well as light.

Don't put in freak displays that have no connection with your business.

Don't neglect to have neat, attractice show cards.

Don't forget the keynote of a good display is simplicity.

Don't overcrowd your windows.

Don't overlook the seasonableness of all displays.

Don't have one of your clerks washing windows or sweeping the walk after business has started.

Don't show too many different kinds of goods at once.

Don't fail to "hook-up" your window displays with your advertising. They should pull together.

HAVE A BOARD OF TRADE.

For some time the business men of Rossburn, Manitoba, have felt the urgent need of organizing a Board of Trade in that place. At a meeting held for that purpose, at which many retail merchants were present, the following officers were elected:

President, Mr. Burnie; vice-president, Geo. Watson; secretary, B. H. McKee. Committees were appointed as follows: Messrs. Peckoff, H. W. Johnston and D. Hough; finance, Messrs. Burnie, H. R. Ross and Geo. Watson; publicity, Dr. Evans, H. W. Johnston and B. H. McKee. W. A. Anderson was appointed correspondent.

THE D. C. T. A. BANQUET.

The annual meeting of the Dominion Commercial Travelers' Association will be held in the ladies' ordinary of the Windsor Hotel, Montreal. There may not be as much to be done this year as heretofore, owing to the fact that officers were elected at the general meeting held a short time ago. A date has been set for the annual banquet, which will be held in the new banquet hall of the Windsor, December 20th.

Concerning the Retail Salesman and His Work

How to Answer the Telephone—The Use of Tact in Listening to Complaints Over the Phone—Carefulness in Taking an Order—Never be Under an Obligation to Any Customer.

By H. B. Thomas.

The advance of the times has brought with it a widespread use of the telephone in the business arena. So far as the merchant's position is concerned, he does a great deal of his trade by telephone, and naturally he should be an adept at taking orders and talking to customers in the proper manner, and he should teach his salesmen to do the same.

A lot depends on the facility and correctness with which a salesman takes an order. If customers are to be retained they should be handled with tact, and particularly when they are sending in their orders by phone message.

Usually when a salesman answers the phone he says, "Hello?" This might easily be changed to good advantage in saving time. Instead of the "Hello?" query, try, "This is Mr. Kennedy of Brown's grocery." The party at the other end of the line has nothing to do but tell who she is and go on ordering. She does not have to ask, "Is that Mr. Brown's store?" and "Who's speaking?" with the possible chance of the clerk having to say over the names two or three times.

Don't Lose Your Head.

Many a clerk loses a customer to the store and sometimes his job as well, by losing his temper when someone registers a "kick" over the phone. That's the very time when he should endeavor to remember to "keep his head." Getting angry, too, is almost sure to lose the customer, even if you are not in the wrong.

The diplomatic method would be to treat her with all the tact you can possibly muster. If she says her account is wrong, tell her that you will take the matter up with the bookkeeper and have it corrected. It is always best to assume that you are wrong, unless you know positively that you are not, as this shows a willingness on your part to straighten out the matter.

The Value of Tact.

If a kick is made about an undelivered parcel, do not say that it left the store and you are sure it must have been delivered. Better make it, "I am sorry, Mrs. K—, and I shall immediately look it up and let you know right away; we always try to make no mistakes, and regret that this has occurred."

Then, if it should turn out that the deliveryman left the parcel at the rear door with the maid, and that she forgot to speak of it, the purchaser will be under an obligation to you.

That is where salesmen score. Never allow a customer to get even with you. Always keep a little ahead by your kindness and service, so that you have no hesitation in meeting any customer who enters the store. When you are under an obligation to others you are at a decided disadvantage.

In telephoning, talk to a customer as you would if she was standing before you, and, above all, avoid mistakes in taking and filling orders.

POINTERS FOR SALESMEN.

A voice well cultivated is an important factor in a salesman's equipment.

A salesman should train his memory to remember names and faces.

A vivid imagination, properly portrayed, is a winner in making a deal.

Never try to impress upon a customer that you or your house is better that he is.

A salesman should always be careful to see that the buyer does not switch him from the main line of his argument when he is working up to the closing of the deal.

Never lose time in discussing with the house their faults, but study carefully your advantages; it is more easy to criticize than to commend; no man or company is perfect.

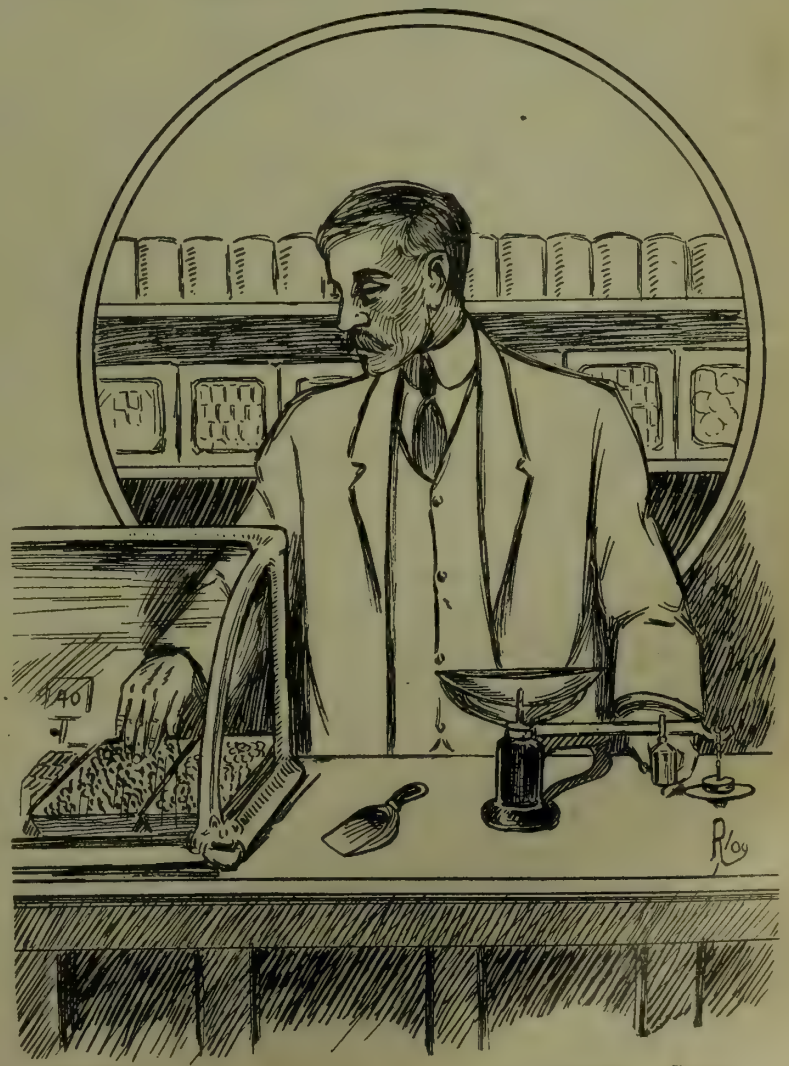
If a salesman will consider all points which come up in his vocation from the other fellow's point of view, he will find it helpful.

Too many salesmen look upon their success or failure as luck. This is not true; it depends upon their natural and developed qualities, coupled with hard, conscientious work.

A salesman who is tactful enough to compliment a buyer, seldom makes a mistake in doing so, but be careful and not overdo it.

The personality of a salesman wins or loses him as many orders as the quality or prices of his goods.

THINGS THAT SHOULDN'T BE.



A Grocer Handling Candy With the Hand Instead of With a Scoop.

Practical Methods Used in Retail Grocery Stores

Montreal Grocers Have Unique Idea for Opening the Door—The Winning of a Good Customer—London Price Cutters Losing Money on Dried Fruits—A Charge System that Worked Successfully—Western Merchants Have Automobile Delivery.

A Method for Convenience.

Ormstown, Que., December 1.—A. Bastien, a progressive Ormstown grocer, has evolved a handy method of placing goods in connection with his window displays. Supposing he has a display of canned goods in the window. Just under the back of the window are shelves, on which is placed his reserve stock of those lines. Thus a customer seeing the display, can be served with those goods without going to the back of the store. This quickens the service to a marked degree by precluding the necessity for going to the back of the store for the most frequently called for lines.

How a Good Customer Was Won.

Vancouver, B.C., December 1.—Grocers, like dry goods merchants, should keep in touch with the styles. If there is something new on the market, they should know what it is, and if it is not in stock, they should be able to get it at a moment's notice if called for. This was emphasized by a grocer the other day who said: "I got a new customer a short time ago, simply by keeping my eyes open, and he is a good one, too. And the transfer was over a very simple matter. I make a point of visiting the wholesale establishments at least three times a week, and if business is slack, I always go there to look around. I take in them all, like the departments of a fair for grocers, and one day saw the new dates arrive. My regular dealer's consignment was delayed, in fact, it was a week or two late. My opposition dealt at the same place, and he got no dates while I ordered from another wholesaler. A man came into my store and got a pound or two, remarking that my competitor had none, which seemed strange since they were on the market. He called up for some by telephone and had been told that it would be a week before any were in, repeating the words of the wholesaler. He saw mine next day, and observed that it was funny that one man could have them and another not. I told him how I got them, and he evidently thinks mine is the store to call at, for he is assured of getting at least what is on the market."

Price Cutters Lose Money.

London, Ont., December 1.—There is a merry war in progress among a number of city grocers in regard to the prices of raisins. A short time ago a grocer came out with an offer of four pounds of raisins for a quarter. Next day a member of the association, whom it is said, did not consult the other members, came out with five pounds for a quarter. Many of the other grocers who belong to the association refuse to make any changes in their prices, but others have followed the lead, it is said, and are cutting prices also. The result is that a few grocers are selling raisins at a price that leaves them absolutely no profit, and besides they have incurred the censure of other members of the association, who claim that the better way to have dealt with the matter would have been for all the grocers to have had the one old price and sold only high-grade goods, instead of trying to sell cheap grades of raisins at starvation prices.

Looking for Better Methods.

Pictou, N.S., December 1.—In order to keep his coal-oil away from the other goods in the delivery wagon, a Pictou grocer has placed an oil tank underneath the box. He has a tap in this and whenever coal-oil is ordered it is poured in the tank at the store.

While this system of delivering coal-oil is the best that he has yest devised, it is not altogether satisfactory to him and he is anxious to hear from others who have a better method.

Another matter upon which he would like ideas is the delivery of goods. For instance, a customer comes into the store and wants a certain article delivered to the south end of the town in time for dinner and another wants something delivered to the north end at the same time.

He said his method of getting over the difficulty was the use of a time-table for delivering goods in certain districts at specified times. This plan had worked fairly well but not to his entire satisfaction.

Extra Help for Christmas.

Lindsay, Ont., December 1.—The near approach of Christmas reminds the grocer that he must look around for extra help during the busy season. There is no business that stands to make larger profits during the Christmas season than the grocery business, at least this was the opinion one Lindsay grocer gave to your representative. Already the windows have assumed their "Christmassy" appearance and have contained the necessities or ingredients that go to make the delicious pudding for the 25th of the following month. Extra help has already been engaged and the advertisements of the grocers tell the citizens that they are prepared to cater to their wants.

A Successful Door Hint.

Montreal, December 1.—Many grocers here are using a little business help which is not any too well known and yet is so simple and effective that any storekeeper can instal it. That is a weighted rope which is attached to the top of the door and brought through a series of hooks around behind the counter. A slight pull on the rope and the door opens. It looks almost like magic to a customer who sees the door opened in this way for the first time and it always pleases them.

Live Things in the Window.

Peterboro, November 24.—White & Gillespie, Peterboro grocers, recently devoted a window to a display which may or may not meet the approval of critics in this art. At any rate it attracted attention. Walter Fitzgerald, who prepared, it secured a number of pigeons and rabbits and arranged just a showing of them with appropriate setting. It drew the attention of old and young, particularly the latter. More than one mother who had brought her little boy or girl to market on the Saturday of that week had to allow the little one's curiosity to be satisfied and to explain what kind of birds and "doggies" they were. The result was that they could hardly drag the little tots away from the window. It is not absurd to state that the little one took great delight in telling "daddy" about it that night and the store received an "ad." in more ways than one.

How a Charged System Worked.

St. John's, Que., December 1.—R. Goold, a grocer of this place, has had in use for some years a charge system that is proving satisfactory. With each parcel is sent out a bill. In making out the bill it is written with a carbon sheet beneath on a counter book so that a duplicate charge is made. The customer receives the original.

The customer has been educated to keep these bills so as to check her account at the end of the month. In rendering statements, only the date and amount is given, similar to statements sent out by the wholesale trade, as:

November 1	$ 20
November 5	1.00
Total.	$1.20

If the customer is charged with anything that she has not a bill for, the date and amount enables the duplicate to be obtained, and any error traced and rectified quickly.

Have an Auto Delivery.

Kamloops, B.C., December 1.—Stevens & Allan, of Kamloops, B.C., may easily come under the category of "the progressive grocers of Canada." Within the last few weeks they have introduced to the little town of Kamloops, one of the International Auto Wagons which they

use for delivering goods. It is but rarely one sees an automobile delivering goods for grocers, even in the larger cities. The more surprising is it, therefore, to see one running about the streets of a town with a population of about 3,000. It speaks well for the town of Kamloops and for Messrs. Stevens & Allan, when it is found to be a paying innovation.

The business of this firm is growing rapidly. At the present time they have five assistants, besides the two members of the firm, who are to be found every day behind the counter or in their office.

During the six years they have been in business their record has been one of constant growth. Their present front store measures 25 by 80 feet. They are, however, increasing this to 110 feet. They carry a heavy stock. "The success of the firm has been," says Mr. Stevens, "through carrying goods of only the best quality. I maintain a fair price and do not believe in cutting prices as do many grocers, and I have always found that as we supply 'good goods,' the customers stay with us. We like to be progressive, and any new thing that will improve our business, or our methods of business, we are always glad to adopt. In this respect I find The Grocer very useful. I have read it for some time now. It is a good paper."

Business Education Needed.

Three Rivers, Que., Nov. 30.—Discussing the value of business education a grocer of Three Rivers says:—"How many retailers have had a business education? By that is meant a course of some kind on how to take all items of cost into consideration, what is good advertising; how to keep or examine books properly, and the general management of the store. It is not necessary to go to a school for these pieces of information. Read good literature on the subject, talk to fellow merchants, who have made successes, and study trade journals.

"By means of the latter you can always keep up with the latest ideas drawn from the experience of the most successful men in their particular line of business, in the country. It pays."

"Economy Grocery" Opened

Chatham, Nov. 30—T. Primeau & Co., who recently opened the "Economy Grocery" in the premises at the corner of St. Clair Street and Grand Avenue, formerly occupied by Richard Reaume, are introducing a few simple but novel devices, which give their place of business an exceptionally attractive appearance for a "corner" grocery. The store front has been repainted and an atmosphere of cleanliness pervades the whole place, which is enhanced by simple but attractive window displays. Small but neat hand made show cards, each bearing an attractive "catch phrase" plainly written in two colors, are used in the windows to an extent unusual even in larger stores. The familiar blackboard used by so many groceries to advertise "specials" to the passerby, takes on a new form. Instead of impeding sidewalk traffic it is fastened to the corner of the building some feet above the ground. Two boards are used, one facing on St. Clair Street and the other on Grand Avenue, each bearing a few timely hints to shoppers; while an attractive feature is that the boards are well out of the reach of vagrant dogs.

The store is featuring a few "specials" from time to time, a starter being 8 boxes of matches for 25c. The firm comprise Thos. Primeau, formerly associated with the dry goods business of this city, and his brother, W. F. Primeau, who recently moved here from Dover South.

Cleaning up Before Christmas.

St. John, N.B., Nov. 30.—Now that fly time is over and Christmas is approaching, grocers should see that their fixtures are given a thorough cleaning. In one of the larger stores visited two of the clerks were busily engaged removing goods from the shelves and giving all the woodwork a vigorous scrubbing. Before the goods were replaced in the shelves, they also were carefully wiped, and the change was quite noticeable. After the dust and flies of the summer season every grocery needs a thorough overhauling to keep it looking bright and clean.

System in Arranging Stock.

Sherbrooke, Que., Nov. 30.—"Careless stock arrangement is sure to cost you money in the end; something is misplaced, and you cannot find it just when it is needed to make a sale, or it becomes lost for so long that it spoils. It may also lead to your laying in a new supply, thinking you are short of that particular line.

"The least evil of careless placing is the inconvenience caused. Customers soon tire of a store where they have to wait till an article is found. Clerks should be taught that everything has its place, and must be returned there after showing it to a prospective customer. It is just as easy to be systematic as slovenly."

The above are the ideas of a Sherbrooke merchant, who has had experience with losses through stock arrangement, but who applied himself so that now he has a practically perfect system in watching it.

How Improvements Were Made.

Belmont, Man., Nov. 30.—With the advances of the times, merchants are paying more attention to store appearance. This is in evidence here, as well as in other places, as the store of McIntyre & Castell, to which improvements have just been made, indicates.

An extra thirty feet have been added to the length of the original building, making a total length of seventy-five feet and the whole has been ceiled with white metallic ceiling. Modern bin fixtures, finished in solid oak veneer with glass fronts which insure the keeping of all groceries in absolute cleanliness, at the same time displaying the contents of each compartment, have been installed and add greatly to the attractiveness of this department. The dry goods department has been remodelled and is well stocked with a well arranged assortment of dress goods, staples, furs, etc., while two silent showcases do splendid work in displaying fancy neckwear, novelties, and ornaments. Six dust proof wardrobes, each with a capacity for fifty suits brings the men's clothing department up to the minute. This is the latest fixture for clothing, and provides each suit with a hanger of its own, keeps it in perfect shape, and free from dust.

A shoe settee of oak veneer has been added to the shoe department and spring counter stools have been provided for the comfort of the customers. The whole building has been fitted up with steam heating aparatus, and lighted throughout with the Hanson gasoline lighting system, and there only remains the putting in of the plate glass windows to complete a work that has cost a considerable amount of thought, time and outlay, but has brought results that must be gratifying, not only to the enterprising men behind it all, but to all who are possessed of that splendid quality, of citizenship known as "town pride."

Two Good Ideas From St. John Grocer.

St. John, Nov. 30.—In sending out calendars every year to his customers, one of the retail grocers here does not follow the usual custom of having his name printed on the front, but invariably has it inscribed on the back. He claims this is a better advertisement for him than disfiguring the picture on the front. He has a demand every year for more than he can supply as he always selects something attractive and not being marred by an "ad." they are much sought after. These calendars are so much prized and admired that the people who get them usually talk about "Porter's pretty calendar without any advertising on it," and he gets more advertising than he otherwise would.

The same dealer in sending out orders always marks them with a printed slip bearing his name, address and telephone number and with a space for marking the number of packages in the order. This latter feature enables the teamster to know just how many parcels he should have for that customer, and the name on the slip serves as a reminder to the customer of the grocer from whom the goods were purchased.

Optimism cannot be bought with money. It is as free as the air we breathe. The poor often possess it in greater measure than the rich.

Wants Government Aid for Merchants' Associations

"Country Store-keeper." Thinks This Should Be Granted in View of What is Being Done For the Farmers, Florists, Etc.— Importance of the Mission of the Merchant — How He Has Helped to Build up the Country.

Editor Canadian Grocer,—The retail merchants all over the province have been watching with a great deal of interest and satisfaction the valuable help that has been, and is still being given to the farmer, at the expense of the general public. The farmers, beekeepers, dairymen, florists, etc., have received great benefits, and are reaping rich harvests through the assistance they receive from the various efforts on the part of our Government.

Of this movement the retail merchants have always been strong and cheerful supporters, and have never refused to assist, by contribution or otherwise, in every way possible to improve and better the conditions of the agriculturists. All the agricultural societies are receiving annual grants from the Government to aid them in doing their work more advantageously and in making more money, to which the retailers have never objected. The Farmers' Institutes are supported, lecturers supplied, and all for their direct benefit, and paid from the public chests. Commissions are appointed to go to European countries to investigate methods of dairying, hog raising, etc., entirely in the interest of the farmer, and all paid out of the public treasury, yet the retailer has never made a kick.

The Horticultural Exhibition recently held in St. Lawrence Arena, in Toronto, gets a free annual grant of several thousand dollars from the Government, besides the free use of the building, with a liberal grant from the city, and all for a good time and for the benefit of the agriculturist—to enable him to make more money. Now, we as retailers would not withhold a single thing, nor would we pluck one leaf to rob them of any of these privileges; but let me speak a word for the more unfortunate merchant, who begins to feel that he, too, needs help and considerations, and that his long-suffering generosity has not been properly appreciated nor fairly reciprocated.

What the Merchant Has Done.

The retail merchant has always followed the early settlers, and has done his full share with the farmers in overcoming the hardships of pioneer life. Instead of taking up land, he settled on a few acres and immediately used his influence and money to establish and build up a village. He accommodated the settlers with the things they needed, and very often waited for his money, at great inconvenience to himself, until they were able to pay. As the settlers improved their land, he increased his stock, and enlarged his premises, and encouraged the growth of the town, which added to the comfort and convenience of the people. The villages and towns had as much to do in bringing about the happy conditions of our country as the farmers themselves, and unless the villages and towns receive their natural and just support, the whole industrial fabric will suffer.

While we have cheerfully submitted to all the assistance the farmers received, I think it is time for us to speak when farmers' clubs are organized and aided by the Government for the purpose of buying direct, with a view of cutting out the retailers' profits.

They seem to forget that for their convenience the retail stores cannot be dispensed with, and must remain, in the best interests of the country.

It is a deplorable fact that the tendency of our people is to rush to the cities, but what else can be expected if the towns are not supported? What would a country be like, with a few overcrowded cities and no towns? And yet we are unconsciously drifting that way. When the country was suffering for want of improved methods and better knowledge of the science of farming, the Government wisely stepped in and as a result the farmers are now prosperous, but the danger seems to be that the importance of our towns in their relation to agricultural advantages is overlooked.

Through the fact that too many people have been induced, through consistent and increasing advertising, to deal in one place, land values in Toronto have gone up to three and five million dollars an acre. Is it not evident that in proportion as these values advance, town properties all over the country must suffer, and that, if the towns suffer, it will also affect the farming lands? In the United States there are farming sections almost deserted, and the farms entirely neglected. The young people have gone to the cities, and the old people would sell out for less than the buildings are worth, and the whole trouble has been caused by the large centres drawing the trade away from their country towns.

Government Assistance.

This is sure to happen in Canada also unless something is done to keep the trade in the local towns, and this can only be done through properly organized educatioual campaigns. Merchants and farmers should work together for their mutual benefit. They should understand the whole situation. There is nothing to hide. The cause of all our troubles is suspicion and ignorance. Farmers' Institutes should be attended by merchants, and merchants' associations by farmers, and both should be supported by the Government. If the trade conditions can be properly regulated, and economically carried out, every branch of our industrial system will get its proper share, the country will develop naturally, and the people will be comfortable, contented and happy.

COUNTRY STOREKEEPER.

SALT PREVENTS FIRE SPREADING.

Treleaven & Campbell, Winnipeg grocers, were troubled seriously last week by a fire that visited their premises. It was caused by a defective furnace, and when once loose in the basement the flames shot up the elevator shaft in their characteristic haste. The damage was slight, perhaps three hundred dollars will cover the loss, but the delay in the business caused a greater loss. Barrels of salt, which were placed near the furnace, prevented the fire spreading more rapidly.

THE NAME SINKS IN.

Perhaps no fact has been more thoroughly proven than the fact that the name of a well-advertised article records itself on the mind unconsciously, whether the reader will or no. When an advertiser talks up his goods to an audience composed of the people who are destined to handle them, his name becomes as familiar to the trade as are the names of certain soaps and pills to the public generally. The traveler carrying samples of goods well advertised in the trade press has an easier and more profitable time than the man selling unknown goods.

TRADE NOTES.

J. H. C. Karn, grocer, Owen Sound, has assigned.

T. Marsden, grocer, Vancouver, has assigned to E. Dickie.

Assets of J. H. Beaudry, grocer, St. Hyacinthe, Que., are sold.

S. Tye, grocer, Wallaceburg, Ont., is succeeded by R. J. Watts.

D. M. McEachren, grocer, Toronto, has sold to Clarke Bros.

R. Hambleton, grocer, Hagersville, Ont., has sold to J. J. Dixon.

J. O. Chance, grocer, Raymond, Alta., has removed to Taber.

Stock of the estate of J. W. Wilson, grocer, Kenora, has been sold.

Edwin Moffatt, grocer, Toronto, is succeeded by Margaret Brock.

B. Piott, manufacturer of baskets, Stoney Creek, has sold to J. W. Dalton.

John Johnson is erecting a grocery store at Berry's Mills, near Moncton, N.B.

The stock of the estate of J. W. Wilson, grocer, Langham, Sask., is sold.

R. M. Boswell has sold his grocery business in Elora, Ont., to Stewart Capell.

Fred Bender has purchased the grocery stock of D. Cameron, Palmerston, Ont.

R. H. Marlow, Lethbridge, Alta., has opened a grocery and confectionery store.

Jno. Glass, manufacturer of biscuits, Quebec, advertises his business for sale.

R. J. McDonald, general merchant, Steveston, B.C., has sold to Mrs. J. E. Sills.

F. E. Kestle, general merchant, Bryanston, Ont., has sold to Wm. Burnett.

Jno. S. Ferguson, grocer, Peterboro, Ont., has assigned to R. F. McWilliams.

Broadfoot Bros., general merchants, Gladstone, Man., have sold to Ballantyne Bros.

The business of Jas. J. Hillman, grocer, Halifax, N.S., is in hands of the sheriff.

D. Cameron, grocer and crockery merchant, Listowel, Ont., has sold to Fred Bender.

The Georgeson Wholesale Grocery Company, Calgary, Alta., is opening a branch in Camrose.

Emily Malsen, grocer, Toronto, has sold the business at 184 Queen St. W., to Wm. R. Kindree.

W. T. Phipps, general merchant, Strome, Alta., has purchased the general stock of Max Knoll.

Chas. Bremner, grocer and liquor merchant, Hamilton, advertises his grocery stock for sale by auction.

A meeting of creditors of George Moore & Son, general merchants, of Lisgar Station, Que., has been called.

S. W. Ewing, of S. H. Ewing & Sons, Montreal, was last week, on a business trip to Toronto, Hamilton and London.

Fire destroyed the entire stock of F. W. Johnson's general store at Bronte, Ont., recently. The stock was valued at $3,000, and was partially covered by insurance.

Miss E. MacLachlan, Orangeville, Ont., has opened a grocery store and lunch room on First Street, in the premises immediately north of M. Robinson & Son's store.

William Shoenburn, Bridgeburg, Ont., who has been in the butcher business for the past five years, intends opening a grocery, notion and dry goods store in connection with the butcher business in the spring.

T. D. R. Hemming, D.O.C., M.D. No. 3, gives notice that under the Army Act, a soldier in Canada cannot be placed under stoppage of pay for a private debt, and if the inhabitants suffer soldiers to contract debts they will do so at their own risks.

A writ has been issued at the instance of M. T. R. Simouski, doing business as The Toronto Match Co., against A. E. Thomas, Ltd., of St. Thomas, Ont., for $1,205.33, and for an order to compel defendants to deliver to plaintiff a promissory note for $1,260, and a draft for $87.20.

An era of prosperity is just now passing over Newfoundland, according to P. T. McGrath, editor of The St. John's, Newfoundland, who is this week visiting in Halifax.

"Since the Morris Government came into power Newfoundland has been making big advances," says Mr. MacGrath. "The development of our main resource, the fisheries, is being carried on, and in addition to advanced methods of curing and packing fish, an active endeavor to widen our markets and so increase our prices is being made."

A report comes from Fort William, Ont., to the effect that merchandise is going west this year in quantities never equalled in the past. Recently there were unloaded from steamers into one freight shed, 750 crates or 40,000 tins of one brand of condensed milk. About 100 boxes of laundry soap, also passed through during a few days, and the quantity of hardware en route for the west is enormous.

CASH DISCOUNTS AGAIN.

Hamilton Grocers Think They Still Should be Allowed the Cash Buyer.

Hamilton, Ont., Dec. 2.—The retailers here are much interested in the matter of cash discounts, and the communication and comments which appeared in last week's issue of The Grocer on the question has caused considerable talk. The consensus of opinion among the retail trade is that the cash buyer should receive some recognition.

There is just a little lull in the retail business here. This enables the grocer to prepare for the rush that is to follow. The mild weather has apparently made the people forget the early approach of Christmas. All business concerns here are booming the "Shop early" question, and it is having its effect. Good old wintry days would now brace everybody up and make them fear that the time is short for holiday preparations. Wholesalers are pushed to the limit to fill orders and it looks as if stocks would be well cleaned up for year-end inventories.

The municipal elections are again in sight. Ald. Forth, president of the Retail Grocers' Association, is out for re-election. He has made a good start and the trade generally would like to see him re-elected.

ADVANCE OF TEA PRICES.

Packet tea men report that the extraordinary price that Green Ceylons are fetching now has placed them in much the same position as they were previously to their taking the 25c tea off the market, for Green Ceylon teas have gone up in price fully 4c to 5c per pound this year. This with the advance in Blacks, makes the packet tea business a difficult one, they claim.

Last Monday a two-inch standpipe burst on the third floor of the N. K. Fairbanks Co. warehouse, Ann and Wellington Streets, Montreal. For a while the water had its own way and by the time the street main was turned off, over a foot of water had been deposited on all three floors, with about three feet in the basement. It is not expected that the damage will be heavy, as very little perishable goods were in storage. The cause is not known, but it is thought that the cold snap recently froze the water in the pipe and cracked it. When it thawed again the force of the water did the rest.

The Canadian Grocer

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Canners' Amalgamation

The independent Canadian canners have again the matter of amalgamation under discussion, but up to the present nothing definite, so far as can be learned, has been arrived at.

In discussing the situation with The Canadian Grocer a wholesaler closely in touch with the independent canners stated that he did not think the amalgamation would be effected.

He said that although it apparently was the wish of most of the individual canners to see the amalgamation, the trouble lay in making the terms satisfactory. For instance it was understood, he said, that the promoters of the proposition desired the canners to take stock in the new concern to the value of their manufacturing plants and properties, but that they wanted to sell outright. If the amalgamation was put through this difficulty would have to be overcome.

DEFECT TO BE REMEDIED.

Samples sent to Canada by West India firms for exhibition purposes, have to pay duty if left in this country, or primarily go to their destination in bond, be exhibited in bond, and then must be returned to the West Indies.

Considering the efforts now being made to establish better trade relations between the two colonies, this is one of the first and simplest evils to be remedied. Comparatively few exporters are willing to send us samples of their goods under such conditions, and there would certainly be a large increase in case the restriction were removed, allowing samples to be distributed at our national fairs.

Our customs department should have the power to grant free entry to goods coming here for exhibition purposes only, if trade is to be systematically encouraged. At present it is one of the little sore points with the West India merchant, and is a practically useless precaution. We need their goods and they need ours, yet very little has been accomplished toward bringing the merchants of the two colonies close to each other.

The Royal Commission will undoubtedly do a great deal toward obtaining the desired result, but it is certainly the duty of our own government to make any reasonable concession, particularly in so small a matter as this, if it will, in the end, benefit the whole country. The West Indies are so placed geographically, that they should be one of our best customers, and exchanges of produce should be almost as simple and frequent as they now are between the provinces of our own Dominion. It is sincerely to be hoped that this will be the final outcome of the present agitation and general awakening of interest in the matter of better trade with our Island neighbors.

COCOANUTS VERY SCARCE.

Many reasons for the present scarcity of cocoanuts have been brought forward. The general opinion is that there are many elements to account for the situation. At any rate cocoanuts are so hard to obtain that a Montreal manufacturer could only give a customer 15 lbs. in place of the barrel he wanted.

The recent severe hurricane in Jamaica has had considerable influence on the situation. Much of the crop in that island was damaged or destroyed and as a great part of our Canadian supplies come from that district, a decided shortage is the result. Further information regarding this commodity will be forthcoming soon, which should throw additional light on the situation.

BLUE-MOLDED BUTTER.

The following letter from a writer in the capital of Newfoundland adds force to what The Canadian Grocer pointed out in its editorial article in the issue of October 15th:

Editor Canadian Grocer,—I have before me your fall number, and a splendid issue it is. The item "Carelessness the Cause," particularly arrested my attention, as it refers to a matter that was brought forcibly before me within the past few days.

The quality of Canadian butter shipped to Newfoundland of late, is far behind what was shipped us formerly; in fact to-day, the large buyers will not purchase round lots of Canadian butter, but import Australian and Argentine butters.

One importer told me last week, that formerly they purchased as much as 1,000 tubs (about 70 lbs. each) at a time and had it shipped from Montreal as required; to-day they are not buying a pound of Canadian butter and this, when their requirements are much larger than ever. This buyer states, that the Canadian butter has been coming down in very bad condition, in many cases blue-mold running through many of the packages.

It seems a disgrace to Canada, that such should be the case and that this market should be forced to get supplies from Australia and Argentine.

J.A. MACNAB.

St. John's, Newfoundland, Nov. 23.

The Grocer was not aware that Newfoundland was purchasing supplies of butter from countries other than Canada until the receipt of Mr. Macnab's letter. We stated that New Zealand had become a strong competitor of Canada in supplying the British market even under less advantageous shipping facilities, all on account of the carelessness in the making, packing and storing of it and Mr. Macnab's letter substantiates our statements.

Blue-mold is caused through improper methods of packing the butter, as well as the wrong selection of a storage place. If butter is not solidly packed the air getting around it causes it to blue-mold, and of course if it is allowed to stand in too warm a place, the same results naturally follow.

More care must be taken in the production of Canadian butter if it is to hold an enviable position in the markets of Newfoundland, as well as in Great Britain. Canada must not remain idle and see her markets fade away in some of her most important products.

A COMMENDABLE WORK.

The work accomplished by the Hospital for Sick Children, Toronto, is indeed commendable. This is a provincial charitable institution which is being of much assistance to the poor people of Ontario and deserves the aid that it receives.

Last year there were 1,155 patients from all over the province and of these 65 per cent. were children of poor parents, who could not afford to pay. Since its organization the institution has treated 15,613 children, 11,550 of whom were unable to pay.

This gives a concise idea of what this large Provincial Charity is doing for the benefit of the poor.

A GOOD THING FOR CANADIAN SHIPPERS

It begins to look as if Canada is going to find the Tehuantepec route of practical service in the development of trade between the Pacific and the Atlantic Coasts.

Business men are only too well aware that freight rates on the transcontinental route militate to some extent against the development of trade between the business men of Eastern Canada and those on the Pacific Coast. To ship from Liverpool is cheaper than to ship from Montreal.

By a line of steamers co-operating with the little 193 mile line which runs across Mexico from Puerto to Salina Cruz we are in a fair way to solve the problem.

The first steamer to leave a Canadian Port to connect with the Mexican railway left in June last and carried a shipment of only 45 tons, the products of Canadian factories. The boat which left on November 15th, however, carried 1,500 tons. This substantial increase is encouraging.

Although the freight has to be transferred from the steamship to the railway at Puerto and from the railway to the steamship at Salina Cruz it can be carried from Montreal to Vancouver in 45 days.

This of course is much longer than by the Transcontinental Railway, but what is lost in time is more than made up by the decrease in the cost of freight. The saving is on the whole something like 40 p.c., while in some instances the rate has been cut in two. Although the rate so far obtained by Canadian shippers by the new route is scarcely as low as that enjoyed by shippers from Great Britain, it is certainly much more favorable than that of the all-rail routes.

There is a little hitch just at present, but which is only likely to be so temporarily, and that is the action of the railways running to Halifax and St. John. During the winter months the steamers connected with this route run from Halifax and St. John ; but so far the railways have refused to give shippers by this route the benefit of the export freight rate. This is serious. But fortunately we have in Canada a Board of Railway Commissioners, and as the matter is to be brought to their attention it is to be hoped that relief will be obtained shortly.

The railway which runs across Mexico from Puerto to Salina Cruz was built by British capitalists in co-operation with the Mexican Government, and is to-day under the joint ownership of these two interests. It is believed to be the first instance on record of a partnership being formed by a government and foreign capitalists to construct and operate a railway.

The traffic of the railway last year aggregated 650,000 tons. With European and American shippers patronizing the route as they now are a very large increase may be expected this year. Seven steamship lines, one of which is Canadian, are now operating in connection with the Pacific end of the railway.

A BUSINESS EXAMINATION.

The fact is well known that too many people enter the grocery business who have little or no knowledge about trade matters or business in general. Failure to make themselves useful as mechanics or even as laborers, they devote the front room of their already too small cottage to groceries. In many instances they go to the wall because they are unacquainted with the essentials of good business methods ; because of their eagerness to cut prices in order to get trade, forgetting to figure at all on the cost of running their stores.

Secretary J. A. Green of the National Retail Grocers' Association of the United States, makes a new proposal to prevent such individuals from entering the grocery field. He says that the time has now arrived when something must be done to check the inexperienced person from going into the grocery business. It should be compulsory, he maintains, to stand an examination as to fitness and experience before being allowed to embark in the business of dispensing food to the public.

A man thoroughly informed as to the expense, the perishable nature of many goods and the margin of profit necessary to conduct a successful business will not so readily risk his savings as the man with no experience and who to secure trade will dispose of goods on a small margin or no margin at all.

He is a firm believer in a law compelling examination as to fitness, knowledge of goods and in fact a general idea of the business.

CANADIAN GOODS LOSING IN ENGLAND.

At least three of our most profitable exports to England are losing their position as leaders in the market there, and it is not hard to find the causes. The three referred to are cheese, apples and butter.

As to the first, foreign competition is seeking a foothold and finding it, owing to a growing carelessness among certain Canadian factorymen, who seem to think that Englishmen must buy their cheese from Canada, no matter in what shape or condition it arrives. New Zealand is our most dangerous competitor at present. New Zealand cheese is nearly as good quality, on the average, as our own. Where they are gaining is through care in packing and grading. Holland is also gaining in the British cheese market, and will soon prove a factor to be reckoned with, owing to their proximity to England.

Danish butter is supreme in the British market at present. This is largely owing to the fact that it is all made under government supervision, and the stamp on it indicates exactly what grade of butter may be looked for in the package. This certainty does not by any means apply to Canadian butters. The packages are often carelessly put up. They are frequently graded wrong, and the general quality is not always nearly so dependable as the Danish.

Apples, too, often are being shipped across the ocean "stuffed," that is, with a centre of seconds, while both ends are of firsts. No one likes to be fooled in this way more than once, and a continuation of this practice can have only one end—a loss of a good section of our apple trade.

The situation is one which is exercising the minds of exporters conversant with it, and it is only by the co-operation of all concerned that any effective remedy can be devised.

USE PRICE TICKETS FREELY.

An important factor in making the holiday season trade a success is in preparing to handle customers as speedily as possible and have the goods sell themselves when they can be made do so. And to this end there is nothing betten than the liberal use of price tickets both in the window and on goods in the store.

Every store, of course, uses some price tickets, but few use them as liberally as they might. If pricing goods is a good policy for the five and ten cent stores, it ought to be equally profitable in grocery stores, into whose business the "syndicate" stores cut most freely.

The purpose of price tickets is to interest people in other goods than they had intended purchasing when they entered the store. And following this idea out it can safely be considered that until shoppers can tell the price of every small seasonable or household article without asking the price, enough price tickets have not been used.

Customers will invariably go to a counter where goods are displayed with a price on them. They see a sign, "Anything on this counter for ten cents," and immediately they want to see what they can get for ten cents. Often they will pick up articles and sell it to themselves without any effort on the salesman's part. It is the price card, mostly, which is responsible for the sale.

THE ENCYCLOPAEDIA.

What the Kohl-Rabi is and How it is Prepared.

KOHL-RABI.—One of the latest Canadian acquisitions in vegetables is a product of Germany orginally, the Kohl-rabi. It is a peculiar vegetable in many ways, being a turnip with a cabbage flavor, and growing with the edible bulb above the ground. Another peculiar item in its appearance is the leaved outside to the bulb. This gives it somewhat the appearance of a pineapple, except that the leaves are soft, and the color is different.

The plant is very hardy, and can be grown out of doors in both Ontario and Quebec. So far it is little grown in this country, but those who have had the pleasure of eating it, prepared in the way described below, pronounce it one of the most delicious vegetable dishes they have ever eaten.

Insect enemies are about the same as on the cabbage, but are not nearly so destructive to Kohl-rabi.

Recipe for Preparing.

Cut off the leaves and peel. Boil until tender. Then slice in ¼-inch slices. Roll in egg and bread crumbs and fry. The result is a delicious food.

WANT CANADIAN AGENTS.

The last weekly report sent out by the Trade and Commerce Department of the Dominion Government contains a number of inquiries for Canadian agents. The names of the firms making these inquiries, with the addresses, can be obtained upon application to "The Inquiries Branch, the Department of Trade and Commerce, Ottawa," or "The Secretary of the Board of Trade at Halifax, Winnipeg or Vancouver." The numbers should be quoted when requesting the following addresses:

No. 1762—A London firm of wholesale tea merchants and exporters is anxious to appoint Canadian agents.

No. 1765—A London firm wishes to get into touch with Canadian packers of canned salmon.

No. 1774—A Yorkshire company desires to hear of some firm in Canada which could take up the sale of their mustards of all descriptions.

CATALOGUES AND BOOKLETS.

The Kent Company, Limited, Coristine building, Montreal, are sending out an attractive booklet, illustrating Nonpareil Corkboard Insulation, which has just been isued by the Armstrong Cork Company, Pittsburg, Pa. The booklet is unique in style, set up in plain, readable type, and is handsomely illustrated. It explains in detail the manufacture of the cardboard insulation and its uses.

POULIN'S NEW COLD STORAGE.

A large warehouse, equipped in modern fashion, has just been completed for P. Poulin & Co., Montreal. The building is stone and brick, 70x55 feet, and a five-storey structure, with a basement. There are eight insulated rooms, with a storage capacity of 50,000 cubic feet. There are two rooms, as well, for the storing of eggs.

AN OLD ONTARIO STORE

Sixty years ago the general store represented by the above cut was erected in Hartford, Ont., by T. Haskett. That was in 1849. It was rented for two years by A. Smith, then purchased by Robert Gaynor, and run by him until 1856, when he assigned to Jno. Brown, of Hamilton, Ont. In the same year it was bought by B. W. Thomas, who built up a very successful business. In 1864 B. W. Thomas was appointed postmaster at Hartford, and the post office is conducted in the same store to-day, which is now managed by his son, R. J. Thomas.



MADE MONEY FROM FORSIGHT.

A. P. Rogers, buyer, ad-writer and manager of the grocery, china and tinware department for the G. W. Robinson Co., of Hamilton, Ont., writes to The Grocer in reference to the article which appeared in the issue of Nov. 26th, under the heading, "Some Plans for Hurrying up the Christmas Trade."

"Strange as it may seem," he said, "I had been thinking along the same lines some time ago—with the object in view of hurrying up trade."

Mr. Rogers enclosed an ad. he had written to bring about the desired results and which had been written on exactly the same lines as suggested by our correspondent, Victor Lauriston. He says that it appeared in one of the Hamilton papers and was accompanied by extraordinary results—results that will go down into history as record breakers.

The moral for merchants is plain.

THE MEANEST MAN.

He went into a grocery store and asked the proprietor for a small bunch of matches. The small package was made up and the price, a nickel, handed to the merchant, when the customer asked if his purchase could be sent to his home. The merchant assented, and, calling a boy, handed him the parcel and a dime, saying: "Here, sonny; take this parcel to Mr. Blank's house."

"What!" exclaimed the customer, "are you going to give a boy a dime to take that parcel up?" "Why, certainly," said the merchant. "I would not think of asking him to go for nothing."

"Well," said the meanest man, "if you would just as soon give me my nickel back I will take it up myself, and you will save five cents."

STILL REMAINS A READER.

When a merchant continues to read a trade paper after he has given up the business, it is conclusive proof that it has proven its worth to him. This is just what has occurred in the following instance:

MACLEAN PUBLISHING CO:—I have sold my stock and leased my store 82 Wyandotte St., Windsor, Ont., to David Schwartz. I wish to have my Canadian Grocer to look over, for I owe a good part of my success in business to it. Please send my Canadian Grocer to

HENRY BRACKELL,
437 Oxford St.,
London, Ont.

The Markets—Canned Peas and Corn Advanced

This was an Expected Raise Owing to Crop Shortage—Shelled Walnuts Higher to the Retail Trade—Scarcity of Orange Peel—Sugar Demand Light but Prices are Firm—Tea Market Firm.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Nutmegs—High in primary markets.

Currants—Scarce.

Coffee—Firm.

Canned Peas and Corn—5c and 10c higher.

Montreal, Dec. 2, 1909.

Raw sugars show signs of weakness, but this is thought to be only temporary, as reports from New York indicate a present shortage.

The storm in the West Indies recently did not do as much damage as was at first thought. The island of Jamaica has suffered perhaps more than others, and considerable damage to the banana crop is reported. Cuban sugar cane, however, received little harm.

One surprising feature of the large Christmas trade being done, is the increasing sale of corn syrups. People are beginning to appreciate more and more this table article.

Spices are firm and active, with a tendency toward higher prices in some lines.

Currants and dates are scarce. Nuts are reported as being below the average this year, particularly Grenoble walnuts.

The most striking feature of the week is the strength shown by canned vegetables, particularly peas and corn. Both show advances. This has been looked for, as canners had already advanced their prices. Gallon tomatoes are 30c higher, being now $3.

SUGAR—There is a very good demand for sugar at former quotations. It is principally due to Christmas necessities. The raw market has sagged somewhat of late but indications are that this is only temporary. A late New York letter reports somewhat of a raw sugar famine in prospect. If true, this should affect local conditions eventually.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " " 50 lbs.	5 60
" " " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" 100 lb. boxes	5 30
" 50 lb. "	5 60
" 25 lb. "	5 80
" 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—Syrup sales of late show a material increase over last year, also over the previous week. Dealers are beginning to feel more confident as to this commodity. Sales for some time had been light and stocks were comparatively heavy. Molasses is firm and selling freely.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels,	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03½
" ¼-bbls.		0 03½
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

TEA—There is little or none of better-trade Japan teas offered, and dealers are having trouble in securing sufficient to fill Christmas requirements. Prices are firm at former quotations.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—Coffee is firm, with a higher tendency in the primary markets. A decided rise is looked for early in the year. Sales are large at present prices.

Mocha	0 18½	0 25
Rio, No. 7	0 10	0 12
Santos	0 14	0 17
Maracaibo	0 15	0 18

SPICES—Mace is firm, with a higher tendency. Nutmegs are higher in the primary market, but as yet no change has been made in the quotations to the retailer. Such a rise is expected, however. Other lines are firm, with large and increasing demand.

	Per	lb.
Allspice	0 13	0 18
Cinnamon, ground	0 15	0 19
" whole	0 16	0 18
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Mace		0 75
Nutmegs	0 30	0 60
Peppers, black	0 16	0 22
" white	0 22	0 29

DRIED FRUITS—Currants are scarce, that is, the better grades. Dates are also hard to obtain. This probably will mean a considerably increased flow of orders to New York. Reports on the market there also show a scarcity in the above lines. California goods are plentiful and are selling freely. Prices are steady.

Currants, fine filiatras, per lb., not cleaned		0 05¾
" " cleaned		0 06½
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Dates—		
Hallowees, old, per lb.	0 04	0 04½
" new, per lb.		0 05
Sairs, old, per lb.		0 04½
" new, per lb.		0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs.		0 07½
" fancy seeded, 1-lb. pkgs.		0 09
" loose muscatels, 3-crown, per lb.	0 07½	0 08
" " 4-crown, per lb.	0 08½	0 09
" sultana, per lb.	0 07½	0 10
Valencia, fine off stalk, per lb.		0 05
" select, per lb.		0 05¾
" 4-crown layers, per lb.		0 06

NUTS—This year's goods, particularly Grenobles, are of a mediocre quality. The late arrivals are even worse offenders in this respect than the early. Almonds are selling well, to such an extent that stocks are considered too light for a continuation of this demand. Brazils are high and firm. Trade generally is good, in view of the nearness of the Christmas season.

In shell—		
Filberts, Sicily, per lb.		0 12
" Barcelona, per lb.		0 10½
Tarragona Almonds, per lb.	0 11½	0 12½
Walnuts, Grenobles, per lb.	0 13	0 15
" Marbots, per lb.		0 12½
" Cornes, per lb.		0 11½
Shelled—		
Almonds, 4-crown selected, per lb.	0 32	0 33
" 3-crown " "		0 31
" 2-crown " "		0 30
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
French, No. 1	0 07½	0 07½
Spanish, No. 1		None
Virginia, No. 1		0 10
Pecans, per lb.		0 65
Pistachios, per lb.		0 75
Walnuts—		
Bordeaux halves	0 26	0 27
Brokens	0 18	0 19

RICE AND TAPIOCA—Sales of rice and tapioca have been slightly better, owing to the Christmas demand. Prices are firm, with no immediate prospects of a change.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

BEANS AND PEAS—There has been no particular feature in this mar-

ket. Prices are steady, and demand is fair. Dealers are somewhat disappointed, as indications early in the season were that this would be an exceptionally good year.

Ontario prime pea beans, bushel	1 85
Peas, boiling, bag	2 50

EVAPORATED APPLES— Few apples have been exported this year as compared with last year. The cause is not clearly understood, but it is thought the poor grade sent out last year may have had a good deal to do with it. Prices are steady, with a weaker tendency.

Evaporated apples, prime	0 09½	0 09½

CANNED GOODS

MONTREAL—Peas and corn have gone up from 5c to 10c per dozen. This advance has been looked for by local dealers for some time past, owing to the crop shortage and increased demand. It is not thought that this price will hold long either. Prophecies are that another 5c will be added to peas shortly. Gallon tomatoes have gone up from $2.70 to $3. The whole market shows firmness, with a free sale of most lines.

Peas, standard, dozen		$1 05
Peas, early June, dozen	1 07½	1 10
Peas, sweet wrinkled, dozen	1 10	1 12½
Peas, extra sifted, dozen	1 52½	1 60
Peas, gallons	3 87½	3 92½
Beans, dozen		0 85
Corn, dozen	0 80	0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½	0 90
Strawberries, dozen	1 37½	1 40
Raspberries, 2's, dozen		1 75
Peaches, 2's, dozen		1 60
Peaches, 3's, dozen		2 65
Pears, 2's, dozen		1 60
Pears, 3's, dozen		2 30
Plums, Greengage, dozen	1 50	1 55
Plums, Lombard, dozen	0 95	1 00
Lawtonberries, 2's, dozen		1 60
Clover Leaf and Horseshoe brands salmon—		
1-lb. talls, per dozen		1 87½
½-lb. flats, per dozen		1 30
1-lb. flats, per dozen		2 02½
Other salmon—		
Humpbacks, dozen	0 95	1 00
Cohoes, dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00

TORONTO.—Canned vegetables and salmon are particularly strong just now, and some wholesalers are quoting advances on peas, corn, beans and some kinds of salmon. From present indications retailers who have not already secured their stocks of these had better do so. Peas are practically off the market so far as the canners are concerned, and are being quoted this week by most jobbers at $1.05, which means an advance of 5c from last week. There has been a short pack of corn also and the demand on this will be increased in view of the pea pack running low. Jobbers are busily engaged filling orders taken in July and August for future delivery. This work has been delayed on account of late shipments, particularly of salmon. Shipments of both salmon and vegetables have usually been in the jobbers' warehouses in October, yet some are just arriving now.

Of the fruits, Lombard plums are having a good sale, the others being quiet.

The whole canned goods market is firm, with not much chance for lower prices.

Beans	0 80	0 85
Corn	0 80	0 85
Peas	1 05	1 42½
Pumpkins	0 75	0 82½
Tomatoes, 3's	0 80	0 82½
Strawberries, 2's	1 40	1 50
Raspberries, 2's	1 60	1 67½
Peaches, 2's		1 65
" 3's		2 65
Lawtonberries		1 65
Red pitted cherries, 2's		1 75
Gallon apples	2 40	2 45
Bartlett pears, heavy syrup, 2's		1 65
" " light " 2's		1 15
" " heavy " 3's		2 40
" " light " 3's		1 70
Lombard plums, 2's	0 80	0 85
Clover Leaf and Horseshoe brands salmon:		
1-lb. talls per dozen		1 90
½-lb. flats per dozen		1 25
1-lb. flats per dozen		2 12½
Other salmon prices are:		
Humpbacks, per dozen	0 95	1 00
Cohoes, per dozen	1 45	1 50
Red Spring, per dozen	1 55	1 65
Red Sockeye, per dozen	1 65	1 70
Lobsters, halves, per dozen	1 85	2 20
Lobsters, quarters, per dozen		1 40

ONTARIO MARKETS

POINTERS—

Shelled Walnuts—Advance of 3c.

Canned Peas and Corn—Advance of 5 cents.

Orange Peel—Scarce.

Toronto, December 2, 1909.

The wholesale business, to use the words of one of the large dealers, is "all lovely." They, however, think that on account of the spring-like weather, people are apt to forget that we are within three weeks of Christmas, which may mean delay in buying and result in being overrushed just before the holidays. This may all the more be the case on account of the lateness of the arrival of the goods this year.

Prices are all firm with really nothing that has any appearance of a decline, with the exception of evaporated apples, which started too high. Valencia raisins are higher in the primary markets and although the prices have not advanced here, they could not be bought and sold at present prices. One wholesale house had an offer for 300 boxes from another at the same price the former is selling them in small quantities to the retail trade, but it was refused. Orange peel is scarce and sells at about 1½c a lb. higher. Shelled walnuts are also up about 3c a lb. While the wholesale men are doing well, the retailers should be sure to get something more than usual out of this prosperous season. They are entitled to a good profit and if they do not get it, they must blame themselves.

Canned goods are very strong this week, some jobbers quoting corn, peas and beans higher by 5 cents per dozen.

SUGAR—The passing of the week showed little change in the sugar market. It is yet quite firm but no change is anticipated in the near future. Although the beet raw market is strong, brokers do not consider it will have a tendency to advance prices. Wholesalers report that demand is only fair, but at the same time is just the usual Christmas call. It is little in comparison to that of two and three months ago when the fruit season was at its height.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 100-lb. boxes	5 80
" in 50-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	0 45
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 60
No. 2 "	4 51
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUP AND MOLASSES — These goods figure frequently in the orders which are supplied by the wholesale houses. This is evidence that the usual holiday baking is still one of the things the good housewife has to provide for. Prices are firm but no advance.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels, per lb	0 03½
Half barrels, per lb	0 03¾
Quarter " "	0 03¾
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 — 0 33
" bbls.	0 29 — 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 — 0 62

TEA—Teas remain firm, although shipments from the primary markets exceed last year in quantity. Grocers should cultivate a demand for higher grades of tea, which would be an advantage in more ways than one. The lower grades have advanced in price and are to-day not as good value as higher grades, and do not give the retailer as good a profit. A good 40c tea will make 5 cups of tea for a cent, which is cheap enough for anybody to use, and will give satisfaction, whereas a cheap tea will cost almost the same and will not give the same satisfaction.

COFFEE—The market is quiet, and as coffee does not count as one of the specialties for the Christmas trade it receives little attention.

Rio, roasted	0 12	0 13
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 08	0 09

SPICES—There is nothing to report in these lines, except that orders are satisfactory and prices are firm in all lines. Peppers are somewhat scarce in primary markets.

Peppers, black, pure	0 15	0 18
" white, pure	0 22	0 25
" whole, black		0 18
" whole, white		0 23
Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25
Celery seed		0 24

DRIED FRUITS—The first orders for dried fruit which were taken by travelers before the goods had arrived, are all delivered and repeat orders are coming in, which keep the wholesale trade active. All lines are firm, prices are well maintained, and in some cases prices will likely advance. Valencia raisins are decidedly firm in response to the report that they have advanced in the primary markets. Orange peel is also dearer owing to the light stock in hand. The quality of currants is not equal to last year and late purchasers are apt to get the worst. Canada has taken more currants this year than last, but Great Britain is short by a good many tons.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ¼ cent less.

Apricots—				
Standard				0 15
Choice, 25 lb boxes				0 15
Fancy, " "				0 17
Candied and Drained Peels—				
Lemon	0 09	0 11	Citron	0 15 0 18
Orange	0 11½	0 12½		
Figs—				
Elemes, per lb				0 08 0 10
Tapnets, "				0 03½ 0 04
Bag figs				0 03½ 0 04
Dried peaches				0 08 0 08½
Dried apples				0 07½
Currants—				
Fine Filiatras	0 06½	0 07	Vostizzas	0 08½ 0 09
Patras	0 08	0 08½		

Uncleaned ½c less.

Raisins—				
Sultana				0 05 0 05½
" fancy				0 06 0 07
" extra fancy				0 08½ 0 09
Valencias, new				0 06 0 06½
Seeded, 1 lb packets, fancy				0 08
" 16 oz. packets, choice				0 07½
" 12 oz. " "				0 06
Dates—				
Hallowees	0 06	0 06½	Fards choicest	0 08
Sairs	0 05		" choice	0 07½

NUTS—Are moving freely at outside quotations for good new stock. Shelled walnuts may be quoted three cents higher, all the rest are unchanged.

Almonds, Formigetta		0 11½
" Tarragona		0 12
" shelled	0 32	0 35
Walnuts, Grenoble		0 13½
" Bordeaux		0 11
" Marbots		0 12
" shelled	0 29	0 30
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils		0 15
Peanuts, roasted	0 08	0 12

EVAPORATED APPLES—These are a little easier and should be bought about 1c lower.

Evaporated apples	0 08	0 09

RICE AND TAPIOCA—There is a good demand for rice, but this is nothing unusual at this time of the year.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05¾
Japan	0 05½ 0 05½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½ 0 04¾

BEANS—Beans are steady with no change this week.

Beans, per bushel	1 75	1 80

MANITOBA MARKETS

Corrected by Telegraph.

Advances—Lard.

Firmer—Coffee, sugar, almonds.

Easier—Evaporated apples.

Winnipeg, Dec. 2, 1909.

The wholesale trade throughout the west is quiet for the present and the secret of this condition is, no doubt, attributed to circumstances which perhaps have never prevailed in this country before.

Newspapers have this fall been agitating among the farmers for heavier sales of wheat. It was evident that our grain producers could afford to hold their wheat in anticipation of higher prices. The result has been that there is not the quantity of money in circulation that there should be. In every line of business this condition has been felt and the banks have been annoyed for some time. Wholesalers report collections dull and they trace the reason to the fact that merchants have not got the money and customers are buying stintingly. Of course, retailers stocked up earlier in the season and for these stocks the money will sooner or later come. The difficulty would be more serious had the merchants not stocked well, in that case they would be without both cash and goods. It will be some days yet before the money will return to its proper sphere of circulation; should the farmer have sold his wheat at once to the elevators he would receive payment direct. In the event of having the grain shipped to Fort William, the return is much more tardy. The majority of wheat thus far sold has been shipped direct to Fort William and a very large percentage of the crop has not yet been marketed.

Wholesalers have no reason to be pessimistic, since the money is sure to come, and those whose credit is good will receive goods irrespective of the shortage of cash for the time being.

To make matters worse, the transportation question is annoying local wholesale houses. Cars are not available to bring goods in from Fort William. Goods were unloaded liberally at Fort William prior to the close of navigation. But seldom are these goods shipped by rail from that point to destination in the same shape as they leave the factory. A few days ago a local wholesale house had two cars of canned goods, unloaded at Fort William to be sent to Edmonton by rail. Only one car was available, and this was at once dispatched. Part of the other car lot was loaded into a car fairly filled with Winnipeg goods, and in that case the Edmonton stock was delayed at this point. It is not known when the remainder of these goods will be dispatched from Fort William. It is understood that the shippers' section of the Winnipeg Board of Trade is endeavoring to solve this vexing problem.

The market condition is quite unchanged this week. Foreign dried fruits are the heaviest selling, and prices are quite firm.

Specialties for the holiday season the being ordered, and already heavy Christmas stocks have been shipped to every part of the west.

Sugar—Navigation closed last Saturday, and the all-rail rates have made prices firmer. The market is reported strong everywhere on this continent, and buyers are laying in stocks, preparing for a possible advance. We quote the advanced prices of two weeks ago:

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 25
" yellow, in bbls	4 80
" " in sacks	4 75
Icing sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	5 80
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	6 20
Lump, hard, in bbls	6 05
" " in ½-bbls	6 15
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES—United States syrup speculators are making strenuous efforts to get into the Canadian market, but they have thus far been shut out. The southern market declined four scales last week, but the Canadian quotations remain unchanged. Molasses is moving well at this season, and the recent arrivals are said to be excellent in quality.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 38
" " 5-lb. tins, per 1 "	2 83
" " 10-lb. tins, per ½ "	2 66
" " 20-lb. tins, per ¼ "	2 73
" " ½ barrel, per lb	0 03½
" " Sugar Syrup, per lb	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 38
" 5 " 1 "	2 83
" 10 " ½ "	2 66
" 20 " ¼ "	2 73
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses ½ bbls. per gal	0 36

NUTS—The almond market is stronger and the shelled produce is on the whole firm. This season's goods have not arrived yet, but they were expected about the first of this month. They will undoubtedly arrive for the major portion of the Christmas trade.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 27
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Virginia, per lb	10 0 13

CORNMEAL—The market is unchanged, although the demand may be somewhat heavier. The product is quite popular and much has gone out this season.

Cornmeal, per sack	2 10
" per ½ sack	1 05
" per bale (10, 10's)	2 35

HONEY—The following prices hold firmer just now. It is going out more freely since winter has set in. Prices may go up shortly.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

EVAPORATED APPLES — The market is easier and it is reasonable to expect a lower market. The price to-day ranges from 9½c to 10½c, depending on the quality.

MAPLE PRODUCTS—The prices are unchanged, but there is a possibility of an advance, owing to the incdeased popularity of the staple during the past few weeks. Last spring's stocks are in excellent condition.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per doz	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

FOREIGN DRIED FRUITS — These lines are all firm, notwithstanding the large supply of new goods. The crops were short in many lines and in the raisin market there was a corner, which tended to boost the prices. These facts, coupled with the great fact that all lines are popular in the west, owing to the shortage of fresh fruits, has the tendency to keep the market strong. Most of the supplies are in. At any rate there is no apparent shortage and no delays in shipments.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " " cleaned, per lb	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¾-lb. packages per package	0 06½
" " fancy seeded, in ¾-lb. packages per package	0 06½
" " choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 06¾
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 09½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06
" dry, cleaned, Filiatras, per lb	0 06¾
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08
Pears, per lb	0 08
Peaches, standard, per lb	0 08
" choice	0 09½
Apricots, standard, per lb	0 15½
" choice, per lb	0 16
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 6¼ 0 07½

ROLLED OATS—When the crop was being harvested there was great unrest in this market, but lately prices are quite stationary. The tendency may be weaker, but if the demand keeps up the price may not go lower.

Rolled oats, 80 lb. sacks, per 80 lbs	2 05
" 40 " " 40	1 05
" 20 " " 20	0 54
" 80 " " 8	0 24½

RICE AND TAPIOCA—Rice is selling well at the following low figure. It is a popular food and merchants have lost no time in stocking it. Tapioca is firmer and may go up very soon.

Japan rice, per 100 lbs	3 85
Pearl tapioca, per lb	0 04 0 04½

BARLEY—

Pot barley, per sack	2 60
Pearl barley, per sack	3 65
" per ½ sack	1 90

BEANS—

3-lb. picker, per bushel	2 10
Hand picked, per bushel	2 20

CANNED GOODS—The unrest in these markets has ceased and the following prices are quite stationary. The goods are moving well and the trade is heavy. Vegetables are reported somewhat scarce, while fruits are plentiful. Should these features become more marked it will influence the market.

Beans, per case 2 doz	1 98
Corn, per case 2 doz	1 75
Tomatoes, per case 2 doz	2 00 2 10
Strawberries, per case 2 doz	2 90 3 05
Raspberries, per case 2 doz	3 25
Peaches, per case 2 doz	3 60
Pears, per case 2 doz	2 70
Plums, per case 2 doz	2 00
Salmon (Horseshoe Brand), per case 4 doz	7 00

FRESH FRUITS AND VEGETABLES—Prices are becoming firmer on vegetables, owing to the depletion of stocks. Apples are plentiful, and the Ontario winter stocks are excellent in quality. These prices hold to-day:

Pumpkins, per lb	0 01
Carrots, per lb	0 50½
New potatoes, per bushel	0 40
Native cauliflower, per dozen	1 00
Native cabbage, per lb	0 0½
Native celery, per doz	0 40
Native oee.s, per bushei	0 40
Native lettuce, per doz	0 30
Native onions, per doz	0 30
Native radishes, per doz	0 30
Native cucumbers, per doz	0 75
Ontario tomatoes, per basket	0 75
Oranges	3 75 4 50
Lemons	5 50 6 50
Apples, Ontario, per bbl	3 75 5 00
Grape Fruit, per erate	5 50

MEATS—Pork and beans declined last week, owing to the reduction in bean prices. The other lines of meats are holding stiffer at present. The trade is excellent, as is usual during the winter months.

Clark's 1 lb., pork and beans, plain, per case	2 70
" 2 " " " "	2 30
" 3 " " " "	2 20
" 1 " tomato sauce, per case	2 70
" 2 " " "	2 30
" 3 " " "	2 20
" 1 " Chili " "	2 70
" 2 " " "	2 30
" 3 " " "	2 20
Boneless pigs' feet, round, 1's, 3 dozen	1 95
" " square, 2's, 1 dozen	3 15
Boiled beef, round, 1's, 2 dozen	1 60
" " 2's, 1 dozen	2 55
Corned beef, square, 1's, 2 dozen	1 55
" 2's, 1 dozen	2 80
Cambridge sausage, round, 1's, 4 dozen	2 30
" " 2's, 2 dozen	4 25
English brawn, round, 1's, 2 dozen	1 95
" " square, 2's, 1 dozen	3 15
" " 1's, 2 dozen	1 95
" plum pudding, round, 1's, 2 dozen	1 65
" " 2's, 1 dozen	3 25
Geneva sausage, oblong, 1's, 2 dozen	2 35
" " 2's, 1 dozen	4 25
Jellied hocks, round, 2's, 1 dozen	3 75
" " 6's, 1 dozen	10 65
Paragon lunch tongue, round, 1's, 2 dozen	3 90
" ox tongue, round, 1½'s, 2 dozen	7 75
" " 2's, 1 dozen	8 60
Ready lunch veal loaf, square, 1's, 2 dozen	2 50
" " " " ½'s, 4 dozen	1 30
Ham loaf, oblong, ½'s, 4 dozen	1 30
Beef loaf, assorted, oblong, ½'s, 2 dozen	2 50
Roast beef, round, 1's, 2 dozen	1 60
" " " 2's, 1 dozen	2 85

BUTTER—Creamery is moving at 28c to-day, being the same as last week. Choice dairy is also 28c, No. 1 being 26c, and No. 2, 24c. The market is reported fair

EGGS—Twenty-nine cents is the market to-day. One week ago they were 30c. Eastern goods supply the market and it is expected that firmer prices will prevail soon.

CALGARY MARKETS.

Peels—	
Lemon	0 11
Orange	0 12
Citron	0 19
Dried fruits—	
Apricots, choice	0 16
" standard	0 15
Peaches, choice	0 09
" standard	0 08½
Pears, choice	0 12
Pitted plums	0 12
Prunes, 40-50	0 08½
" 50-60	0 07½
" 60-70	0 07
" 70-80	0 06½
" 80-90	0 06
" 90-100	0 05½
Evap. apples, 50's	0 10½
Produce—	
Sugar cured ham 10-12 average	0 18½
Sugar cured ham picnic	0 16
B. bacon bellies	0 21
" back	0 20
Dry salt bacon	0 15
Dry salt bacon, smoked	0 16
Eggs, fresh, case	9 25
Butter—	
Alberta creamery bricks	0 14
Cheese—	
Ontario, large	0 15
" twins	0 15½
" Stiltons	0 17
Beans—	
Ontario, hand-picked, bushel	2 40
California limas, per lb	0 06½
Cereals—	
Malta Vita, case	3 60
Quaker corn flakes, case	3 00
Shredded wheat half case	2 75
Force, per case	4 50
Grape nuts, case	3 00
Canned fish—	
B.C. salmon, sockeye, 48-1's	7 50
B.C. cohoes, 48-1's	6 25
B.C. pinks, 48-1's	4 00 4 25
Sardines, domestic, 100-4	4 00
Lobster, 48-1's	17 00
" 96-2's	18 50
Fin. haddie, 48-1	5 [illegible]
Starch and Syrup—	
Ivory gls. starch 1's	0 09
Ivory gls. starch 6's	0 09½
St. Lawrence corn	0 09
Durham corn	0 07½
Silver gloss, 1's	[illegible]
" " 6's	0 09½
Benson corn	[illegible]
Canada corn	0 07½
Canada laundry	0 07½
Beehive syrup,	
" " 24-2	2 70
" " 12-5	3 30
" " 6-10	3 15
" " 3-20	3 20
Crown syrup, 24-2	2 70
" " 12-5	3 30
" " 6-10	3 15
" " 3-20	3 20
Maple Syrup—	
Pride of Canada 24-qts	9 00
Pride of Canada 12 ½-gallons	[illegible]
Pride of Canada 6 1-gallons	7 50
Pride of Canada 12 28-oz. bots.	5 00
Imperial, round, 24 qts	6 10
Imperial, round, 12 ½-gals	6 10
Imperial, round, 6 1-gals	5 50
"Snow Shoe," 12 qts. glass	4 00
"Snow Shoe," 12 ½-gal. tins	8 25
"Snow Shoe," 6 1-gal. tins	7 50
Condensed Milk & Cream	
Canada First F. cream	4 50
Canada F. Milk	5 15
Reindeer Milk	5 75
Jersey cream, family	4 50
St. Charles' cream, family	5 35
Silver cow milk	5 70
Washing Powder—	
Gold dust, 24-3's	5 00
Royal, 23-3's	4 80
Golden west, 24-3's	4 80

BRITISH COLUMBIA MARKETS.

Corrected by wire.

Vancouver, Dec. 2, 1909.

Malaga grapes are being quoted this year at $8 per barrel, the first now being in the wholesales, though the retail price is not yet settled. They will sell at 25c or 30c per pound. This quotation is higher than a year ago, when the price was $7.50. On that occasion, many of the wholesalers, or those who brought in large consignments, lost on these grapes, since they did not clear up before Christmas, and after that the demand fell off so much that goods had even to be thrown away. They sold for almost any price. So it is not probable that the $8 figure will be maintained throughout the season, for an effort

will be made to get clear of stocks in good time.

New navel oranges are selling at $4, but even at this, the fruit is on the sour side, and cannot be classified as thoroughly first-class.

Apples go all the way from $1.50 to $2.50 per box, retailing mostly at $2.75 and $3. On account of the sharp frost of last week, potatoes have gone up $2 a ton, and are now quoted at $14. It is not thought that general injury was done to the supply, such as last winter, when the frost was sharp and continued. The ruling prices here are:

VANCOUVER.

Sugar, standard granulated		5 60	Butter, Eastern	0 29	0 31
Val. raisins, lb.		0 05½	Butter, local creamery		0 40
Cal. " "		0 07	Butter, Western	0 22	0 25
Prunes	0 05½	0 07½	Eggs, Eastern		0 33
Currants	0 06½	0 07½	Eggs, local		0 55
Dried apricots	0 11	0 13	Cheese, per lb.	0 14½	0 15½
Flour, Standard, bbl.		6 90	Bacon, premier		0 27½
Cornmeal, p. 100 lbs		2 60	Canned Goods—		
Beans, per lb.	0 03½	0 04½	Peas		1 00
Rice, per ton	68 00	76 00	Tomatoes		1 32½
Tapioca, per lb.		0 03½	Corn	1 00	1 10
Evaporated apples		0 08½	Apples		3 42½
			Strawberries		2 15
			Raspberries		1 65

ST. JOHN MARKETS.

Corrected by wire.

St. John, N.B., Dec. 2, 1909.

Three steamers which sailed last week from this port to Havana, Cuba, took away 20,000 barrels of potatoes, worth $40,000 in the Havana market. J. C. Manzer, of Andover, who was in the city superintending the shipment of a large quantity of the tubers from his district, said, in commenting on the increased business with Cuba, that the Cuban market requires 450,000 barrels of potatoes a year, and the larger part of this quantity has been supplied by the United States. He said that although the rot injured the crop to a considerable extent this year, there are more potatoes in the St. John valley at the present time than there have ever been before at the same date. A conservative estimate would be 50,000 barrels.

The steamship Teodoro de Larranaga left Mauritius on October 18 for St. John with a full cargo of sugar. She is due here this week, and the cargo will be sent to Montreal by rail. The Robert Reford Co., to whom the steamer is consigned, state that other sugar boats will come here during the winter.

W. A. Smith, representing Lloyd & Scully, of Sault Ste. Marie, was in the city last week, and sold, through DeWitt Bros., of Fairville, three carloads of eggs at 26c a dozen. The eggs are to be shipped from Owen Sound to this city and are for the local market. It is seldom that St. John merchants have to go so far afield for their eggs.

In the local markets prices are comparatively unchanged from last week. American clear pork has advanced, butter is firmer. Quotations now are:

Sugar—			Beef, Canadian plate	16 75	17 50
Standard gran.	4 85	4 95	Molasses, fcy. Barbados, gl	0 34	0 35
Austrian "	4 65	4 75	Butter, dairy, lb.	0 25	0 27
Yellows	4 35	4 75	Butter, creamery, lb.	0 26	0 29
Flour, Manitoba	6 45	6 55	Eggs, doz.	0 26	0 35
" Ontario	5 95	6 05	Potatoes, bbl.	1 20	1 40
Cornmeal, bags	1 47	1 50	Canned goods—		
Rolled oats, bbls	5 15	5 20	Peas, doz.	1 10	1 50
Buckwheat, west. grey, bag	2 90	3 00	Corn, doz.	0 85	0 90
Val. raisins, lb.	0 05½	0 06½	Tomatoes, dz	0 95	1 00
Cal. raisins, seeded	0 07½	0 08½	Raspberries, dozen	1 85	1 90
Currants, lb	0 07	0 07½	Strawberries, dozen	1 55	1 60
Prunes, lb	0 05½	0 09	Salmon, case—		
Rice, lb	0 03½	0 03½	Red spring	6 50	6 75
Beans, hand picked, bus	1 95	2 00	Cohoes	5 60	6 00
Beans, yellow eye, bus	2 95	3 00	Peaches, 2's, dozen	1 70	1 80
Cheese, lb	0 13	0 13½	Peaches, 3's, dozen	2 70	2 80
Lard, compound lb	0 13½	0 13½	Baked beans, dozen	1 15	1 25
Lard, pure, lb.	0 16½	0 17½	Fish—		
Pork, domestic mess	27 75	28 50	Cod, dry	2 75	3 75
Pork, American clear	28 50	29 50	Herring, salt, half bbls	2 30	2 50
Pork, clear backs	31 00	31 50	Herring, smoked, box	0 08	0 08½
Beef, American plate	17 00	18 00			

HALIFAX MARKETS.

Halifax, N.S., Dec. 2, 1909.

Halifax jobbers report business brisk in all lines of groceries. The fall trade is fully up to expectations, and a large amount of goods is being turned over. The commission men are rushed with orders for fruit and produce. A general scarcity of fresh-laid eggs is reported, and the price is high for the season of the year. The farmers have no difficulty in disposing of their stock as soon as it is marketed. While the wholesale price varies for new-laid stock, 32c is about the average, though some of the dealers at times get a slant, and buy a little lower. Case eggs are not any too plentiful, the receipts from Prince Edward Island this year being smaller than usual. This is due, it is said, to the fact that large quantities have been sent direct from the island to Winnipeg, and other cities in Western Canada. Case eggs are firm here at 28c.

The butter markets are practically unchanged. The price is steady for the best quality, of which there is only a fair supply on the market. There is lots of inferior butter on the market selling at a reasonable price, but the demand for this is only light. Some of it can be purchased for 20c. The best quality in large tubs is selling at about 25c.

Wentzell's Limited is the first firm in the Maritime Provinces to import a carload of British Columbia salmon by steamer from Vancouver via Mexico, thence by the Tehauntepec Railroad across Mexico, thence by the Elder-Dempster steamer to Halifax. The importation was made by this route to save freight, and it is considered to be a shrewd move on the part of the firm.

Pork and beef continue to advance, and higher prices are quoted this week on both. The continued advance is having a bad effect on sales, only those purchasing at present who require pork and beef for immediate use.

Creamery prints per lb.	0 27	0 28	Beef, American plate per bbl.	16 50	17 50
Creamery solids per lb.	0 27	0 28	Beef, Canadian per bbl.		16 00
Dairy, tubs, lb.	0 21	0 23	Hams smoked		0 16½
Fresh eggs, doz.		0 30	Pork, fresh	0 09	0 11
Case eggs "		0 28	Codfish, quintal		5 50
Sugars—			Herring, pickled per bbl.		5 00
Extra Standard, granulated		4 80	Apples, per. bbl.	1 50	3 00
United Empire		4 55	Potatoes, P. E. Island, bag.		1 15
Austrian, bags, granulated		4 70	Onions, Spanish per lb.		0 02½
Bright yellow		4 60	Onions, American, per lb.		0 02½
No. 1 yellow		4 50	Onions, Canadian, per bag.		1 50
Flour h. wheat per bbl.	6 40	6 60	Molasses, fancy Barbados, bbl.		0 38
Flour, Ontario blends, bbl.	5 60	5 70	Molasses, fancy Barbados, pun		0 34
Cornmeal, bag.	1 70	1 75	Beans, bushel		2 20
Oats	0 54	0 55	Rolled Oats, bbl.		5 50
Pork, American per bbl.	26 50	28 50			
Pork, clear bbl		32 50			

CHARLOTTETOWN MARKETS.

Corrected by Wire.

Sugar, standard granulated	4 90	5 00	Butter, dairy, fresh, per lb.	0 22	0 24
Sugar, yellow	4 40	4 50	Butter, dairy, tubs, per lb.	0 20	0 22
Flour, Manitoba	6 40	6 50	Eggs, per doz.	0 22	0 23
Flour, Ontario	5 50	5 70	Potatoes, per bus	0 22	0 25
Cornmeal, bags	1 75	1 85	Turnips, per bus	0 12	0 15
Raisins, Val.	0 06	0 06½	Beets and carrots, per bus.	0 40	0 50
Raisins, California, seeded	0 07½	0 08	Parsnips, per bus	0 50	0 60
Currants	0 07	0 07½	Cabbage, dozen	0 25	0 50
Rice	0 03	0 03½	Cranberries, lb.	0 04½	0 05½
Beans, new, bus	2 00	2 10	Oats, bus.	0 38	0 40
Cheese	0 12	0 12½	Hay, per ton	9 00	10 00
Lard, pure	0 16½	0 16½	Straw, per ton	5 00	6 00
Molasses, fancy Barbadoes, gal	0 35	0 36	Poultry—		
Oatmeal, 100 lbs	3 00	3 25	Geese, per lb.	0 11	0 12
Rolled oats, per bag 90 lbs.	2 70	2 80	Ducks, per lb.	0 11	0 12
Butter, creamery per lb.	0 25	0 26	Chickens, per lb.	0 10	0 11
			Fowl, per lb.	0 09	0 10
			Pork, medium, lb		0 09
			Pork, heavy, lb.	0 08½	0 08¾

Business men of Odgensburg, N. Y., are combining in an attempt to weed out dead-beat customers. They propose to have a central bureau, into which each will turn his bad-pay list, thus enabling complete lists to be given all business men. This is something similar to the collection system now in vogue in Guelph and other cities and towns in Canada.

TRADE NOTES.

G. E. Carveth, of Carveth & Co., Montreal, leaves for Europe this week.

Liquidation of the R. W. Oliver Milling Co. has been granted by Judge Martineau, Montreal.

F. Stokes, manager Corneille, David & Co., for Canada, was in Montreal from Toronto last week.

At Farnham, Que., J. M. Fortier, Ltd., cigar manufacturers, Montreal, have just completed a new factory, 48x150, equipped with sweat rooms for curing Canadian tobacco. For the past two years they have been instructing the growers of tobacco in the Eastern Townships, and have paid out to them for this season's crop $40,000.

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Manufacturers, Manufacturers' Agents, Brokers, Etc.

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Importers and Roasters of High Grade Coffees.
Manufacturers and Proprietors of
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We also carry a full line of TEAS, SPICES, etc.
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Wholesale Grocery Brokers and Manufacturers' Agents
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The largest packers and shippers of first-class Fruits of all kinds in British Columbia.
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Solicits orders for, and enquiries regarding, all descriptions of West India Produce, including:

Sugars Rums Molasses Cocoa
Rice Limes Arrowroot

Prices and full information gladly furnished. Write us to-day.

St. Nicholas Building MONTREAL

Grocers Should Not Sell Tea

unless they **know** by actual home test that it is good value for their customers' money. The tea you can buy to-day to retail at 25c. is too poor in quality to be anything else than dear in price. Would you care to drink the tea you are now selling for 25c.? The quality of this grade of tea has decreased in value about 5c. a pound in the last few years. How long do you suppose your customers will be satisfied with such tea? Just until you, or another live grocer, induces them to try a better grade. Why don't **you** do it?

Since we discontinued the 25c. tea the sales of Red Rose Tea have shown a most remarkable increase. Could there be better proof that people appreciate good tea and will willingly pay the small difference to get it? The very remarkable growth of Red Rose Tea in so short a time is the best proof possible of its high quality. That is why it pays you to recommend

Red Rose Tea

Good Tea is your best "Ad."

Wellington St. E.
Toronto, Ont.
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} Branches

T. H. ESTABROOKS
ST. JOHN, N.B.

Opening New Accounts

Your business will not grow unless you do add new customers constantly. The old ones will drop out with surprising regularity and those that remain will not increase their purchases materially.

Have a good live talk about your goods in THE GROCER every week. All the best grocers in Canada will read it, and if what you say is worth while, they'll steadily be influenced in your favor.

You will find THE GROCER the most powerful agent at your disposal in the cultivation of new accounts.

SCALE VERSUS MEASURE.

A Live Question Among Associations in the United States.

In the course of the state convention of the New Jersey Retail Merchants' Association (U.S.A.) the subject of selling all vegetables by the pound, instead of by measure, was discussed at length, and a resolution was passed indorsing the weighing system. It was decieded to urge legislation making the weight system compulsory, for it was the consensus of opinion that weighing was by far the fairest and mast satisfactory. All the members agreed that if vegetables were weighed, instead of measured, both the storekeeper and the consumer would get a fair deal, for scales are not so liable to be incorrect as measures, and there is less room for crookedness on the part of wholesaler and retailer. The convention strongly advocated the new plan, and will use all its influence to bring it about.

Columbus (Ohio) retail grocers will make a determined effort to secure the passage of a bill by the Legislature this winter, providing that groceries shall be sold by weight instead of by measure. Everything in the way of solid food, it is proposed, shall be sold by weight.

The Cleveland (O.) Retail Grocers' Association has instructed its legislative committee to formulate plans to secure legislation to prevent the use of trading stamps, requiring sale of goods by weight instead of by measure, enacting a quantity clause as part of the State Food law and enacting a "moving" ordinance requiring moving concerns to register removals of families.

TRADE NOTES.

A. F. Choate, general merchant, Warsaw, Ont., was in Toronto during the week on a Christmas buying trip.

The annual report of the Chilliwack, B.C., Co-operative Association shows a net profit of $234.32, as against a deficit of $786.90 for the year previous.

A. E. Smylie, president, and A. H. Scudder, secretary, of the National Licorice Co., Brooklyn, N.Y., were in Montreal last week visiting their local branch factory.

F. J. Cheesworth, who visits the retail grocery trade throughout Canada in the interest of Dwight's Cow Brand Soda, has been making his annual round of the Eastern Townships, in Quebec Province.

E. Mitchell, of Bridgetown, Barbadoes, is in St. John, N.B., for the purpose of making arrangements for opening an office there in connection with the E. Mitchell Molasses Co., of Barbadoes, of which reference was made recently. The office will be opened in December in the Canada Life building, with N. L. Mitchell in charge.



FRONT OF A. L. PRIMEAU'S GROCERY, LINDSAY, ONT.

The above cut represents the front of the store of A. L. Primeau, a Lindsay grocer, who is making good headway in the grocery business. It illustrates the value Mr. Primeau places on exterior appearance, with a view to attracting trade.

The Reason that

Fels-Naptha Soap

leads in soap sales is simply because of the unique merit of the soap itself.

Vast advertising made Fels-Naptha known, but its quality made it popular.



Are You a Manufacturer?

Do you make or handle high-class lines of groceries?

There are over one million people now in the three Prairie Provinces, and they must have these goods! The West wants the best only, and you are assured of a profitable market if your products are right in price and quality.

We are here to advise you, and to sell your products for you on a reasonable commission basis.

We know our West intimately and have large warehouses at Winnipeg, Calgary and Edmonton.

Let us have your enquiry, with details of what you have to sell. You can do business with us to our mutual benefit.

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Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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Jams, Jellies, Pickles, Sauces and Flavoring Extracts

We manufacture a full line of these and are able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS

Before replenishing your stock get our prices

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FANCY CURED

BREAKFAST BACON

A Real Breakfast Treat—Not Like Ordinary Bacon But "Cured for Epicures."

TRY IT FOR YOUR MOST PARTICULAR CUSTOMERS.

GUNNS LIMITED Pork and Beef Packers TORONTO

Christmas Orders

Do you know that in three weeks Christmas will be here and the trade usual at that festive season promises to be the best you have had for some years? We just want to suggest a few things for your own good. ORDER NOW. Just as well order now as later, the goods will be sent just when you want them.

ORDER

FEARMAN'S

Hams and Bacon

AND DON'T FORGET OUR

OLD ENGLISH MINCE MEAT

We know these lines are the best on the market, and we want you to know it too.

All made under inspection of Dominion Government Inspectors.

F. W. Fearman Co.

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HAMILTON, :: :: ONT.

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,

ST. GEORGE, - ONT.

BUTTER

EGGS

POULTRY

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¶ We require large quantities of each of the above lines and shall be pleased to quote prices f.o.b. your station. Write us

The WM. RYAN CO.

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PACKING HOUSE:

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HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Dressed Poultry

is our specialty

We are the largest dealers in Dressed Poultry in Canada. A lifetime has been spent by us specializing along this line. This valuable experience is at your service. We want large quantities of

Turkeys, Geese, Ducks, Chickens and Hens

Personal attention given to each shipment. A square deal for all. Payments daily.

THE WM. DAVIES CO., LTD.

Established 1854 James St., TORONTO Phone Main 119

The Causes for the Present High Prices of Lard

Hogs Being Sold Before They are as Fat as They Should Be—Cottonseed Oil Scarce—Increase in Supply of Fresh Butter—Good Demand for New Laid Eggs—Little Poultry Moving.

The provision market shows little change from last week, with the exception of lard, which is higher.

The receipts of hogs are still below what packers would like to see. The sharp advance in lard is owing to several causes. On account of the high price of feed, and the great demand for hogs, farmers are selling them before they are as fat as they ought to be, which, of course, affects the yield of lard. The cotton seed oil, which is largely used as a substitute for lard, is also very scarce, and worth nearly double what is used to be. These are the reasons why lard has gone up to 16c and 17c a lb.

The supply of fresh-made butter has increased, and as the inferior butter will be required for cooking in place of the expensive lard, it is not likely that the butter market will suffer much from the low price of poor butter. With the large quantity of creamery butter still on hand, without any active export demand, it is the general opinion that butter will do well if it will maintain the present prices.

The cheese market has a fairly good outlook, and as it has been bought a little lower than last year, there ought to be a margin for the dealer to work out with a small profit. New Zealand's prospects are for a larger supply than ever, but as their quality cannot so far compare with our cheese the Englishman will make a big demand for our product. Owing also to the good value of cheese, compared with other foods, the consumption through the winter will be large.

The poultry market is passing through the usual annual dullness which invariably takes place when we reach the point too near and too far from Christmas. The general feeling is that Christmas turkeys, as well as poultry in general, will be high.

The egg market is steady, with nothing startling in sight. With the high price for new-laid eggs it is likely that farmers are doing their best to get the hens to work, and if the weather keeps mild, they may soon be more plentiful.

MONTREAL.

PROVISIONS—Hams and bacons are ½c lower, owing to very light demand, combined with a somewhat large stock on hand. It is only a temporary condition of affairs, and prices will probably be back shortly. Other lines are fairly steady, with a fair demand.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16½
Cases, tins, each 10 lbs., per lb	0 16½
" " " 5 " "	0 16⅝
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16½
Pails, tin, 20 lbs. gross, per lb	0 16¼
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11⅝
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12
" 5 " " " "	0 12⅛
" 3 " " " "	0 12¼
Pails, wood, 20 lbs. net, per lb	0 12
Pails, tin, 20 lbs. gross, per lb	0 11½
Tubs, 50 lbs. net, per lb	0 11½
Tierces, 375 lbs., per lb	0 11½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 50
Bean pork	23 00
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 14½
Long clear bacon, light, lb	0 15
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14½
Large sizes, 18 to 25 lbs., per lb	0 15½
Medium sizes, 13 to 18 lbs., per lb	0 16
Extra small sizes, 10 to 13 lbs., per lb	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17
" " " small, 9 to 12 lbs., per lb	0 17½
Breakfast bacon, English, boneless, per lb	0 16½
" " " "	0 16
Windsor bacon, skinned, backs, per lb	0 17
Spiced roll bacon, boneless, short, per lb	0 14½
Hogs, live, per cwt	8 40 8 50
" dressed, per cwt	11 50 11 75

BUTTER—Receipts of fresh-made are increasing, owing, it is thought, to the lower prices now prevailing for cream across the border. This has caused some of the exporters of cream to make it up here. Receipts for the week are 5,092 packages, as against 3,148 packages same week last year. For the season they are 364,165 packages, as against 394,202 packages same season, 1908, showing a decrease of 30,037 packages.

Creamery, solids, lb	0 26
Creamery prints	0 26½
Dairy, tubs, lb	0 21 0 22
Fresh dairy rolls	0 22 0 23

CHEESE—With the exception of a few late vessels, the reports for the season's exports are all in. They are, 1,859,722 boxes, as against 1,785,696 boxes last year, showing an appreciable increase. Receipts for the week are 14,996 boxes, as against 9,497 same week last year. For the season they are 1,938,026 boxes, as against 1,946,374 boxes same season, 1908.

Quebec, large	0 11½ 0 12
Western, large	0 11½ 0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12 0 12½
Old cheese, large	0 15 0 16

EGGS—Storage stocks are reducing fast. There is a scarcity of new laids, with an increasing demand, even at present high prices. Firmness is the prevailing tone of the market. Receipts for the week are 1,278 cases, as against 337 same week last year. For the season they are 187,277 cases, as against 191,398 cases same season, 1908, showing a decrease for the season of 4,121 cases.

New laid	0 35
Selects, dozen	0 29
No. 1, dozen	0 26
No. 2, dozen (nominal)	0 22 0 23

POULTRY—Live poultry is not in demand. Farmers should kill their poultry for the market and ship now and not wait until Christmas, as dealers are now in better shape to handle large receipts than later. At present receipts are small.

Chickens, per lb	0 14
Hens, per lb	0 12
Young ducks, per lb	0 14 0 15
Turkeys, per lb	0 16 0 17
Geese, per lb	0 09 0 09½

HONEY—Extracted buckwheat is scarce, and the price shows symptoms of a rise. Other lines are quiet at last week's quotations. There are no more offering now, all the goods being in the hands of the large dealers.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½

TORONTO.

PROVISIONS—The local demand for cured meats has slightly decreased, and prices are steady, with the exception of lard, which is higher and is now selling from 16c to 17½c per lb. according to quality and quantity. These stiff prices are owing not only to the scarcity and high price of hogs, but also to the unusually high price of cotton seed oil, which largely enters into the manufacture of lard compounds.

Long clear bacon, per lb	0 14 0 14½
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14 0 14½
Light hams, per lb	0 15
Medium hams, per lb	0 15
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 18½
" pea meal	0 18½ 0 19
Heavy mess pork, per bbl	26 00 27 00
Short cut, per bbl	28 00 29 00
Lard, tierces, per lb	0 15½ 0 16
" tubs "	0 15⅝ 0 16½
" pails "	0 16 0 16½
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	7 40
Dressed hogs	10 75 11 00

BUTTER—The receipts of fresh-made dairy butter are increasing, and of this a certain percentage is below the desired standard. This may have a depressing effect on the price, but as the lower grades of butter come in competition with lard, which is uncommonly high, and its substitute, cotton seed oil, nearly double its former value, the lower grades of butter may find ready sale at a fair price.

	Per lb.
Fresh creamery print	0 27 0 28
Fresh creamery solids	0 25 0 26
Farmers' separator butter	0 24 0 25
Dairy prints, choice	0 22 0 23
Tub butter	0 21 0 22
Baking butter	0 17 0 18

CHEESE—The local cheese market seems to be a perfect fixture. Scarcely a change of a fraction of a cent has taken place this summer, unless it

ANALYST TO BE APPOINTED.

Food Products' Section of the C. M. A. Going Into Question of Food Standards.

Toronto, Dec. 1.—The Food Products Section of the Canadian Manufacturers' Association is actively engaged in considering the practical side of the proposed new Food Standards for Canada.

A meeting of this section was held on Monday afternoon last in the C. M. A. committee room, and the situation discussed. Chairman Jas. Litster of the Litster Pure Food Co., Toronto, presided. The others present were: H. D. Scully, secretary of the Food Products' Section of the C.M. A.; W. H. McLaren, of McLaren's Limited, Hamilton; F. F. Dalley, of the F. F. Dalley Co., Ltd., Hamilton; Wm. Gorman, of Gorman, Ekert & Co., London; S. W. Ewing, of S. H Ewing & Sons, Montreal; A. C. Leonard, Windsor; and C. C. Dalton, of Dalton Bros.; J. B. Hallworth and G. Scott, of White Swan Spices and Cereals; F. H. Howie, of J. J. McLaughlin & Co.; F. R. Smith, of the J. Hungerford Smith Co., and W. M. Sheriff, of the Imperial Extract Co., all of Toronto.

The meeting decided to secure an expert analyst to give advice on just what the Food Standards, as drawn up, meant in respect to spices, etc., and to compare this with the methods in present practice.

The committee left in charge of this was Jas. Litster, W. M. Sheriff and G. Scott. In the course of a couple of weeks another meeting will be called and the matter further advanced.

The manufacturers interested are keen on having the Food Standards drawn up in a manner that will be both strict and practical, and much interest is being exhibited in the whole question.

THE DEALERS BLAMED.

Editor Canadian Grocer,—We read with interest your paragraph, on page 31 of your current issue under the heading, "Consignment the Remedy."

Our experience, as agents for both Grecian and Spanish shippers, points to the fact that the Montreal dealers have, in a great many instances, only themselves to blame. They will frequently provide letters of credit for goods, thus paying in advance to shippers of whom they know little about, being attracted by low quotations—often passing old and established firms, from whom they could depend on getting reliable goods—for the sake of 3d. per cwt. or 5c per 100 lbs.

We had an instance of this ourselves this season, as regards the currant trade. We found that we were being underquoted by some shippers; and our principals in Greece assured us that the business could not be done at any lower figures than they had asked. We procured them a sample of Fine Filiatra Cleaned Currants, shipped by one of our competitors; and we forwarded it to them, without comment. This is the reply that we got from Patras, "Judging from the look of this sample, all we can say is that if it were shipped under a contract for Fine Filiatra Cleaned, the buyers of same cannot feel very happy with the out-turn, as it is simply very common Provincial, which actually explains the low prices offered by the competition, at the time, that prevented us from doing any business. Perhaps your buyers will now see that their interests would have been ever so much better served if they were to apply to us for their requirements, even if they had to pay a somewhat higher price."

"BROKER."

Montreal, Nov. 26, 1909.

SUGAR CONSUMPTION IN CANADA

The table given below shows the amount of sugar entered for home consumption in Canada during the fiscal year ending March 31, 1909, and also a comparative statement covering ten years showing the totals of sugars entered under the different tariffs. The latter, it will be observed, indicates an increase in ten years of about 58 per cent. The figures are compiled by Anderson & Powis, Toronto, from the official government returns:

Sugar Entered for Home Consumption, Fiscal Year Ending March 31st, 1909.

	ABOVE 16 D. S. ALL REFINED.			NOT ABOVE 16 D. S.		
	General Tariff	Preferential Tariff	Total	General Tariff	Preferential Tariff	Total
Great Britain	118,890	27,044,633	27,163,523			
B. W. Indies		17,020	17,020	21,432	218,924,037	218,945,469
Hong Kong	695,302		695,302			
Aust.-Hungary	11,100		11,100	2,199,120		2,199,120
China	8,696		8,696			
France	29,758		29,758			
Japan	22,764		22,764			
Porto Rico	150		150			
United States	167,199		167,199	1,088,509		1,088,509
British Africa					20,237,564	20,237,564
British Guiana					103,311,429	103,311,429
Fiji Islands					2,267,900	23,267,900
Belgium				8,085,421		8,085,421
Dutch E. Indies				31,879,341		31,879,341
Germany				4,367,231		4,367,231
San Domingo				2,464,058		2,464,058
Totals	1,053,859	27,061,653	28,115,512	50,105,112	365,740,930	415,846,042

Sugar Entered for Consumption. Fiscal Year Ended March 31st, 1909.

RAW SUGAR when imported to be refined in Canada by Canadian Sugar Refiners to the extent of twice the quantity of sugar refined during the calendar years 1906, 1907 and 1908 by such refiners from sugar produced in Canada from Canadian Beetroot.

	General Tariff.	Total.
Aust.-Hungary	28,738,957	28,738,957
Belgium	8,840,129	8,840,129
	37,579,086	37,579,086
Grand Total ..... General Tariff		88,738,057
Preferential		392,802,583
		481,540,640

Comparative Statement 10 Years—1900-1909.

	General Tariff	Preferential Tariff	Surtax	Tariff Total
1900 to June 30th	286,363,050	18,297,398		304,660,448
1901 to June 30th	304,015,962	32,678,871		336,695,833
1902 to June 30th	326,824,196	43,251,251		370,075,447
1903 to June 30th	288,150,338	100,091,559	128,935	388,370,832
1904 to June 30th	100,128,451	290,414,805	1,344	390,544,660
1905 to June 30th	71,740,809	274,863,036	148,753	346,752,598
1906 to June 30th	77,919,591	371,042,486	446	448,962,523
1907 (9 months to March 31.)	27,016,234	283,941,781	3,784	310,961,799
1908 (12 months to March 31st)	73,923,584	393,584,054		467,507,638
1909 (12 months to March 31st)	88,738,057	392,802,583		481,540,640



Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CLARK'S MEATS

Well Made
Well Advertised
Well Known

All the factors of successful sales are in CLARK'S MEATS.

Their reputation and quality are never questioned.

They are known all over Canada.

Their sale is an absolute certainty.

The manufacturer assists the grocer most generously by liberal advertising.

The variety is large, meeting the requirements of every buyer—

Clark's Pork and Beans
Clark's Mince Meat
Clark's Ham, Tongue or Veal
Clark's Ox Tongue
Clark's Sliced Smoked Beef
Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WRITE FOR SPECIAL PRICE LIST

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties

LOVATT & LOVATT

LANGLEY ART POTTERY



THE "OSBORNE"

We have pleasure in bringing to your notice our new pattern "The Osborne," which includes Teapot, Coffee Jug, Hot Water Jug, Sugar Basin and Cream Jug. We have adopted a new shape for the Teapot which harmonizes with the decoration. We have also fitted the Hot Water Jug with the "Acme" Mount, made of the best Britannia Metal, which can be easily removed from the Jug for cleaning purposes and yet is held firmly when in use

SOLE CANADIAN AGENTS:

Carveth & Company

600 Lindsay Building - Montreal

AGENTS FOR BRITISH COLUMBIA AND THE YUKON:

W. HARRY WILSON & CO., Vancouver

was due to quality. As people are finding out its relative value with other foods, consumption will naturally increase.

Cheese, new, large	0 12½	0 12¾
" " twins	0 12¾	0 13

EGGS—The egg market is steady, with nothing of a startling character in sight. The stock in store is reducing naturally, and satisfactorily, and yet it is supposed that the stock will be quite sufficient for all requirements. Farmers are, from year to year, making experiments how to get their hens to lay at the time when new-laid eggs are very scarce and high, and they are getting nearer the point every year. With this in view, we may expect more new-laid eggs during the winter, and the very high price predicted by some for fresh-laid eggs is not likely to materialize.

Fresh eggs	0 25	0 26
Select eggs		0 28
Strictly new laid	0 35	0 40

POULTRY—The poultry market is easier, and the demand is light. This is owing to the season of the year. It is too near and yet too far from Christmas. A good many people are now cutting out their poultry until Christmas, when they all expect to treat themselves to a good dinner with some kind or other. Some are making guesses how the prices will rule for the Christmas trade, and the feeling is that they will not vary much from the present prices. One thing, however, is a certain fact, and that is, that it will pay the farmer to put all the flesh on them he can, by extra good feeding.

Early spring chicken, alive, per lb.	11	0 12
Spring chicken, dressed	0 15	0 16
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 18	0 20
Spring ducks, alive	0 11	0 12
" " dressed	0 14	0 16
Geese		0 12

HONEY—The honey market is steady, without any change in prices. The prices are about as high as the trade will stand, and as there is no surplus on hand, much of a change in prices is not looked for here.

Honey, extracted, 60 lb. cans	0 10½	0 11
" " 10 lb pails	0 11	0 12
" " 5 lb. pails	0 12	0 12½
" comb, per dozen	2 25	2 50

WHAT IS A FRESH EGG?

The following definition on a fresh egg is going the rounds of the trade press:—"A fresh egg, to be eggact, is an egg whose eggselence is only eggseeded by its eggspressiveness, there being few eggstant; one recently brought into eggistence, and not egghumed from cold storage, one that does not eggsplode and eggshale eggstremely eggasperating and ineggsterminable odors, and eggsite eggspressive eggsclamation when the interior is eggposed for eggsamination and eggstration by any eggscision of the eggsterior. Fresh eggs are eggshibited on eggstraordinary occasions by the eggsclusive and eggstravagant. No egg is fresh as the eggsperienced and uneggsemplary retailer who, egged on by the eggsultant producer and commission man, eggsaggerates its freshness eggstemporaneously, and eggsacts an eggsorbitant price in eggschange therefor and afterwards eggspertly eggsplains and eggsonerates himself when eggsecrated by the eggspostulating customer."

G. M. Tod has succeeded A. C. Smith as Ottawa Valley and eastern Ontario salesman for Salada Tea.

A contract is to be signed in the near future for a line of direct steamers from St. John, N.B., to Cuba. The service is to be monthly and the Government is granting a subsidy of $25,000 towards the project.

"Meat of Wheat" is no fad. It is a good, substantial, nourishing food. Try it.—Advt.

J. H. VAVASSEUR
& Co. Ltd.,
4, LLOYD S AVENUE,
LONDON, E.C.
FACTORIES - CEYLON.

MANUFACTURERS OF FINEST QUALITY
DESICCATED COCONUT
AND
COCONUT FAT
TELEGRAMS—CITRONELLA, LONDON.

Christmas Biscuit Specialties

Around the holiday season you will find a ready sale for our famous Biscuit Specialties. Our biscuits in animal form should interest you especially. These come in the shape of horses, cows, pigs, dogs, and will be largely used in the household around Christmas and New Year's. Be the first in your town to sell them.

Order Immediately to Secure Prompt Filling of Your Order

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

Why Christie biscuits make for success in the grocery business

Success does not happen.

There is nothing accidental about it. There are always good and apparent reasons for success—especially in the grocery business.

The grocer who conducts *a pure food shop* is bound to succeed, for the simple and conclusive reason that *pure foods* are the foundation of stable reputation—*a reputation that no amount of money can buy.*

Since Christie biscuits are the purest of *all pure foods* it is reasonable to assert that the grocer who handles them is laying the proper foundation for *permanent* success.

Your best customers *know* a great deal about the *purity, quality* and *lasting goodness* of Christie biscuits.

Is it wise to risk losing even one good customer?

Remember there's a Christie biscuit for every taste, and—

Christie Biscuits sell more than biscuits

CHRISTIE, BROWN & CO., Ltd.



Have you had trouble

in the past in the condition of the Biscuits you have been selling? Have they ever reached you in a soggy condition, with all their crispness and freshness gone?

You can obviate all this by handling

Carr's Biscuits

which always reach you in the same crisp condition as they left the factory. Prompt delivery guaranteed. There is no question about the "Carr quality."

CARR & CO., Carlisle, Eng.

Order from Agents—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Winnipeg; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our VILLAGE Bisouit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Both the Name and the Design of

Cowan's

Maple Buds

are patented and registered.

The great popularity of this superior confection has brought out imitators.

We wish to warn the trade that all infringers of our patent and registered rights will be prosecuted.

The Cowan Co., Ltd.

Toronto, Canada

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Signs of Weakening Visible in the Flour Market

At Present, However, Prices are Firm—Farmers Slow in Marketing Their Grain—Cereals are Strong, Due to Same Cause.

The general feeling of the wheat and flour market is decidedly bearish. With all the effort on the part of manipulators to hold it up, or even to push it higher, the weight is beginning to be too heavy and signs of weakening are visible. Unfavorable weather reports from Argentine which gave them temporary support has again been lost, through favorable reports. With the immense crop on the northern hemisphere and now supplemented by a good crop on the other side of the equator, must convince the farmers that higher prices are at least uncertain, if at all possible, as well as weaken the bullish efforts on the part of speculators. The tendency therefore is in the direction of lower prices. Comparing, however, the food value of flour with other eatables, it must be admitted that flour and cereals in general are rather low in price. This, in itself, has some support of maintaining the present prices, on account of turning consumption in the direction of the cheapest food, but even this cannot well hold up the prices at present figures.

MONTREAL.

FLOUR — Wheat is beginning to move freely and prospects are that flour will weaken somewhat as the supplies of wheat increase. At present, however, the market is firm, and prices are the same as last week.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

ROLLED OATS—All lines show a decided firmness, with a brisk trade. Oatmeal is selling particularly freely and no lowering in prices seems probable. If anything the market has a higher tendency.

Fine oatmeal, bags	2 52½
Standard oatmeal, bags	2 52½
Granulated "	2 52½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 30
" barrels	4 85

FEED — The market shows considerable firmness at last week's prices and sales are brisk. As navigation has closed the situation in all lines is clearing up rapidly, and indications are for a rise in the near future.

Ontario bran, per ton	20 00
Manitoba shorts, per ton	22 00
" bran, per ton	20 00
Mouillie, milled, per ton	27 00
" straight grained, per ton	31 00
eed flour, 98-lb. bag	1 55 1 75

TORONTO.

FLOUR—Local millers find some difficulty in procuring the necessary supply of winter wheat to fill their orders. Owing to this fact, they are paying $1.08 to $1.09 per bushel, which they think is too high. Farmers are still slow in marketing their wheat, and are looking for even more money. Prices of flour have not changed for some time.

Manitoba Wheat.	
1st Patent	5 20 5 30
2nd Patent	5 00 5 10
Strong bakers	4 90 5 00
Winter Wheat.	
Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

CEREALS—Farmers seem to hang on to their grain and are forcing millers to pay high prices if they want their grain. The demand is good and prices are well maintained, but no change this week.

Rolled wheat, car load	2 95
" oats "	2 20
Oatmeal, car load	2 50
Rolled wheat in barrels, 100 lbs	3 05 3 15
" oats in bags, per bag 90 lbs	2 30
Oatmeal, standard and granulated, in bags 98 lbs	2 60

FIGHT OVER TERMS OF SALE.

Cereal Company Cuts Two Large New York Jobbers off its List.

Much interest is being centred upon the recent action of the Toasted Corn Flakes Co., Battle Creek, Mich., in cutting off two large New York jobbing houses—Austin, Nichols & Co., and Francis H. Leggett & Co.—because it was claimed they disregarded the "terms of sale" of the cereal company.

At the outset, the Leggett Co. paid over $50 damages, but Austin, Nichols & Co. made affidavit that they had not cut the price. They neglected furnishing it, however, so long that the cerceal company cut them off, afterwards restoring them when the affidavit was forthcoming.

Just when things seemed to have been settled, the company found to their satisfaction that the salesmen of Austin, Nichols & Co. had been ordered not to push sales of their product. This caused them to be cut off again.

Francis H. Leggett & Co. were again cut off because they failed to make affidavit promptly that they had not cut prices in furnishing Austin, Nichols & Co. with the cereal product. There the situation rests.



Permanent Patrons can be converted from merely *Casual Customers* by selling them

Mooney's "Perfection" Cream Sodas

This is a line of genuine satisfaction-giving Sodas of delicious flavor and of appetizing crispness.

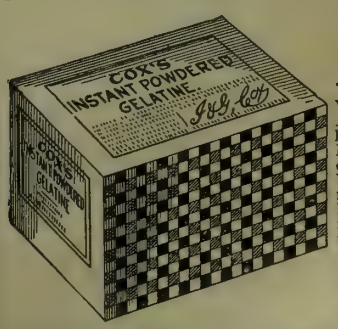
Purest materials, skilled labor and perfect machinery have all contributed to make these Sodas the finest money can buy.

Make sure you have the name right

"MOONEY"

The Mooney Biscuit and Candy Co.

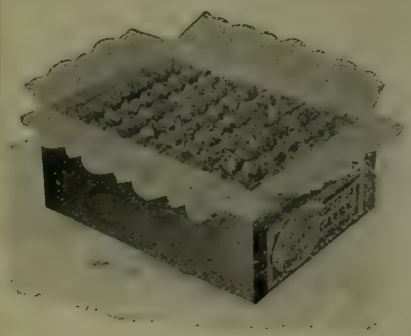
STRATFORD - ONTARIO - CANADA



COX'S, GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

Canadian Agents: J. & G. Cox Ltd
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "
Gorgie Mills EDINBURGH



WHEN MRS. GRANT COMES IN TO BUY HER XMAS MINCE MEAT TELL HER YOU ARE SELLING THE FINEST CHOCOLATES AND THAT YOU WANT HER TRADE.

That You Will Get It For The Asking Is Certain Because She Knows You and Your word Is Her Guarantee.

Better for you that HER GROCER should supply the confectionery than the store up the street.

Having in stock

"CHOCOLATE BORDO"

will enable you to conscientiously make the statement suggested in the opening paragraph, for these chocolates have been 25 years quality leaders.

Your Profit Is Not Forgotten.

The Montreal Biscuit Company
Wholesale Confectioners
MONTREAL

DIFFERENT KINDS OF SPICES.

The Spice Mill gives the following list of the various kinds of the nine spices sold by retailers:—

Black Pepper.—Singapore, Alleppy, Acheen, Trung, Lampong, Tellicherry, E. I. Long.

White Pepper. — Siam, Penang, Singapore, Decorticated.

Cinnamon. — China, Cassia, Corintje, Batavia, Kwansi, Cassia Buds, Saigon, Ceylon.

Cloves.—Amboyna, Penang, Zanzibar.

Ginger.—(bleached and unbleached) — Jamaica, Race or Calcutta, African, Japan, Cochin, Calicut.

Allspice.—(Pimento) — Jamaica, Mexican.

Red Peppers.—Zanzibar, Madras-Bombay, Mombassa, Sierra Leone, Japan, Paprika.

Mace.—Singapore, Minado, Banda, Papua, Batavia, Penang, Bombay.

Nutmegs.—Singapore, Banda, Macassar, West Indian.

Two items which must not be confused are pimento and pimiento. The former, commonly called allspice, is the dried fruit or berries of the West Indian Eugenia Pimenta, used by nearly all housewives in cooking operations, whereas the latter is the Spanish name for capsicum. Capsicums, or chillie, are a market commodity, used principally as an addendum to mixed pickles. The name is derived from the Greek word meaning "to bite," and anyone who has tasted one of these pungent products will readily appreciate the reason for its nomenclature. A judicious use of pimiento is beneficial to persons of weak digestion, and tincture of capsicum is largely used in medicine.

Anchor Brand Flour

The extra efforts and care—devoted to everything connected with the making of **ANCHOR BRAND FLOUR**—has attracted the trade of "particular people." 25

LEITCH ANCHOR BRAND OAK LAKE

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Man.

MILK

is the one universal food. The best and purest form in which it can be obtained is

TRUMILK AND MILKSTOCK

The only milk powders soluble in cold water. Light to carry. Better in taste than any other form of milk in cans. Will keep after can is opened. Not injured by freezing.

AT ALL WHOLESALE GROCERS

Canadian Milk Products, Limited

Head Office: Mail Building, TORONTO



Hatching New Trade from the Profits of Old

SHE wasn't a bit like her well-behaved broody neighbors, to whom a nestful of eggs is an utterly fascinating, and precious, and never-to-be-too-much-sat-upon object of loving devotion.

She was simply *silly,* was the Speckled Brown Hen.

She used to make an awful clutter over her periodical deposits, but once quiet and order again reigned supreme in the "hennery," didn't she lose all interest in her own product and stalk majestically away? She did. *Hatch* them! Not *she.* So they murdered the Speckled Brown Beauty with a Thanksgiving excuse.

* * * *

To be sure, Brother Grocer, how many *flour sellers* there are that stay up nights presiding at a "Ways and Means" committee, having in view the capture of that *Elusive Individual—A New Customer.*

Once she has stepped across their threshold, why should *they* bother about the *Quality* of FIVE ROSES necessary to "hatch" the fledgeling custom into full-blown, *permanent* patronage?

* * * *

Have *you* ever known such, Brother Grocer?

No, of course, not.

"It seems a habit," observed a recent visitor to America, "for "*your* shopkeepers to think more of securing new trade than "of developing what they already have."

* * * *

Far-sighted brethren who have adopted FIVE ROSES as their flour leader have noticed this—

Even while welcoming the *new* customer the *old remains faithful.*

Your successes with FIVE ROSES only make you *more enthusiastic,* while discovering *new selling features,* which are usually overlooked in a multiplicity of brands.

You talk *confidently* when selling FIVE ROSES—and *get* the order because you are backed up by a brand known throughout Canada.

Having the approval of the housewife, Brother Grocer, a *twenty-one years' approval.*

* * * *

That is what FIVE ROSES *can* do for YOU, Brother Grocer. If you will let it.

It is doing it for thousands every day, *your competitors maybe.*

Perhaps you have *often* had the intention of handling FIVE ROSES.

It was a *good* intention.

But good intentions, like eggs, soon *spoil unless hatched.*

So "hatch" your *first* order TO-DAY, Brother Grocer.

FIVE ROSES FLOUR

LAKE OF THE WOODS MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

Need of Organization Told by Barrie Merchants

Many Think Trade Conditions Would be Much Better if Such Existed—The Dead-beat Question to the Front—Advisability of Staying in the Store, Instead of Going Out for Orders Emphasized by a Grocer.

Staff Correspondence.

Barrie, Ont., Nov. 30.—If Barrie is not in every respect what it ought to be, the fault is not with its location, for few towns in Canada can boast of a more beautiful scenery and a better farming country to back it up. The stores, as a rule, are a credit to the town, and should be able to give the community the most satisfactory service. Good service, good goods, upright dealing is the keynote of successful merchandizing all over. More so than in many other towns, groceries are handled exclusively in grocery stores.

At this time of the year it is hardly fair to judge from appearance. The month of November is always a dull month, and the most of the merchants are getting ready to give their stores the Christmas appearance.

While some store windows in Barrie are tastefully dressed, others show lack of good judgment in displaying unseasonable goods. One window last week attracted considerable attention and caused some curiosity before onlookers caught the idea that a lot of hogs in a fenced-in field with beans around it, meant an advertisement for pork and beans. The card with, "Fed well are those who eat pork and beans," helped them to solve the difficulty.

Competition is keen, and each one takes his own way to fight for his share of the trade. The need of an organization is felt, but merchants are waiting for some one to take the initiative.

One merchant states he would be glad to pay 50c per week if an active association in the interests of the retail trade and of the town in general could be had.

"We are not united," remarked another, "and instead of getting trade for the town, the merchants themselves do not support each other and are sending their money away from the town. I like the attitude of The Canadian Grocer bearing on the importance of cultivating a friendly and united feeling in an effort to build up prosperous towns for the good and convenience of its surrounding neighborhood."

"I am absolutely opposed," remarked another grocer, "to all kinds of premiums or presents. There is nothing, to my mind, that lowers the standard of merchandizing so much as this foolish practice. This at once leads our customers to think that we are taking more than a fair profit from them, or we could not afford to give presents, and by giving them, we are only giving them back part of what we over-charged them; and they don't thank us for it. It is demoralizing and should be cut out," was his emphatic opinion.

Little Time to Talk.

One grocer called upon, who was quite a hustler, hurried about his store in a galloping fashion, without taking time to say "Good day." Admiring his speed for some time, the representative of The Grocer ventured to ask when he could have a few minutes conversation.

"At 12 o'clock to-night," was the answer, and with another jump he was at the other end of the store. Feeling that he must have mistaken a friendly call of The Canadian Grocer for some one else, his attention was called to the nature of the business, which at once had the effect of turning his "race-horse" speed to a friendly and pleasant chat. He reads and appreciates his trade paper.

"Before we separate," The Grocer remarked, "allow me to say that I have a great many good friends among the travelers, who are working hard and who have to call upon you; please do not compel them to wait till 12 o'clock at night."

Another grocer thought the principal trouble the trade has to contend with is selling on credit, which, he thinks, is the ruination of business, unless a system can be introduced to check the dead-beat.

"There is something here I dislike, and that is calling on the people for orders, instead of selling to them in our stores," remarked another grocer. "It is expensive and is really not storekeeping. If we could all agree to stop this we would be better off and the public would get even better service; it is an extra expense brought on us by ourselves, and we have to take the consequences until we unite to improve trade conditions."

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade



INCREASE IN TEA CONSUMPTION.

Brooke, Bond & Co., Review the Tea Situation During Past Year.

Brooke, Bond & Co., London, Eng., have recently issued their annual circular covering the tea situation of the year, and the present condition of the market. The reputation of this firm makes the following extracts from their circular of value to readers:

Last year in our annual review of the history of the tea trade during the preceding twelve months, we said that consumption was steadily increasing throughout the world. This year we are glad to be able to state that the increase has on the whole been maintained, and that the prospects of those connected with tea are brighter than has sometimes been the case.

We have had the usual annual dislocation of business consequent on the anticipation of a change in the duty. This year the disturbance was more serious than in the two preceding years, as there was a very prevalent belief that the duty would be raised. Consequently, large quantities of tea were taken out of bond. Stocks went down 28,000,000 lbs. in eight weeks, a quite unprecedented fall. Naturally, after the budget had been introduced, dealers had as much tea in their hands as they wanted for some months, and duty payments were very small for some time. Now, eight months after the disturbance began, they are about normal.

Another difficulty with which the trade has had to cope is the persistent advertising by certain dealers of 1s 6d and 1s 9d tea, in some cases of 1s 4d, as "best." Very determined efforts have been made by grocers to show their customers that it is impossible that "best" tea, which costs in bond from 3s to 5s a pound, can be sold retail for less than half its wholesale price. These endeavors have met with some success and the demand for good tea is now fairly satisfactory.

The great development of the Russian trade in Indian tea is one of the features of the year. Russia is India's best customer, outside the United Kingdom, Australia being the second best. During 1908-9 Russia took 3,000,000 lbs. (about 20 per cent.) more Indian tea than during 1907-8.

In Canada we find that the tea-room habit has taken root, owing to the constant influx of persons from England and other countries where "five o'clock tea" is an institution.

In reference to the proposed reduction of the duty on tea into England the circular goes on to say:

What would be the result of a big reduction of the tea duty? It is difficult to answer this question, but our own opinion is that if the tea duty were removed entirely it would be some time before the consumer would reap the whole benefit. The immediate result of the abolition of the duty would probably be a jump upwards in consumption, and consequently in prices, as it was impossible for production in India and Ceylon to be increased otherwise than slowly. Thus, the immediate effect of the abolition of the duty would probably be to put the price of tea to the consumer on only a slightly lower level than it is at the present time.

HIGH LICENSE ON CIGARETTES.

Ottawa, Nov. 30.—At the last meeting of the Retail Grocers' Association the by-law to raise the annual license fee on cigarettes to $15 a year was endorsed. The grocers were not in favor of the by-law including cut tobacco, but did approve of the inclusion of cigarette paper. This decision practically means that the sale of cigarettes will cease in grocery stores owing to the small profit upon them, and thus the sale will be confined to regular tobacconists.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Holiday Orders

Do not forget that we will have full stock of Fancy California Navels, Fancy Florida Oranges, Fancy Mexican Oranges, Lemons, Cranberries, Figs, Dates, Nuts, Holly; in fact, everything in our line. Prices will be right for best stock. We have the finest Almeria Grapes to be procured. Our aim has been to get quality.

Send in your orders. They will be taken care of.



25-27 CHURCH ST. - TORONTO

NO
Amount of

EXPERIENCE,
EXPERIMENT,
ENERGY, or
EXPENSE

IN THE

CARE or
CULTIVATION
COULD IMPROVE

the quality of Tracuzzi's

ST. NICHOLAS or
HOME GUARD

Brands of Lemons.

THEY EXCEL IN
QUALITY AND PACK.

J. J. McCABE

AGENT

32 Church Street, TORONTO

Advent Season Brings a Heavy Demand for Fish

MONTREAL

GREEN FRUITS—Oranges are arriving in increasing quantities, and grades are reported as being fully up to former years. Six lines are now on the market.

Navigation is now closed, and as a result the apple market is somewhat easier. Alexanders are practically done. Russets are on in small quantities as yet. Shipments for the week were 37,187 barrels, as against 24,396 barrels same week last year. For the season they were 581,206 barrels, as against 351,455 barrels same season 1908.

Cocoanuts are very scarce and prices are firm.

Apples, Baldwins, per bbl		4 00
" Greenings, per bbl		4 00
" Russets		4 50
" Kings, No. 1		5 00
" Spies, per bbl		5 00
" Fameuse, per bbl	4 00	4 50
" Mackintosh reds		5 00
" " No. 2		4 50
" Tallman Sweets		2 50
" Wealthys, No. 1, bbl		4 50
" " No. 2, bbl		4 00
Bananas crated, bunch	1 75	2 75
Cranberries, per bbl	7 75	9 00
Cocoanuts, bag		4 25
Grape fruit, Florida		5 00
" " Jamaica		3 50
Grapes, Tokays, crate	2 75	3 00
" Almeria, per keg		5 50
" Concords, per basket		0 17
" Niagara		0 17
Lemons, Verdillis, box		3 25
" Maoris, box		3 25
Limes, per box		1 00
Oranges, late Valencias		4 00
" Floridas		3 00
" California navels	3 00	3 50
" Porto Ricos		2 50
" Mexicans		2 40
" Jamaica, per crate		4 50
Pineapples, Floridas, box	3 00	3 50

VEGETABLES—Prices are in a somewhat unsettled condition at present. Since navigation closed and cold weather set in there is naturally a higher tendency for most lines. Celery is now 75-90c per dozen. Leeks, potatoes and most of our domestic vegetables are higher, with the three exceptions, tomatoes, string beans, and cucumbers, which show a slight weakening.

Trade is dull at present, with little improvement expected soon.

Beets, per bag	0 50	0 60
Carrots, bag	0 50	0 60
Cabbage, dozen	0 25	0 40
Celery, Canadian, dozen	0 75	0 90
Cauliflowers, dozen	1 00	2 00
Cucumbers, Boston, per doz	1 50	1 75
Green peppers, basket		0 75
Lettuce, curly, dozen		0 25
" Boston	0 60	0 75
Leeks, dozen		1 50
Onions, red, per bag		1 00
" Spanish, cases 150 lbs		2 75
" " half cases		1 65
" " crates 50 lbs	0 90	1 00
Potatoes, Montreal, bag	0 65	0 75
" sweet, per bbl	2 50	3 50
" " basket		2 00
Parsley, dozen		0 20
Parsnips, per bag	0 90	1 00
Pumpkins, doz	1 25	1 50
Sage, dozen	0 40	0 50
Savory, dozen	0 40	0 50
Spinach, Canadian, box	0 50	0 60
String beans, basket (large)	4 00	4 50
Squash, Hubbard, per dozen		1 50
Thyme, dozen	0 75	1 00
Tomatoes, hot-house, lb	0 20	0 25
Turnips, bag	0 40	0 75
" Quebec, per ton	7 50	9 00
Vegetable Marrows, dozen	0 90	1 00
Watercress, dozen	0 40	0 75

FISH—There has been quite an active trade done these past few weeks in pickled and frozen fish, as Advent starts the first of December. Luckily supplies were ample to fill all demands. Some lines are now showing weakness, particularly green cod, frozen haddock, and B. C. salmon. Prices on these are expected to go up soon.

Oysters are having a brisk sale.

In prepared and smoked fish, demand is good, with a tendency toward higher prices.

FRESH	
Barbotte	0 08
Dore, per lb	0 10
Eels, fresh, per lb	0 08
Flounders, per lb	0 10
Halibut, per lb	0 10
Haddock, per lb	0 05 0 06
Herring, fresh, per 100 fish	1 75
Mackerel	0 10
Market cod, per lb	0 05
Perch, dressed, per lb	0 10
Pike, headless and dressed	0 08
Salmon, B.C.	0 16
Sea trout, per lb	0 14
Steak cod, per lb	0 06

FROZEN	
Dore, winter caught, per lb	0 09
Flounders	0 06
Halibut, per lb	0 09 0 10
Herring, per 100	1 75
Lake trout	0 08½
Mackerel	0 10
Pike, headless and dressed	0 07
Steak cod, per lb	0 05
Salmon, B.C., red, per lb	0 09
Salmon, Gaspe	0 18
Salmon, Qualla, per lb	0 08
Smelts, 10 lb. boxes	0 10
Whitefish, large, per lb	0 10
Whitefish, small, per lb	0 07

SALTED AND PICKLED	
Green cod, No. 1 medium, per bl	7 00
" small, per bl	5 50
" large, per bl	7 50
Labrador herring, bbl	5 25
Labrador herring, half barrel	3 01
Labrador sea trout, bbls	12 00
" " half bbls	6 50
No. 1 mackerel, pail	2 00
No. 1 " half bbls	8 00
Salmon, B.C., half bbls	8 00
Salmon, B.C., bbls, red	15 50
Salmon, B.C., pink	14 00
Salmon, Labrador, bbl	18 00
Salmon, Labrador, ½ bbls	9 50
Salmon, Labrador, tierces, 300 lb	26 00
Salt eels, per lb	0 08
Salt sardines, 20 lb. pail	1 00
Sardines, Quebec, bbl	5 50

SMOKED	
Bloaters, large, per box	1 10
Haddies, 15 lb. box, per lb	0 07½
Herring, new smoked, per box	0 12
Kippered herring, per box	1 20 1 25
Kippered herring, imported	1 25
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH	
Lobsters, ve, per lb	0 20
Oysters, choice, bulk, Imp. gal	1 40
" "Sealshipt," standards, Imp. gal	1 70
" " select	1 90
" shell, per bbl	7 00 10 00

PREPARED FISH	
Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	5 50
Skinless cod, 100 lb. case	5 25
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS — The apple trade is becoming sluggish on account of the large quantities of culls which are thrown on this market. These are picked out of the thousands of barrels which are exported, and which do not measure up to the standard. While these apples are not perfect, they are, however, good value at the prices they can be bought for present use. They are sold as low at $1.50 a barrel. Some choice pears at 65c a basket attracted much attention. California navel oranges are already taking the lead, although a little early

in the season. They seem to be the favorite orange. They are particularly large this year, and of exceptionally good color and flavor. The sizes are running as large as 80 to a case, whereas the average best sellers run from 150 to 176. Bananas are scarce, the cause being attributed to the late severe storm.

Apples, green, basket	0 15	0 25
" per barrel	1 50	4 50
Bananas	2 00	2 25
Cranberries, per bbl	8 00	8 50
Grapes, small basket	0 25	0 35
" large	0 35	0 50
" Almeria per keg	5 50	6 50
Grape Fruit	3 50	4 00
Lemons, Messina	2 75	3 25
" Palermo	3 00	3 50
Oranges, Cal. Valencia	3 75	4 25
" Cal. navels	3 00	3 50
" Floridas	2 50	2 75
Pears, Can., basket	0 60	0 65
Pineapples, per case	2 40	4 50
Quinces, per basket	0 30	0 40

VEGETABLES — The vegetable market, with the exception of potatoes, is inactive, in fact, there is little doing. The city is still supplied principally by farmers, who drive in and sell direct to the storekeepers. A quantity of lettuce and cucumbers arrived from the southern States recently. These sell only in small quantities and at high prices. Potatoes are steady and sell for 50c to 55c a bag by the carload on the track, and in small quantities delivered to stores at 60c to 65c a bag.

Beets, per bag		0 60
Cabbage, Canadian, per dozen	0 35	0 40
Carrots, new, per bag	0 50	0 55
Celery, Canadian, per doz	0 25	0 30
Onions, Canadian, per bag	1 00	1 25
" new, Valencias, crate	2 75	3 00
" Spanish	2 50	2 75
" half cases		1 50
Peppers, green, per basket	0 30	0 35
" red, per basket	0 50	0 60
Parsnips, per bag		0 75
Potatoes, Canadian, per bag	0 60	0 65
" sweet, basket		0 56
" sweet, per hamper	1 25	1 50
" sweet, per barrel		3 50
Radishes, per dozen		0 20
Tomatoes, hot house, per lb		0 25
Turnips, per bag		0 40

FISH—The fish market is active. The demand is keen with a rapidly growing increase in consumption. The supply of trout this year in cold storage is far below last year. The closed season is over and if the weather turns out favorable this shortage may be replenished. All other fish are in good supply. Smoked finnan haddie are a favorite fish in the city, and it takes loads to supply the demand. The new style of oyster package has practically put the old pail out of business. The people know now that they buy oysters, instead of ice water with a few oysters.

Bloaters, per box	1 20
Blue fins	0 06½
Carp	0 03
Cod, fresh caught	0 07
Cod, Imperial, per lb	0 05
Cod, Arcadia	0 10
Ciscoes, per basket	1 10 1 20
Eels, per lb	0 08
Finnan haddie	0 07½ 0 08
Haddock, fresh caught	0 07
Halibut, fresh caught	0 10

XMAS SHIPMENTS

Will begin next week.

The quality of our fruit this year is excellent.

Ripe Navel Oranges, Floridas, Valencias and Mexicans.

Holly and Hollywreaths, Grapes, Pineapples, Bananas. If you want the best, buy of us.

WHITE & CO., LTD.

Toronto and Hamilton

NEW ARRIVALS

Fancy Sweet Sonoras
California Navels
AND Florida Oranges
FINE RIPE New Messina Lemons
Almeria Grapes

ALL OF FINEST QUALITY

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO



Are there not better Lemons? Yes, there are not.

FRATELLI FOLLINA, Palermo, Messina

This name on a box means the same as Sterling does to Silver.

Our Best Brands — BUSTER BROWN, HIAWATHA, LORD BERESFORD

It's the Sign of Quality.
The Guarantee of Value.
The Standard by which others are compared.

W. B. Stringer - Canadian Agent - Toronto

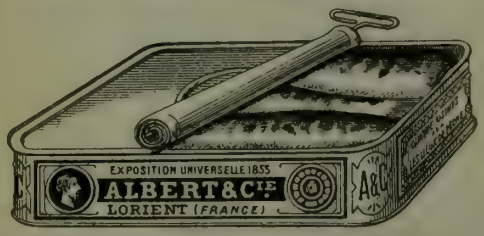
Herring, medium, per lb., fresh caught	0 05	0 06
Herring, sea, per 100 count		3 00
Herring, Digby, per box		0 15
" Labrador, per keg		2 90
" " per brl		5 50
Lobsters, each	0 25	0 30
Mackerel, each	0 20	0 25
Perch		0 07
Pike		0 06
Quail on toast		0 05
Qualla		0 09
Sea salmon, dressed		0 13
" " round		0 10
Salmon trout, salt, per keg		6 00
Shrimps, per gal		1 15
Trout, fresh caught	0 09	0 10
Whitefish, fresh caught		0 11
Yellow pickerel		0 09
Oysters, selects, per gal		1 85
" standards, per gal		1 65
" extra selects		2 00

NO INFERIOR GRADES WANTED.

J. S. Larke, Canadian Trade Commissioner at Australia, says that no specific prohibition stands against the importation of potatoes from Canada provided that certain conditions are complied with. The following provisions are exacted by the Commonwealth Government with respect to the potatoes being received from countries against which a prohibitory order has not been issued:—

Any potatoes to be imported from any country must be accompanied by an official certificate, dated and signed by a responsible officer of a Government department of the country of origin, identifying the potatoes and specifying their quantity, and certifying as regards them: That they were grown in that country; that they were free from disease at the time of giving the certificate; that they were bagged in that country in clean new bags, having the name of the country plainly marked thereon; and that proper investigations have been made by expert officers as to existence in that country of the disease (Irish blight or late blight) caused by Phytophthora infestans, and that there is no reason to suspect the existence of that disease in the country, or that it has within the next preceding twelve months existed in the country; and

The chief quarantine officer is satisfied that there is no reason to doubt the correctness of the certificate. No relaxation of the prohibition can be allowed. It is considered that the explicit safeguards now specified with the minister's approval will adequately strengthen the hands of the chief quarantine officers, and also facilitate the importation of potatoes for any purpose from any clean country. If Canada can comply with these conditions the market offers a profitable opportunity. The demand may not be limited to this year.



Ask for

"ALBERT & CIE"

French Sardines

This popular and world renowned brand is packed in FRANCE from specially selected fish only.

AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

Friend Retailer

you are wondering just now—always in fact—how to increase your trade. Do you realize that in all probability there is no store in your town devoted exclusively to Fish and Oysters. Also that when your customer cannot procure these articles from you, he goes elsewhere to purchase them and other articles wanted at the same time.

Think of it

During Advent this trade is literally slipping through your fingers.

Get in touch with us

We follow this line exclusively, and from years of study and improvement of methods, are in an enviable position to give

The Prices The Quality The Delivery

The F. T. JAMES CO., Limited

Fish and Oyster Distributors. (Shippers of "Beacon Brand" Oysters and Finnan Haddie) TORONTO

ADVENT OYSTERS

You Will Put Dollars In Your Cash Register By To-day Ordering Sealshipt Oysters To Sell During The Advent Season Now On.

They come from the most famous oyster beds in America, and are guaranteed to be solid meats. Packed in highly sanitary fashion. So attractively are they put up they sell on sight. Repeat sales inevitably follow.

As Wholesale Distributers We Can Always Supply You.

Ask us, when you write, to quote you on Haddies, Bloaters, Kippers. Also on all lines you require of Fresh, Frozen, Dried, Pickled and Prepared Fish. We have new stocks.

SECURE OUR NEW PRICE LIST.

BRANCHES:
St. John, N.B.,
Grand River,
Gaspe.

LEONARD BROS.

The Largest Fish and Oyster Warehouse in Canada.
YOUVILLE SQUARE (Near Customs House.) MONTREAL

Four
Long
Distance
Telephones

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.
SOUTH NORWALK,
Connecticut.

THERE'S safety, health and pleasure in every can of : : : : : .

Golden Crown AND Golden Key LOBSTERS

WE GUARANTEE that the Lobsters we use are the freshest and most appetising procurable, and we handle and can them in an up-to-date sanitary factory. By our method of packing the natural flavor of the fish is preserved. Moreover, there's a "worth-while" profit for you in handling these brands.

SEND FOR PRICES

SOLE PACKERS:

W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

Fruit Canning Inspector in British Columbia

Vancouver, Nov. 30.—C. S. McGillivray one of the two inspectors of the Dominion Department of Agriculture has been in British Columbia inspecting the fruit canning factories and incidentally gives an account of some of the features of his work. He says that there are about 250 fruit and vegetable canning factories in Canada, temporary and permanent, employing each from three hands to 500. Strictly speaking there are only three or four fruit spots in the country. One is the Annapolis Valley, Nova Scotia. another is Eastern Ontario, the third is Western Ontario, and the last is British Columbia. Apples have made a fine showing in Nova Scotia this year. In Ontario, the crop has not been heavy, but has been of good quality. He saw some fine fruit in the Chilliwack, Okanagan and Kootenay Valleys. The visit to Kootenay was his first, and not only is he inspecting the new canneries, but his special mission is the finding out of actual conditions and the collection of data upon which to base future legislation. He spent the month of August in the Maritime Provinces, practically going from one blueberry cannery to another. These provinces have a considerable resource in wild berries, particularly New Brunswick, but he says they do not take full advantage of it. On the prairie, the making of pickles is a growing industry.

Fire partially destroyed the plant of the B. C. Milk Condensing Co., at New Westminster recently, the damage being estimated at $10,000, the value of the establishment being $25,000. Fredenhagen & Co., the owners and operators, will rebuild at once.

Canadian Trade Changes of Recent Occurrence

Sales That Have Been Made During the Past Week—Losses by Fire and Assignments Made.

Ontario.

J. C. Burniston, grocer, Hamilton, has sold out.

Samuel Frame, Toronto, has sold his grocery business to Thos. E. Leake.

Anna C. Graham, grocer, Toronto, is succeeded by W. S. Scanlon, of Guelph.

Leach Bros., general merchants, Eden, Ont., advertise their business for sale.

Gilmour & Gillies, grocers, Hamilton, have dissolved, A. V. Gillies continuing.

M. Dunnigan, general merchant, Barry's Bay, Ont., sustained loss by fire recently.

J. H. Primeau, grocer and liquor merchant, Ottawa, is disposing of his liquor business.

R. McLaren & Co., grocers and confectioners, Mitchell, Ont., are succeeded by Jones & Co.

John Thompson & Co., grocers and produce merchants, Fort William, Ont., have assigned.

Fire destroyed the general store of Geo. S. Monds, Arden, Ont., recently. It was partly insured.

Edgar Empey, Ottawa, has purchased the grocery and liquor store of C. J. Prevost, 300 Cumberland St.

Fenn, Anderson & Co., general merchants, Bracebridge and Rosseau, Ont., are selling the Rosseau business to Lytle & Lee.

W. Cody and Mr. Yorke, Newmarket, Ont., who have been with Cochenour, Martin Co., for some years, have decided to go into the grocery business in Newmarket themselves.

Quebec.

H. W. Legare, grocer, Hull, Que., has assigned.

J. L. Bourbonnais, grocer, Lachine, Que., has compromised,

Jos. Poupart, grocer, Longueuil, Que., advertises his assets for sale.

The St. Lawrence Fish Co., Rimouski, Que., have obtained a charter.

Assets of Girard & Co., grocers, Stanbridge Station, Que., are to be sold.

A. W. Grant & Co., wholesale produce merchants, Montreal, have assigned.

G. H. Bergeron & Co., general merchants, Roxton Pond, Que., have dissolved.

Saucier Freres, general merchants, St. Raymond, Que., have made a voluntary asignment.

Assets of O. Desmarais & Co., general merchants, St. Francois du Lac, Que., are sold.

Jos. Brown & Sons, wholesale fruiterers, Montreal, have dissolved, Robt. B. Brown registered.

An extension of premises is being made to the cocoa manufacturing plant of C. Dougan, Montreal.

Maritime Provinces.

The partnership of Brine & McIsaac, general merchants, Inverness, N.S., has been registered.

J. J. Hughes & Co., general merchants, Souris, P.E.I., and Marshall A. Paquet, grocer, of the same place, sustained loss by fire recently.

Western Canada.

G. O. Benner, grocer, Vancouver, has sold to M. Simpson.

Stock of Jos. Teavelman, grocer, Winnipeg, has been sold.

E. B. Salsbury, general merchant, Swan Lake, Man., is succeeded by W. E. Staples & Co.

H. J. Morrison, grocer and confectionery, Russell, Man., is succeeded by Gordon Bros.

Sutherland & Co., grocers, Winnipeg, have sold their Norwood Grove branch, to A. Knight.

Trealeaven & Campbell, grocers, Winnipeg, sustained loss by fire recently. They were insured.

Scott & Musgrove, general merchants, Semans, Sask., are succeeded by the Semans Mercantile Co.

The Pomological and Fruit Growing Society of the Province of Quebec will hold its annual meeting in Macdonald College, Ste. Anne de Bellevue, December 9-10. The society is doing much to promote the growth of better fruit and to disseminate instruction regarding modern methods of cultivation. The meetings are open to all interested in these matters. Peter Read, Chateauguay Basin, is the secretary.

The Italian fruit dealers of Toronto, at a recent meeting, decided to form an organization in order to do their own purchasing of fruit direct. About 100 attended the meeting and a charter will be applied for, the company to have a standing cash capital of $15,000.







THE MOST POWERFUL LEVER

to move the whole family trade round your way is the

BRUNSWICK BRAND SEA FOODS

For fourteen years this brand has held the premier position for quality, and you had better be out of business than handle other than **Quality Goods.**

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B. C.; The Alf. Denis Co., Ltd., Edmonton, Alta.



BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and
Pictou, N.S. Canada

CCC
Norwegian Canned Goods

"Concord" Norwegian Sardines

are distinguished by many exclusive features. We reject all but the very finest small fish, autumn caught. We handle the fish with the greatest care, pay every attention to sanitary details and use only the highest grade oil. They are the only sardine which has an extra cover for use after the tin has been opened. Each tin is guaranteed by the CONCORD CANNING CO. of Stavanger.

Send your order to any Wholesale Grocer.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Radiger & Janion, Vancouver and Victoria, B.C.

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Corlstine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

No More Bad Bills

There's absolutely no excuse for a grocer to complain of bad bills. There's a way to hold the credit customer in check and avoid losses.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.



Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, deliv'd. Book 8 D free. ABSORBINE, JR., for mankind, $1. Removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores. Allays Pain. Book free.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

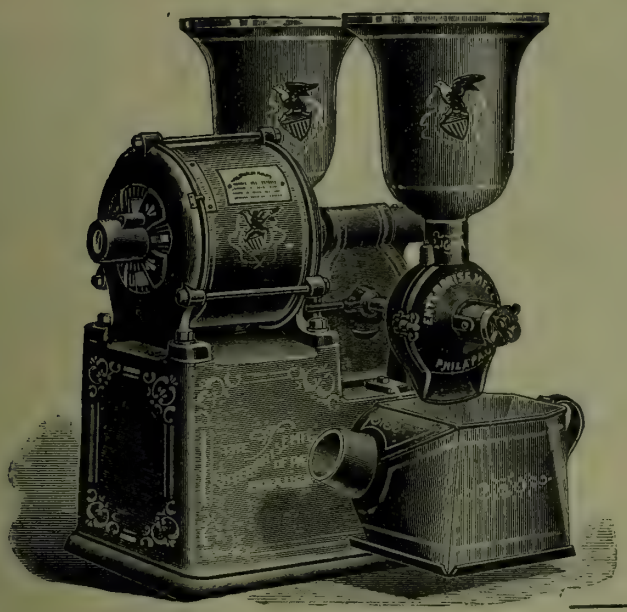
I. C. STEWART, Halifax

Can't Judge by Inquiries

Very many of the art cles advertised are such, and the conditions of marketing are such, that by no possibility can the efficiency of a trade paper be judged by inquiries.

In many cases these very articles are such as to derive greatest advantage from the attention-attracting, interest-awakening, information-imparting facilities of the trade paper

"Enterprise" Economy



An Enterprising grocer, who does things *right*, uses an **"Enterprise" Electrically-Driven Coffee Mill.**

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven at a cost for current of $3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with ½ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York — 438 Market Street. San Francisco



Exclusive
SPECIAL
Adjuster

Elgin National Coffee Mills

can be regulated to grind coarse or fine when running, and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—Canadian Fairbanks Co.

MANUFACTURED BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,**
A.B.C. Codes used 4th and 5th Editions. **LONDON, E., ENG.**

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

AGENCIES WANTED.

AGENTS WANTED—For Halifax, Quebec, Montreal and Toronto for high class firm of Scotch confectioners, chocolate makers, jam and marmalade manufacturers. Apply with particulars and references to John Buchanan & Bros., Ltd., Stewart Street, Glasgow, Scotland. (51p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

CASH REGISTER, nickel plated. Registers one cent to twenty dollars. Perfect condition guaranteed. For quick sale, $50. Apply care Box 325, CANADIAN GROCER, Toronto.

ESTABLISHED grocery in fast growing suburb of Vancouver, splendid location. Stock runs about $900; fixtures, including horse and rig, $700. We can offer this good buy at invoice. See Vancouver Business Mart, 9 Hastings St. E., Vancouver, B.C.

FOR SALE—National Cash Register, No. 92, Improved check and detail strip. Printing device, six clerks' initial keys, charge, received on account, paid out. One cent to ninety-nine dollars and ninety-nine cents. Allan Cameron, Brockville, Ont.

FOR SALE AT A SNAP — One 6-drawer National Cash Register—self adder. A beautiful piece of shop furniture, cost $650, only two years old. Will sell cheap. Also a set cash carriers, new Lamson make, four stations, at a big sacrifice. Correspondence solicited. R. H. Benson & Co., Copper Cliff, Ont. (50)

BUSINESSES FOR SALE.

FOR SALE—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; good clean stock; at 90 cents, turnover $10,000. Brick building, for sale or rent, easy terms. Clear profit last year $2,200. Address Box 316, CANADIAN GROCER, Union Bank Building, Winnipeg. (50p)

GROCERY BUSINESS FOR SALE on Main Street Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

SITUATION VACANT.

GROCERY CLERK for Port Arthur. Must be number one, able to window dress, decorate and manage high class business. Married man preferred. State salary and experience. P.O. Box 511, Port Arthur.

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Ltd., 8 John St. N., Hamilton. (tf)

CASH AND PACKAGE CARRIERS — Better and quicker service in your store results from the installation of the "Gipe" system of cash or parcel carriers. They are the latest, strongest, simplest and most effective on the market. Will centralize your business and more than pay for themselves in the first year. Write for catalogue. Gipe Carrier Co., 97 Ontario St., Toronto. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU DON'T BUY a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

PERIODICAL DEPT.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. The Busy Man's Magazine, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

A.—Scottish, Liverpool

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	5 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 2 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams		Peach	1 80
	Per doz	Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
Damson plum, stoneless	1 70	Scotch	1 40
		Orange Jelly	1 75
Greengage plum, stoneless	1 70	Green Fig	2 25
		Lemon	1 80
Gooseberry	1 80	Pineapple	2 25
		Ginger	2 25

Pure Preserves—Bulk.

	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

	In Cartoons	per dozen
No. 1, 1-lb., 4 dozen		2 40
" " 2 "		2 50
No. 2, 5-oz., 6 dozen		0 80
" " 3 "		0 85
No. 3, 2½-oz., 4 dozen		0 45
No. 10, 12-oz., 4 dozen		2 10
" " 2 "		2 20
No. 12, 4-oz., 6 dozen		0 70
" " 3 "		0 75
	In Tin Boxes	per dozen
No 13, 1-lb., 2 dozen		3 00
" 14, 8-oz., 3 "		1 75
" 15, 4-oz., 4 "		1 10
" 16, 2½ lbs.		7 25
" 17, 5 lbs.		14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz. $1 40

White Swan Flaked Rice, per doz. 1 00

White Swan Flaked Peas, per doz. 1 00

Hine

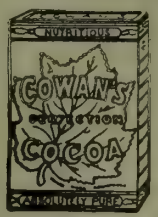
Keen's Oxford, per lb. 0 17

In 10-box lots or case. 0 16

Gillett's Mammoth, ¼ gross box. 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—

Perfection, 1-lb. tins, per doz.	$1 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Solu le, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations on Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, 1 lb & ½'s, cakes, 12-lb. bxs	0 30
Perfection chocolate, 20c size, 2 dozen b xes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen s Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen s Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. S. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz.	to case	per doz.,	$	.90
½ " "	4 "	"	"		2.40
¼ " "	2 "	"	"		4.75
1 " "	1 "	"	"		9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Tees & Persse, Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.
G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½s	0 38
" " " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs. 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

	15 lb. pails and 10, 25 and 50 lb boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip		0 19	0 21	0 17
Best Shredded		0 18	....	0 16
Special Shred		0 17	....	0 15
Ribbon		0 19	....	0 17
Macaroon		0 17	....	0 1
Desiccated		0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., 1b.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 00

Reindeer" brand per case (4 doz.) 5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 2 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins $0 33

"Gilt Edge" in 2 lb. tins 0 32

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese.—Imperial

Large size jars, per doz 8 25

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 40

Individual size jars, per doz. 1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons $3.50 each

Small " " 50 " 3.60 "

Assorted, cases, 26 small, 12 large 3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

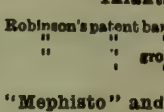
"Vita" Pasteurized Extract of Beef. Per case.

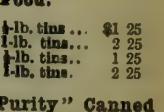
Bottles	1-oz., case of 2 doz	$3 20
" 2	" 1 "	3 00
" 4	" 1 "	4 50
" 20	" ½ "	4 75
" 20	" 1 "	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.



Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½lb tins	4 80

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 3 and 2 pails in crate per lb.	0 07
7 wood pails, 3 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	07

FRIENDS—NOT GROWLERS



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

The Prosperity of the Country and the popularity of Keystone Brand Brushes and Brooms

have combined to force upon us a further addition to our plant. We have just completed the installation of new machinery and now hope to be able to fill orders promptly.

QUALITY TELLS.

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, - ONTARIO

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.
We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:
W. H. ESCOTT, Winnipeg
LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.
95 Broad Street - NEW YORK
THE LARGEST CURRANT HOUSE IN GREECE

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto
Agents for Quebec:
Messrs. F.L. Benedict & Co., Montreal

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH

GOODWILLIE'S

Pure Fruits in Glass



possess that unequalled natural flavor which makes them superior to all other packs.

To always please exacting customers there is only one line to sell—and that is **Goodwillie's.**

Inquire of Your Wholesaler the Prices

ROSE & LAFLAMME, Ltd.
AGENTS
MONTREAL and TORONTO

The goods it pays you best to handle are those which give universal satisfaction.

José Segalerva

Malaga, Spain,

packs

Malaga Table Raisins
Malaga Loose Muscatels
Jordan Shelled Almonds
Valencia Shelled Almonds

which are known everywhere for their uniform, ever-dependable quality.

It is such goods that give universal satisfaction.

Agents:

Rose & Laflamme, Ltd.

Montreal and Toronto.

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

MacLaren Imperial Cheese Co. Limited.

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.

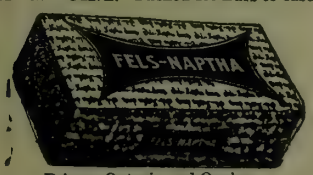


Assorted Case,	Contains 4 do	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon	(Straight) Contains 2 doz.	$1.80
Orange	(Straight) Contains 2 doz.	$1.80
Raspberry	(Straight) Contains 2 doz.	$1.80
Strawberry	(Straight) Contains 2 doz.	$1.80
Chocolate	(Straight) Contains 2 doz.	$1.80
Cherry	(Straight) Contains 2 doz.	$1.80
Peach	(Straight) Contains 2 doz.	$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95



WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12½
½-bbls.	0 12½
Tubs, 60 lbs.	0 12½
20-lb. Pails, 2 60	
20-lb. tins	2 50
Cases 3-lb.	0 13½
" 5-lb.	0 13½
" 10-lb.	0 13½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12
Tubs	0 12½
20-lb. pails	0 12½
20-lb. tins	0 12
10-lb. "	0 13
5-lb. "	0 12½
3-lb. "	0 13
1-lb. cartons	13¼

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case .. per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (21 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$3 50
Ditto, hotel	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

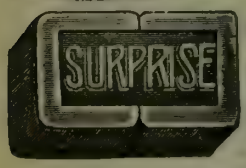
Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw hat polish	"	15 30



3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.65 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 6-lb. carton.	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 18
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

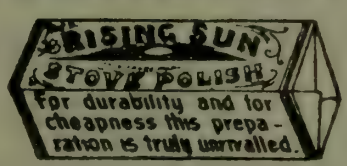
Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO.
London, Ont.

One case, 30 fifty cent packages (assorted)	$10 00
Six pails (retail $1.50)	6 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
3a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼-barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "
Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)



Teas

THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 38	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

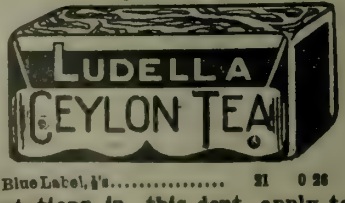


EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.	1s, 20c.; ½s, 21c.
30c.	1s and ½s, 23c.
40c.	1s and ½s, 28c.
50c.	1s and ½s, 35c.
75c.	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ¼'s	21	0 26	
Orange Label, 1's and ½'s	0 33	0 40	
" " ¼'s	0 20	0 25	
Brown Label, 1's and ½'s	0 32	0 40	
Brown Label, ¼'s		0 40	
Green Label, 1's and ½'s	0 35	0 50	
Red Label, ½'s	0 40	0 60	

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.



HELAGAMA TEA.

MINTO BROS., 45 Front St. East

		Wholesale	Retail
Black, green, mixed,	½s	0 70	1 00
" "	¼s	0 55	0 80
" "	½s	0 44	0 60
" "	1 lbs. & ½s	0 40	0 60
" "	¼s	0 38	0 50
" "	1 lbs., & ½s	0 35	0 50
" "	1 lbs., ½s	0 30	0 40
" "	½s	0 32	0 40
" "	¼s	0 25	0 30
" "	1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 23
Green Label, " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55



Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	rete
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. } assorted	7 20
2 doz. ½-lb. paper pkgs. }	
	Per doz
¼-lb. cans with screw covers, 4 doz. in case	1 25
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 6½s. and 10s.	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	46
Pay Roll 7s	46
Plug Smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	51

JOS. COTE, QUEBEC.

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$13 00
Absorbine Jr., per dozen	2 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S



BAKING SODA

You can talk Baking Soda to advantage by suggesting only and always

"Cow Brand" Baking Soda

Your customers will invariably insist upon this brand after one trial---they will appreciate its purity, strength and uniform quality.

It's good policy to sell "Cow Brand" Baking Soda.

CHURCH & DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

The Beardwood Agency

313 New York Life Building, - MONTREAL

SALT

Any assortment
to any point
Prompt shipment

WRITE

VERRET, STEWART & CO.
LIMITED
No. 12 Port Street
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand
THE GUARANTEE OF QUALITY

THE EMPIRE BRAND
IS REGISTERED

Anyone else selling you groceries under this Brand is breaking the law. This does not apply to Syrup.

Kiji Japan has been shipped. It fulfills the promise of its past. Do you want Japans? We have them.

Don't Forget the "Empire" Teas

For Quick
SHIPMENT
use our Phones.
Free to You. 4
of them.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, DECEMBER 10, 1909. NO. 50.



There's a Constant Demand for

ROBINSON'S PATENT BARLEY

And being a food it is a line you should most certainly handle. There's no more healthy and nourishing food than this, and the profit is a good one. Why not have this profit for yourself?

Write for sample and particulars, or ask your jobber for it.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

SYRUP SALES

should be booming with you now, and they will be showing you excellent profit if your are selling

"Crown Brand" Table Syrup

A suggestion to your customers to try a tin will make steady syrup business!

Make "Crown Brand" your leading syrup line and you will be surprised at the results.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

UPTON'S

PURE

ORANGE MARMALADE

Often Imitated **Never Equalled**



UPTON'S PURE JAMS

Are Delicious

In 16-oz. glass jars and in 5-lb. double top sealed pails.

The T. Upton Company, Limited

HAMILTON, - ONT.

"Thistle" *Canned Haddies, Kippered Herring, Tunny Fish*

Haddies that are never anything else but *real* Haddock, caught, cured and packed at St. Mary's Bay. Natural flavor distinguishes them from all others. Tunny Fish whose careful selection and packing compel approval from the Epicure. The "Thistle Brand."

Cox's Gelatine

Pure—absolutely pure, and hence certain to produce the most economic results for the cook. Powdered or Shredded as the cook prefers, but always fulfilling the most exacting requirements.

Taylor's Peels

Candied or Drained, but in either case admitting of no argument as to their high quality. Made from specially imported fruit from which the essential oil has *not* been extracted. Lemon, Citron and Orange.

The name "Griffin" on a package or can of dried or canned fruit is a symbol that points the way unerringly to the highest quality. In selecting, in growing, in caution in packing, the "Griffin" brand excels. Seeded or seedless Raisins, Prunes, Apricots, Pears—each is the best there is or can be.

Griffin & Skelley's Dried and Canned Fruits "Griffin's"

ARTHUR P. TIPPET & CO., Agents
Montreal



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East
"Face-to-Face Business" HAMILTON

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal.

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

Largest and Finest Pure Whole Skinless Codfish "Royal Crown" in 100 lb. boxes.

Distributing Sole Agents

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

Try a Condensed Ad. in the Grocer.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Selected Raisins, Currants, Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER WHOLESALE BROKER, and MANUFACTURERS' AGENT

Ceylon Teas, Coffees, Spices, Mustard. Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea —stood the test in Western Canada for over 12 years— sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.

Yours truly,
G. C. WARREN

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Finest Bordeaux Whole Halves SHELLED WALNUTS

New Three Crown Shelled Almonds

LIND BROKERAGE CO.
23 Scott Street Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

TWO SNAPS

EXTRA QUALITY

PORK AND BEANS

PLAIN OR IN SAUCE.

2's, 80c. per doz.
3's, $1.00 per doz.

Usual freight allowance on 5 gs. lots
ORDER NOW—We have only a limited quantity to offer.

A CHANCE IN

BROOMS

THREE LINES AT

$4.00, $4.25 and $4.50 doz.

Extra values at the prices quoted.
Special quotations on 6 doz. lots at factory.
See our travellers.

EBY-BLAIN, LIMITED

Wholesale Grocers - - - TORONTO

"I's in Town, Honey" I brings yo' money!



Aunt Jemima's Pancake Flour is Going to Sell Better Than Ever



Our everywhere advertising will take care of that. We will keep up the advertising so that you can keep up the selling. : : : : : :

AUNT JEMIMA'S PANCAKE FLOUR

is the best-known brand on the market. We intend to keep telling housewives about its fine qualities and about our unique coupon plan which increases your sales without increasing your work. : : :

You can sell more of Aunt Jemima's Pancake Flour and make more money with less work than by handling any other brand on the market. : : : : :

Aunt Jemima's Rag Doll Family

Aunt Jemima and her rag doll family are the most popular premiums ever given away. Every child wants them and they are given for the coupons on the packages. This plan never fails to work and soon spreads thr ughout the neighborhood. : : : : :

YOU SELL THE FLOUR—WE SEND THE DOLLS. Don't forget that Aunt Jemima's is the popular and reliable brand for a good profitable busi ess. Order your stock from your jobber.

THE DAVIS MILLING COMPANY - ST JOSEPH, MO.

Manufacturers of the celebrated Aunt Jemima's Special Cake and Pastry Flour and Dav s' Golden Sheaf Bread Flour

MacLaren Imperial Cheese Co. - Distributors for Toronto
Rose & Laflamme, Ltd. - " " Montreal
R. B. Wiseman & Co. - " " Winnipeg



We Want to Give Your Little One A FULL SET OF 4 DOLLS FREE

Just send us a request on your letter head (this is necessary) and we will send you FREE the entire Aunt Jemima family, all ready to sew and stuff.

The reason OLD HOMESTEAD BRAND Canned Fruit and Vegetables stand so high in the public favor is not far to seek, and will be found in the care and skill embodied in the manufacture of these well-known goods.

We intend to maintain, at any cost, our reputation for highest quality and unequalled purity, and we positively guarantee each can to contain no other fruit or vegetable than that which the label indicates.

Moreover, no preservatives whatever are either required or are they used in the OLD HOMESTEAD process of canning goods.

You have just missed handling the best if OLD HOMESTEAD BRAND is not on your shelves.

OLD HOMESTEAD BRAND

Canned Fruit and Vegetables

Order to-day from your jobber

Old Homestead Canning Co.

PICTON, ONTARIO

Purity and Perfection



are the theme of nearly every Canned Goods Advertisement. But, when you come to ask these firms to give you a positive guarantee of purity or to produce a Government Analysis, they nearly all fail to make good.

E. D. S. Brand Jams and Jellies

have been found by the Government Analyst to be 100% pure. Think what it means to sell a guaranteed article like "E.D.S." goods, backed in addition by systematic consumer advertising.

Let me have your enquiry

E. D. Smith's Fruit Farms, Winona, Ont.

AGENTS: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

Canadian made Licorice
Y&S BRAND
All Druggists.



Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton



Made in Canada

The RIGHT and the WRONG WAY

Some people think they are doing things in the right way because they do not know that there is any other way.

Some people think their way is right because their fathers and grandfathers did the same as they are doing.

Some people have not stopped to think long enough to know that times have changed, and that what was all right in grandfather's day is not right at this time.

Get out of the rut.
Turn over a new leaf.
Be up-to-date.

Handle your accounts with only one writing.

Use a system that shows you just how you stand at all times.

THE McCASKEY CREDIT REGISTER SYSTEM

Will give you more information about your business in five minutes' time than you can get from any other system in hours.

It will only cost you one cent to find out. Buy a postal and ask us for catalog.

DOMINION REGISTER COMPANY, Limited

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue TORONTO



SILENT SALESMEN—They are always at work making sales when you are somewhere else

Although CAMPBELL'S SOUPS are known to almost everybody—a reminder will greatly increase your sales and you want them increased, because you make a profit on every sale of 33⅓ per cent. There is another reason for "reminding" people of CAMPBELL'S Soups—none are so good and everyone who buys them, instantly realizes that fact.

We will send you a number of these silent salesmen—as many as you need to make sales for you, while you are doing something else. They are neatly made and dress up your store like pictures dress a room.

JOSEPH CAMPBELL COMPANY, - Camden, N.J.

ROSE & LAFLAMME, 400 St. Paul St, Montreal—Canada Selling Agents.

21 kinds—look for the Red and White Label.

The Experienced Housewife

will bring all the family trade your way if your are selling

ASEPTO
Soap Powder

"The Enemy of Dirt"

because she knows what a wonderful saving of time and labor this soap means to her in her washing and house-cleaning.

"Asepto" is equally handy for getting rid of dirt, whether hot or cold water is used, and is most economical.

Stock up to-day with this splendid seller.

The Asepto Soap Co.
ST. JOHN, N.B.

BROOMS

We Make

Brooms of Quality

When next in need of this line
ask us for prices
We have the goods for household, mill, factory, warehouse and others

Capacity enlarged to
20,000
dozen per annum

Walter Woods & Co.
Hamilton and Winnipeg

Your Money Back

When you put in a stock of Pure Gold Goods you are investing your money as surely and safely as if you put it in a savings bank. But the interest is greater. Your principal is subject to your call at a moment's notice because

If the goods are not satisfactory, or do not sell satisfactorily, they may be returned at our expense and your money will be refunded.

Please read the above again---

This is your assurance of safety---and a further assurance that the goods will more than give satisfaction. Because if the goods did not sell and stay sold our business would be confined to selling and then buying back our own goods. Hardly a profitable transaction.

Pure Gold Goods

(Trade Mark Registered)

have the quality that makes them quick sellers. Add to this the great big advertising campaign that is pushing the thing along. Add to this the fact that every package sold to the consumer sells two or more packages to the same consumer or a friend of hers. Now, can you prove yourself a better buyer than to put in goods that we guarantee will be live, quick moving stock? A guarantee that we back up with our money back offer. You can't lose---you can't help but win.

And remember—this means that in taking stock you can put in Pure Gold Goods at 100 cents on the dollar—a regular cash on hand asset.

These goods can be had of all jobbers and can be shipped from Pure Gold stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURING CO., Limited, Toronto

Boston Baked Beans

your customers will appreciate the high quality of our Boston Baked Pork and Beans, plain and in tomato sauce, which line is in all sections proving a great seller.

Attractive Package Price Reasonable

Eastern Canning Co.

PORT CANADA, N.B.

Canadian Agents: C. A. Chouillou & Cie, Montreal; Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.

Ginger-Bread BRAND Molasses

(The Best There Is)

Produced and sold under the British flag

When ordering from your wholesaler specify the above well-known brand

RESULTS

Satisfied Customers Increased Sales

Dominion Molasses Co., LIMITED

Halifax, - Nova Scotia

This Is the Bottle!



It contains the purest fruits garnered from the famous Niagara Peninsula, and scientifically packed by a firm that "knows how."

Goodwillie's Pure Fruits in Glass

have a reputation for quality which is always maintained.

Your wholesaler will quote you prices : : : :

ROSE & LAFLAMME, Limited
AGENTS
MONTREAL and TORONTO

WE DON'T CLAIM FOR



that it will do everything from washing a baby to cleaning an engine, but we do claim that it is without a rival in chasing tar, dirt, grease or paint from soiled hands.

It is harmless and antiseptic and sells at sight. Order to-day.

THE SNAP CO., Limited

MONTREAL

UNSOLICITED

Weighed in the balance and NOT found wanting

Bowmanville, 26th October, 1909

Dear Sirs,

I beg to acknowledge receipt of yours of the 23rd inst. and also the receipt from the Express Company of the 5lbs. of Blue Ribbon Tea sent me for 60 ½lb. coupons, from your tea packages. I have to thank you for your promptness in delivery.

I have tried the tea sent, and find it equally good with the regular packages procured from the grocer. I mention this as some said the tea sent as a premium would not be as good as the regular package tea, but I have proved that it is equally good; in fact, I fancied it was better, but this may be imagination on my part.

Yours truly,

The Blue Ribbon Tea Co., Ltd.
P.O. Box 2554, Montreal.

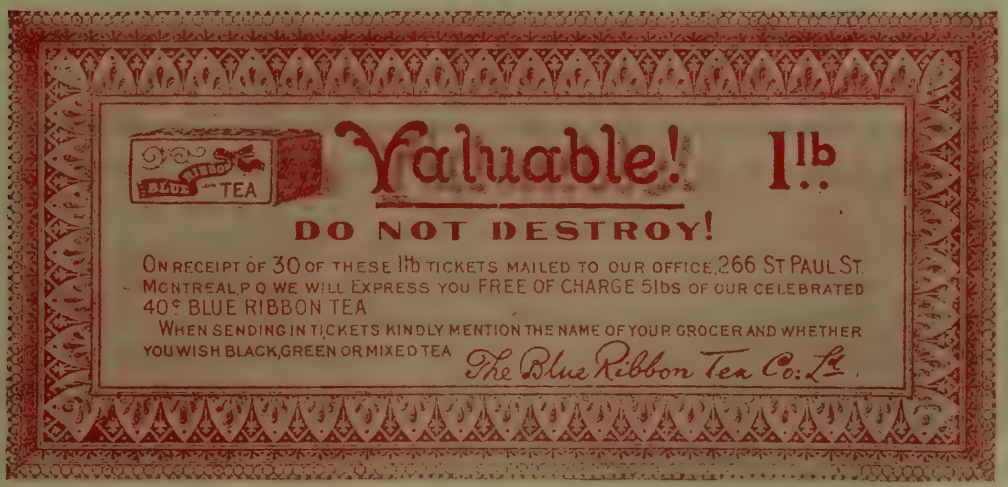
Mrs. Arthur H. Scobell,
Bowmanville.

To Further Benefit our Retail Friends

On receipt of an order for a 30-lb. case of our Red Label Tea, in black, green or mixed, accompanied by the coupon at the foot of this page, we will enclose an extra 5 pounds of our 40c. tea, in pounds or half-pound packages, free of charge—freight prepaid—this offer is good until January 31, 1910.

The Blue Ribbon Tea Co., Limited

266 St. Paul Street, Montreal, P.Q.



Our Meadow Cream Sodas

not only sell, but they sell other lines as well. You stock a few cases and see for yourself. Our price is the same as that charged by others for biscuits not quite so good.

The W. J. Crothers Co., Limited

KINGSTON, - ONTARIO

A LEADER

FOR OVER

50 YEARS



W. D. McLAREN, LIMITED

Manufacturers

583-585 St. Paul Street - MONTREAL

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO

HOTEL DIRECTORY

HALIFAX HOTEL

HALIFAX, N. S.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

ACCOUNTANTS

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto; 465 Temple Building, Montreal

STORAGE IN HAMILTON

A new fireproof Storage Warehouse.

TRACK FACILITIES

Every convenience to reduce the cost of handling Merchandise

IN BOND OR FREE

Lowest Insurance

Experienced Warehousemen

Accounts Solicited

Storage and Transfer Co., Limited

Hamilton - - - Ont.



By Special royal permission

Safeguard your interests

by handling only goods of unapproachable quality.

Especially in the case of your Sardines is this of vital importance, and the reputation of

"King Oscar" Brand Sardines

for uniform purity, sweetness and good packing recommends them to you as the best you can stock. You'll find they sell readily all the time.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON - - - ONT.

Quality and purity combined in

Wonderful Soap

have made it a prime favorite on wash day and for all cleaning purposes. This is the kind of article which it pays you to handle, because it brings with it its good reputation.

The prices, moreover, will interest you. We have made good because we have always made good Soap. Let us hear from you.

GUELPH SOAP CO.

GUELPH - ONTARIO

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

Low Round Trip Rates to

Ontario, Quebec and Maritime Provinces

Tickets on sale Dec. 1 to Dec, 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 21 and limited to five months from date of issue.

Finest Equipment. Standard First Class and Tourist Sleeping Cars and Dining Cars on all Through Trains. Compartment, Library, Observation Cars on "Imperial Limited" and "Atlantic Express."

3--Through Express Trains Daily--3

THE "TORONTO EXPRESS"

leaves Winnipeg daily at 22.40, making connections at Toronto for all points East and West thereof.

The "Imperial Limited" leaves Winnipeg daily at 18.15 and the "Atlantic Express" at 8 00 daily, making connections at Montreal for all points East thereof.

Apply to the Nearest C.P.R. Agent for Full Information.

XMAS CANDIES

¶ Mr. Grocer, I can supply you with a complete range at very reasonable prices.

¶ It will pay you to get my quotations.

¶ Quality in every instance guaranteed to be highest.

Write me To-day Sure.

Victor Archambault

Wholesaler

SHERBROOKE, QUE.



Be Sure You Have the "Tested" Best— Which Is

White Dove Cocoanut

W. P. DOWNEY

MAKER - - MONTREAL

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG



They look for this trade-mark when they buy salt, and insist on having

WINDSOR SALT

because they have found no other to equal it in fineness, dryness, flavor or purity.

The Canadian Salt Co.
Limited
Windsor - - - Ontario

Redpath

Extra Granulated and other grades of Refined Sugar represent perfection in Sugar refining, and are the result of experience and modern machinery.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.



Social Festivities at Christmas

will be calling for jellies innumerable! Are you handling

SHIRRIFF'S JELLY POWDERS

the kind which makes fine, natural-flavored jelly in the shortest time? Stock up at once.

The Imperial Extract Co. 8, 10, 12 Matilda St. TORONTO

Borden's New Size Package



"Peerless Brand" Evaporated Cream

Retails at 5c. **$2 per case of 4 doz.**

¶ Your particular trade will have nothing but Borden's Brands. You can take no better way of pleasing **all your customers** than by recommending Borden's Brands and telling them why you do so.

BORDEN'S CONDENSED MILK COMPANY

ESTABLISHED 1857

WILLIAM H. DUNN - - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.



Nothing like it for Infants and Invalids. Like what? Why

Canada First Evaporated Cream

It is the purest, most easily digested, and nourishing evaporated cream made. It is perfectly sterilized, is unsweetened, and manufactured with the utmost care and cleanliness. Are you handling this Brand? It is worth recommending.

Order from your wholesaler.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

JAPAN TEAS

Jobbers please apply for samples of our remaining lines at different points.

S. T. NISHIMURA & CO.

Montreal and Japan

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Trade. And It Would Discourage Growing Fine Teas.

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINAGAR



LONDON, ENGLAND

Commands a Preference over all others.

IS THE BEST

Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

STERLING
Brand
MINCE MEAT
for
HOLIDAY TRADE

See that your stocks of mince meat are kept up at this time of the year. The demand for "Sterling Brand" is large all over the Dominion, for here you have a mince meat you can recommend to your best customers.

Done up in glass and 6½, 12, 28 and 50 pound pails.

The T. A. Lytle Co.
Limited

Sterling Road :: TORONTO, Can.





CHRISTMAS SEASON

Fine Old English
Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.
Pure Fruit Preservers
Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.



A Sure, Fast Seller

Anything that is the above will certainly interest you.
We have such a proposition in our

Holland Rusks

"The Food of Old Holland"

Delicious, nutritious, full of that "want more" quality which means repeat sales for you. Profits large.

SEND FOR SAMPLE

HOLLAND RUSK CO., HOLLAND, MICH.
Makers of the Original
If your jobber cannot supply you, please notify

McGREEGOR SPECIALTY CO.
672 Yonge Street, TORONTO



Saves time,
Saves money,
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.
19 Wellington St. West, TORONTO

Tartan BRAND

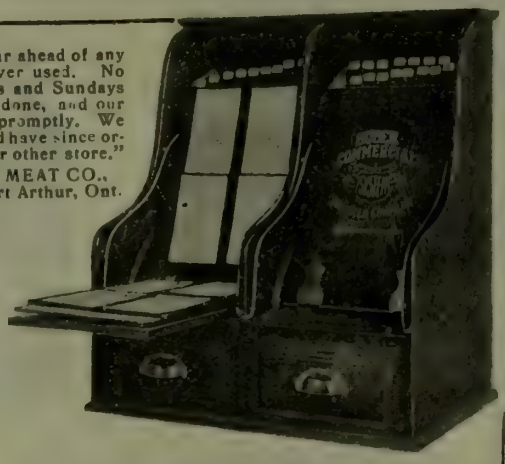
IN STORE

Finest Selected Valencias, Sultanas, Malaga Raisins, all kinds
Finest Figs, Peels, Apricots, Peaches, Nectarines
Finest Shelled Almonds, all grades
Finest New Santa Clara Prunes
New Labrador Herrings, Mackerel
New Sea Trout, Holland Herrings, etc.

Phone or write for quotations
Long distance 598 free to buyers

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

"We consider it far ahead of any System we have ever used. No more working nights and Sundays to get our posting done, and our customers pay up promptly. We first bought one, and have since ordered another for our other store."
THE BROWN MEAT CO.,
Port Arthur, Ont.



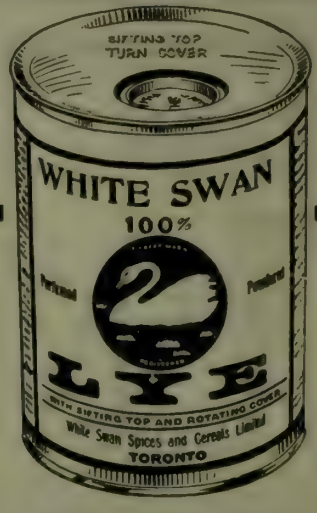
The interior takes out and fits any safe, thus giving complete fire protection.

Huber Account Register and System

has done away with all bookkeeping and posting, and by avoiding errors has gained the customers' confidence. It is the latest, most accurate and most satisfactory way of keeping accounts, and is adaptable to any business. Shall we send you our Catalogue?

We Want Salesmen—Live Ex-Merchants Should Apply

R. B. Belden & Co.,
178-180 Victoria Street - - Toronto



THIS TIN CONTAINS

100%

PERFUMED - POWDERED

LYE

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP.

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS — TAKE IT TO-DAY

WHITE SWAN SPICES AND CEREALS LIMITED
TORONTO

Ewings' Club Jelly Powders

Have the reputation of being the most tasty, easily prepared and economical of all quick desserts and are consequently in highest favor with the housewife.
For this reason they are the most profitable line for the grocer to handle.

MADE ONLY BY

S. H. EWING & SONS, Montreal and Toronto

The Famous Dayton Scale

More DAYTON SCALES sold than all other makes of Computing Scales.

Acknowledged by all to be the **BEST SCALE** in the world.
And, being the **BEST,** it has been imitated.
We ask merchants to protect themselves by insisting on having the **DAYTON SCALE,** for the imitation is **never as good.**

Note the Low Platform

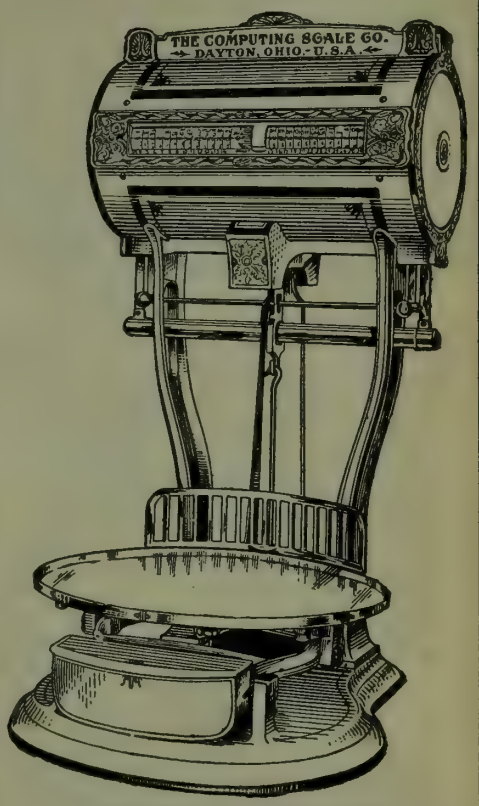
This Scale is **ABSOLUTELY AUTOMATIC,** is a **TOTAL ADDER,** and all weighings are given on the Chart in **CENT GRADUATIONS.**

Made in Canada

Sold on **EASY MONTHLY PAYMENTS,** no interest charged.
Send name and address and we will have one of these **FAMOUS SCALES** demonstrated to you.

The Computing Scale Co. of Canada
LIMITED

164 King Street West - TORONTO, ONT.



Dayton Moneyweight Scale.
Note the Low Platform.

THE CREAM OF THE TRADE

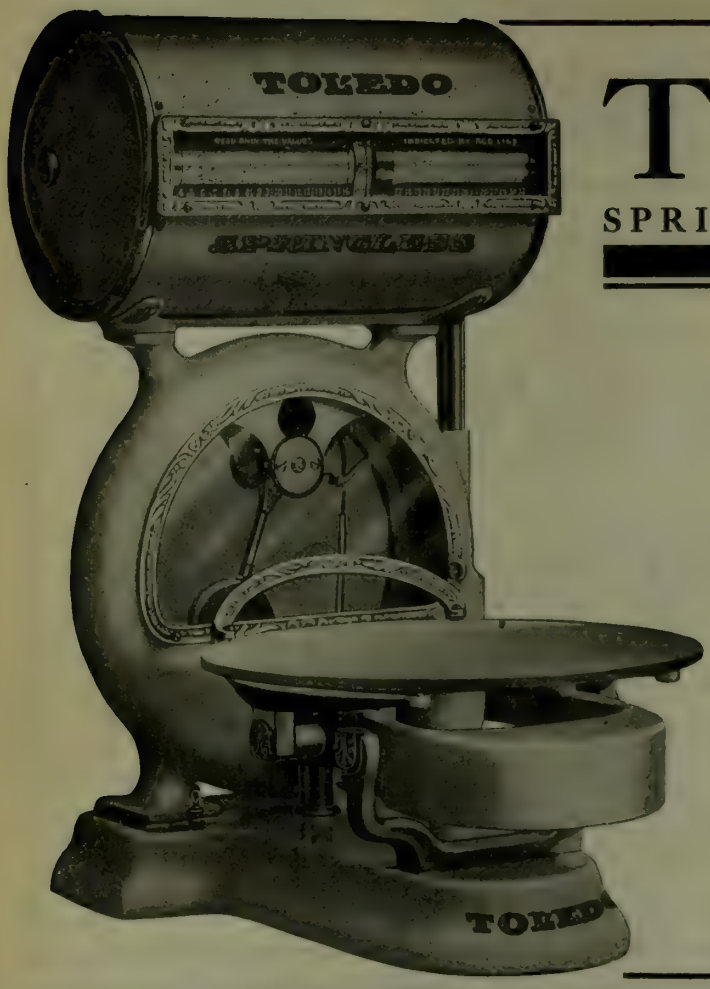
IS SECURED WITH THE

RIVERDALE BRAND

The only sure, steady and sound way to retain it is to keep on selling this brand of canned fruit and vegetables, which is the standard of quality and excellence. It represents something that bears out exactly what we claim—absolute purity.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO



TOLEDO

SPRINGLESS COMPUTING SCALE

SAVES
Money, Labor and Time | **What More Could You Ask?**

Our representative will be pleased to explain fully the advantages of a Toledo over other types of computing scales. This places you under no obligation to buy. Why not investigate?

PRICES from $40.00 up. EASY TERMS. LIBERAL ALLOWANCE FOR OLD COMPUTING SCALES.

SEND FOR ILLUSTRATED BOOKLET

REMEMBER—Our scales contain absolutely "NO SPRINGS" and are therefore always accurate in any temperature.

TOLEDO

COMPUTING SCALE COMPANY

335 Yonge Street, TORONTO, Ont.

Offices:—St. John, Montreal, St. Thomas, Winnipeg, Regina, Moose Jaw, Saskatoon, Calgary, Edmonton and Vancouver.

Better value than

Chase & Sanborn's High Grade Coffees

is beyond the purchasing power of money

This is the secret of the coffee trade of thousands of grocers

Are you one of them ?

Chase & Sanborn, Montreal

The Importers

HOW MANY CUSTOMERS HAVE YOU

who have not asked for H. P. Sauce? Our new extensive advertising is exciting a large demand and your customers are buying it—SOMEWHERE.
Wide-awake grocers are making a leading line of

W. G. Patrick & Co., Toronto and Montreal
R.B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Birmingham, Eng.
W. H. Escott, Winnipeg, Man.



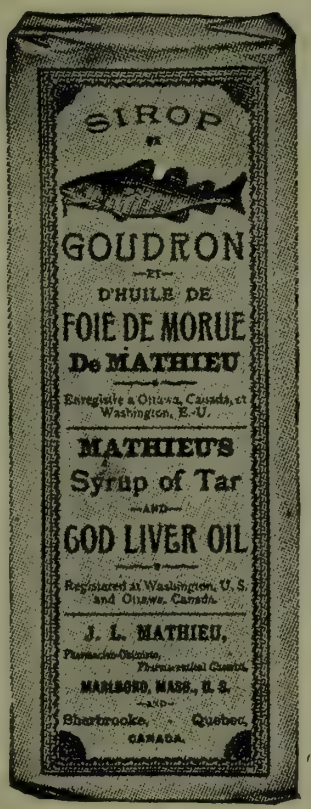
H.P. SAUCE

St. Lawrence

GRANULATED
and
GOLDEN YELLOWS

made only from Pure Cane Sugar.

The St. Lawrence Sugar Refining Co., Ltd.
Montreal



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

J. L. MATHIEU CO., Props.,
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE



ROWAT & CO.

Glasgow, Scotland

The house with the reputation for highest quality.

For many years known to Canadian grocers through

Rowat's Pickles and Olives

In future to be known as well as the makers of the famous

Paterson's Worcester Sauce

How are your stocks of these specialties?



AGENTS IN CANADA—Snowdon & Ebbitt, 325 Coristine Building, Montreal, for Ontario and Quebec; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.; Nicholson & Bain, Winnipeg, Edmonton and Calgary.



Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.

"Turn Your Spare Time Into Money."

When you read this paper do you ever think of the opportunity open to you if you have spare time to look up new subscribers.

We publish other trade papers and require representatives to push circulation.

If you show business-getting qualities, we can always offer you promotion. Consider the opportunity of further extending your business education, and adding to your income at the same time; because, to be successful in canvassing for trade papers, you must study and understand them; to study and understand them is to absorb practical information, and to increase your earning power, by getting a grasp of every day actual business happenings as they occur and are disposed of.

This work, while affording valuable experience in modern business methods, will substantially increase your income, as our commissions are liberal.

When applying give references and state your qualifications for the appointment.

THE CANADIAN GROCER
TORONTO, CANADA

A Right Selection

of ***teas*** is of vital importance to every ***grocer.*** There need be no fear of the result if you are handling

"MELAGAMA" THE TASTY TEA

which has long since established itself as a prime public favorite.

Your ***BULK TEA TRADE*** will also be safe in our hands. Allow us to convince you. Samples and prices cheerfully forwarded.

MINTO BROS. - - TORONTO and BUFFALO

AGENTS WANTED

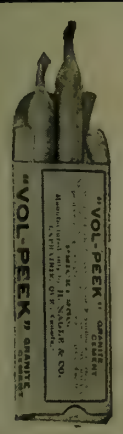
We require agents for the sale of our high-class Grocers' Specialties in the cities of Ottawa, Kingston, Hamilton, London, Winnipeg, Regina, Calgary, Edmonton, etc.

The sole agency will be given for the city and the territory surrounding.

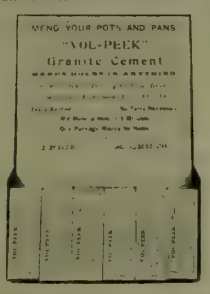
The goods are all of the very finest, and enjoy an enviable reputation all over the world. They are manufactured in England and have been pushed in Montreal and Toronto, where there is a good demand.

Please state lines already handled when you reply and give a banker's reference.

X.L., care of CANADIAN GROCER



"VOL-PEEK"
GRANITE CEMENT
Mends Holes in Everything



A sure-selling specialty which you retail, at good profit, at 25c a package—similar to the illustration. Supplied to you in attractive counter display easels, as herewith shown.

Order a trial lot.

H. NAGLE & COMPANY, Montreal, Que., Sole Manufacturers

Agents:

N. A. Bedard & Co., Montreal, Agents for Province Quebec.
Watson & Truesdale, Winnipeg, Agents for Manitoba and Sask. (Regina excepted)
C. E. Jarvis & Co., Vancouver, Agents for British Columbia, Edmonton and Calgary.
P. H. Cowan & Co., St. John's, Nfld., Agents for Newfoundland.



McLEAN'S
WHITE MOSS COCOANUT

The brand that the housewife can invariably depend upon for Christmas cooking.

The Canadian Cocoanut Co.
Montreal

CALIFORNIA FRUITS

We Have Now in Store

A FULL ASSORTMENT OF 1909 CROP

PRUNES—G. & S. "Santa Clara."
California Canners "Santa Clara."

RAISINS—G. & S. Seeded, "Fancy" and "Choice," 16 oz. pks.
"Owl" Seeded, 16 oz. pks.

Dried APRICOTS, PEACHES and PEARS.
10 and 25 lb. boxes.

Canned APRICOTS, PEACHES, CHERRIES and PLUMS.

CALIFORNIA GREEN AND WHITE ASPARAGUS.
1 lb. and 2½ lb. tins. Full size and tips.

Quality is fine. **Send us your orders at once.** **Prices satisfactory.**

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers, - - MONTREAL

An additional $1 worth of goods to each of Grocer's 7,000 readers:

If 7,000 of the best grocers in Canada held a meeting every week at Toronto, Montreal, Winnipeg or some other point, what would a manufacturer pay for the privilege of giving them a series of talks about his goods?

If this manufacturer was able to demonstrate the solid worth of his product, and show that it paid the dealers a fair profit, could he induce each one of them to buy an additional $1 worth of it in a year?

$1 worth of any manufacturer's goods would make a pretty small parcel. Yet multiply that quantity by the number of dealers and you find that it means $7,000.

There is only one way in which a manufacturer can address the 7,000 leading buyers of grocery lines every week. That is through The Canadian Grocer.

If he approaches his talks in this paper as carefully as if he were actually addressing a meeting of these buyers—says something worth while—do you mean to say that he could not make it worth many times what it costs?

A space this size costs $425 for 52 weeks, which means that a manufacturer using it could talk to about 10 good buyers for every cent expended. The value of the space to him would depend entirely upon what he said in it.

ALL TEA DETERIORATES WITH AGE

Even in our sealed lead packages we do not consider that tea a year old should go to the consumer. Every pound of



that you have in stock that is more than six months old, please ship it back to us. We will pay the freight and refund the money you paid for it.

"SALADA" is as good as gold.

IF THIS CASE IS FORWARDED TO YOU AFTER

(Date inserted here)

ship it back at once, as the tea is old, and should not have been retained by the wholesaler after the date mentioned.

We take the very greatest care to serve you with the finest tea possible, *but all tea deteriorates with age.* Therefore, even in our sealed lead packets we cannot guarantee "SALADA" to keep without declining in quality.

If you receive old tea into stock your customers will soon note its want of freshness, and this will have the same effect on your trade that stale goods always have.

The date of packing is stenciled on the lid of every box when it leaves our premises. Please consult it and see that your shipment is not more than three months old. If there is no stenciled date on the box, it must have been scraped off for a purpose.

Yours respectfully,

"SALADA" TEA CO.

We put a copy of this circular in every box shipped from our warehouse for YOUR protection.

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Albert & Cie 54
Allan, Robt., Co 2
Allison Coupon Co 58
American Tobacco Co 50
Andrews & Munn 36
Archambault, Victor, & Co 11
Asepto Mfg. Co 6
Aylmer Condensed Milk Co 13

B

Balfour, Smye & Co 16
Belden, R. B 16
Benedict, F. L 44
Bickle, J. W., & Greening 11
Blue Ribbon Tea Co 9
Borden Condensed Milk Co 13
Bostock, J. J 36
Bovril, Ltd 42
Bowser, S. F. & Co 56
Brack & Co 2
Bristol, Geo. & Co outside back cover

C

Campbell Co., Jos 7
Canada Maple Exchange 44
Canada Sugar Refining Co 12
Canadian Biscuit Co 46
Canadian Cocoanut Co 21
Canadian Milk Products, Ltd 48
Canadian Pacific Ry 11
Canadian Salt Co 12
Capstan Manufacturing Co 45
Cargill, H 48
Ceylon Tea Ass'n 16
Champion & Slee 15
Chase & Sanborn 18
Christie, Brown & Co 45
Clare & Little 2
Clark, W 43
Clawson & Co 2
Computing Scale Co 17
Concord Canning Co 54
Connors Bros 57
Constant, H 48
Cowan Co 45
Cox, J. & G 47
Crothers, W. J 10

D

Davies, Wm., Co 40
Davis Milling Co 3
Dignard, Ltd 45
Dominion Cereal Co 43
Dominion Molasses Co 8
Dominion Register Co 5
Dominion Warehousing Co 2
Downey, W. P 11
Duncan, W. W 36

E

Eastern Canning Co 8
Eby-Blain Limited 3
Edwardsburg Starch outside front cover
Empress Mfg. Co 39
Epps, James & Co 48
Erb, Herman 36
Escott, W. H 48
Estabrooks, T. H 37
Evans, F. G., & Co 36
Ewen, J. W 48
Ewing, S. H., & Sons 16

F

Fearman, F. W., Co 40

G

Gibb, W. A. Co 54
Gillard, W. H., & Co 7
Gillett, E. W., Co., Ltd 43
Goodwillie & Co 8
Gorham, J. W., & Co 2
Gorman, Eckert & Co 12
Gray, Young & Sparling 48
Greek Currant Co 63
Guelph Soap Co 11
Gunns Ltd 40

H

Hamilton Cotton Co 59
Hamilton Stamp & Stencil Co 59
Hatton, D 56
Holland, Rusk Co 19
Hotel Directory 10
H. P. Sauce 7
Huber Account System 18

I

Imperial Extract Co 12
Imperial Tobacco Co 50
Irish Grocer 2
Island Lead Mills Co 59

J

James Dome Black Lead 62
James, F. T., Co 57
Jameson Coffee Co 36
Jenkins Mfg. Co., W. A 44

K

Kemp, Ltd., Geo 44
Kilgour Bros 15

L

Lake of the Woods Milling Co 49
Lakeside Canning Co 17
Lambe, G. W. A 2
Landry, A. C 48
Leonard Bros 55
Lind Brokerage Co 2
Lytle, T. A. Co 15

Mc

MacNab, T. A., & Co 2
McCabe, J. J 52
McDonald, Gordon & Co 60
McDougall, D., & Co 50
McGreegor Specialty Co 15
McIntosh, F. R., & Co 36
McLaren, W. D 10
McLeod & Clarkson 36
MacLaren Imperial Cheese Co inside front cover
McWilliam & Everist 52

M

Magor, Frank outside front cover
Mahiques, Domenech 63
Malcolm, Jno, & Son 40
Marshall, E. A 36
Mathewson's Sons 56
Mathieu, J. L., Co 7
Michigan Show Case Co 59
Midland Vinegar Co 7
Millman, W. H., & Son 2
Minto Bros 21
Montreal Biscuit Co 48
Mooney Biscuit and Candy Co 47
Morse Bros 62
Mott, John P. & Co 46

N

Nagle, H 21
Napanee Canning Co 10
National Licorice Co 5
Nelson, Dale & Co 46
Nicholson & Bain 39
Nickel Plate Stove Polish Co 62
Nishimura, S. T. & Co 13

O

Oakville Basket Co 44
Oakey, John & Sons inside back cover
Old Homestead Canning Co 4

P

Petit, Morley 18
Pickford & Black inside back cover
Poulin, P 62
Pure Gold Mfg. Co 7

R

Richards Pure Soap 44
Robertson, R., & Co 36
Robinson, O. E., & Co 54
Rowat & Co 20
Royal Polishes, Ltd 62
Ryan, Wm. Co 40

S

St. Charles Condensing Co 55
St. Lawrence Sugar Refining Co 19
Salada Tea 23
Sanitary Can Co inside back cover
Scott, David, & Co 60
Sealshipt Oyster System 55
Sherbrooke Cigar Co 51
Smith, E. D 5
Snap Co., Ltd 8
Snowdon, J. Walter 11
Sprague Canning Machinery Co 18
Spratts Limited inside back cover
Stewart, I. C 58
Storage and Transfer Co 10
Stringer, W. B 53

T

Thurston & Braidich 39
Tippet, Arthur P., & Co 1
Toledo Scale Co 18
Toronto Salt Works 48
Truro Condensed Milk Co., Ltd 20
Tuckett, Geo. E., & Son Co 51

V

Vavasseur, J. H., & Co 46
Verret, Stewart Co outside back cover
Victoria Fruit Exchange 36

W

Wagstaffe, Limited 15
Walker Bin and Store Fixture Co 58
Walker, Hugh, & Son 53
Warren, G. C 2
Watson & Truesdale 2
Webb, Saville E 2
Weese, G. Wallace 2
West India Co 36
Wethey, J. H outside back cover
White & Co 53
White Swan Spice & Cereals, Ltd 17
Wilson, W. Harry 36
Wiseman, R. B. & Co 59
Wood, Thomas & Co., Ltd 64
Woodruff & Edwards 59
Woods, Walter, & Co 6

Y

Young, W. F 58

Uses and Abuses of Due Bills for Handling Produce

Bowmanville Grocers Charge Other Merchants 10 per Cent. for Taking Care of Country Produce — Abuses Creeping in Make Regulations Necessary—Checks are Being Used Where They Were Never Intended.

Owing to abuses which have crept into the due bill or check system adopted by Bowmanville merchants in handling farmers' produce, steps are being considered by the Board of Trade of that town to restrict their use. In many ordinary mercantile transactions it appears that the checks or due bills were practically taking the place of currency. As the result of an arrangement with the grocers, exclusive stores which could not conveniently handle produce were the clearing houses for these checks on a ten per cent. discount basis.

In country towns, where there is no open market, the farmer disposes of much of his produce in exchange for goods, and the grocery or general store is usually his chief market. In many places, when the farmer's produce is of greater value than the amount he wishes to trade, the merchant gives him a due bill, instead of cash, for the balance. It is an optional matter with the farmer, but the due bill frequently represents a small percentage premium.

The due bills are generally in the form of a small aluminum check, which states its value on one side, and on the other, the name of the firm issuing it.

Grocer Charged 10 Per Cent.

In a large town such as Bowmanville, there are many exclusive merchants who have no facilities for handling produce. The boot and shoe man, dry goods merchant, clothier, jeweler and druggist, do not want to be bothered with it. An arrangement was made between Bowmanville grocers and the majority of other merchants, whereby the latter agreed to trade out the farmer's due bills at par and, at the end of the month cash them with the respective grocers who charged 10 per cent. discount for the accommodation afforded in taking all of the produce.

Here is how it worked out. A farmer taking butter to the grocer could either receive goods in exchange, cash or due bills representing 10 per cent. advance on regular price. When the cash price of butter is 20 cents, for example, the farmer would receive due bill for 22 cents. Each grocer issues his own due bills, and on the first of each month redeems those that belong to him, deducting in each case the amount of the grocery bill due by the dry goods man or other merchant receiving his checks. If, for example, the other merchant had any one grocer's due bills amounting to $100, and against this was a grocery bill amounting to $20, this would be deducted and the grocer would give cash for balance, less 10 per cent. discount.

The majority of farmers prefer due bills, and it meant something to Bowmanville. In one of the neighboring towns there is a better market for produce and hence, cash prices more attractive to the farmer. The due bills, therefore, have had some influence in holding the country trade for Bowmanville. There were those who claimed that the expense in connection with it, however, was not equally divided. When the farmer went to a clothing store, for instance, where prices were all marked in plain figures, he would plank down, say $20 in due bills for a suit of clothes. At current prices of produce, he was paying $18 for the suit and that amount in cash the merchant received when the grocer reclaimed his checks at the end of the month. One dry goods merchant states that he cashed upwards of $200 in due bills at the end of each month—equivalent to $240 a year in discounts.



Form of due bill or check given in exchange for produce in Bowmanville. They are issued by the grocer or other merchant handling produce, are accepted in payment for goods in stores not wishing to take produce, and are later redeemed by the issuers on a 10 per cent. discount basis.

An Abused System.

After a fair trial some dissatisfaction was found with the system. Abuses began to make their appearance. The original intention was to use the checks solely as a method of dealing with the produce problem, confining them to the merchants who issued them, and in no way to recognize it as a general substitute for currency. Inquiry along King Street, Bowmanville, shows that here and there merchants have been using them in trade with each other, and that they have got into the hands of people who were never entitled to the priviliges which they represented. It is even stated that the checks found their way into the receipts at the dime theatre and that one of the town physicians was tendered due bills for professional services. As the farmer is a close bargainer, a merchant now and then would find himself granting a slight discount and then accept due checks, representing a further reduction. One merchant stated that one or two of his town customers had complained that, while they had to pay cash, the farmer got a discount. He received little sympathy when he explained that while it was one of the problems of business for which he had to pay, the town stood to gain more than it lost.

Grocers Say They Lose.

The grocers have their own opinions in the matter. They state that in some cases, they lose more than 10 per cent. in handling the produce and that, all things being equal, the dry goods merchant and others have the better part of the bargain. Butter represents a considerable item, but they state that it would be decidedly invidious to discriminate on quality. The grocers admit that abuses have crept in, but that proper regulation is necessary. Some of them question the avisability of giving checks. There are farmers, they state, who buy their groceries in the country and trade out the checks in the other store of the town.

A dry goods merchant pointed to one advantage in the system. The checks he said were much more quick'y converted into cash than an account. Experience had taught him, he said, that when some farmers had any amount of cash on hand they hoarded it, banked it, and ran an account with the merchant. The check was preferred to cash on account of the premium and sometimes caused the farmer to buy where otherwise he would wait or do without. This dry goods man said he had no objection to the system provided that it was subject to strict regulations.

At the meeting of the Board of Trade, the majority stood out in favor of restrictions, which would confine the due bills entirely to the merchants who issued them. This is said to be the plan adopted in Oshawa.

Lessening Demand in Oshawa.

A grocer of that town writes The Canadian Grocer as follows:—"Our experience during the past year or two with due bills is that they are gradually being used less than formerly in Oshawa. This is caused, we think, by the demand being greater than the supply and by farmers preferring the cash. In our case, we pay them a cash price if they desire it, or an advance price if they exchange their produce for goods in our own store."

The Value of Convincing Talks in Advertising

Things That the Grocer Should Take Into Consideration When Preparing Copy—Comparisons Made Between Ads. and Suggestions for Improvements.

Every newspaper one picks up nowa-days contains several advertisements of retail grocers. Particularly is this the case when the Christmas holiday season is not far distant and newspapers issued in December usually carry a good many grocery ads.

If, therefore, you are advertising your goods, store and name, be sure to make the best possible use of the space you buy in the local paper. Judicious and careful handling of it with regard to the goods you desire most to sell and the writing of copy that will bring results are necessary. A great many grocers buy space, but use it so poorly that they do not receive the results anticipated. Much depends on the talk—it is what you say to the prospective buyer that brings her to the store.

Consider the advertisement of Forsyth Jr., Dartmouth, N.S. This is represented by a two-column cut showing the ad. reduced from a half newspaper page size. That is one good feature of it, for the greater the space the better can the store news be set forth.



GROCERY SPECIALS

Choice new Table Raisins Choice new Valencia Raisins
" " Seeded " " " Vastizza "
" " Table Figs, Cooking Figs, Florida Grape Fruit, Cranberries, California Tokay Grapes; Choice Honey in 1 lb. sections, large consignment of Manzanilla and Queen Olives, stuffed and plain, at low prices; French Cherries in Marasquin.

REEKS & COMPANY
Corner Talbot and Elgin.

N. B.—Connecticut Seal Shipt Oysters.

No. 1 Reeks & Company—As This Ad. Appeared in the Newspaper, it Was 4½" x 3" in Dimensions.

The neat appearance of it is another commendable feature. It is symmetrical and not overdone by large display type. The phrasing, too, is interesting as illustrated by the lines: "Mary had a little Lamb, it's fleece was white as snow. These are two well known lines—so are Mott's Pure Breakfast Cocoa and Forsyth Jr's. Famous 30-Cent Tea." Apart from that every paragraph tells something that will be of benefit to the housewife. They tend to attract her to the store to get the goods they describe. Then there are prices attached to every article which makes the whole ad. all the more valuable. The phrase at the bottom: "The man who makes good his ads." is convincing and hence strengthens the impression made upon the reader. She is confident of getting just what is said she will receive.

Considerable difference will be observed between the Forsyth ad. and that of No. 1 Reeks & Company. The latter mentions a number of articles which the grocers have in stock, but does not say much about them. The buying public usually knows that a grocery store contains raisins, figs, grape fruit, etc., but it wants some reasons why it should purchase from a certain store. Therefore it is always best to so word advertisements that the reader will be seized with a desire to buy the articles described.

No. 2 Reeks & Company ad. is a suggestion on how No. 1 might be improved. The naming of prices to the consumer is always preferable, as experienced advertisers will say.



- FORSYTH JR'S. STORE NEWS. -

Howards Self Raising Flour

Cranberries

Per qt 8c.

Foxberries

Per qt 10c

Smoked Fish

Haddies 8c a pound
Kippers 7c pair

Cheese

Try a lb. 18c

Rolled Oats

Rolled Wheat

Per lb 5c.

Flour

Barrels $6.25
Bags $3, $1.60 and 50c

"Mary had a little Lamb
It's fleece was white as snow."

Mott's Pure Breakfast Cocoa
AND
Forsyth Jr's. Famous 30c Tea.

Mott's

Tea.

Forsyth Jr's. Famous 30c Tea

FOR TWO WEEKS

CASH ONLY. Don't miss this offer. Saving to you 15c

Pickled Herrings

Coffee

35 and 40c a pound

Toilet Soaps

Evaporated Pears.

2 pounds 25c

ONIONS

Lamps

$1.00 to $2.50 all good values.

Gold Dust Meal

Per lb. 4c

Sausage

Per lb 15c.

Try this recipe for Nut Bread
It is a good one

Molasses

Per quart 15c

FORSYTH JR., THE MAN WHO MAKES GOOD HIS ADS.

A Well Written Ad. Reduced From Half Page Newspaper Size.

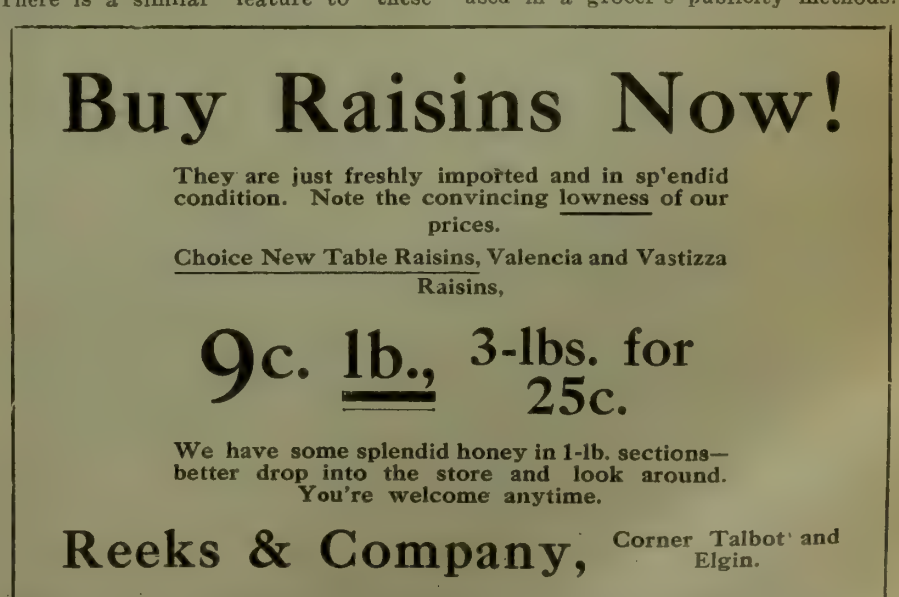
STALE AND WORTHLESS ADS.

Necessity of Presenting Something Different to the Reader is Emphasized by Harry Theobald.

There are two branches of advertising used by grocers which require careful attention to effect the value they are supposed to bring. One is newspaper advertising the other is window dressing.

There is a similar feature to these two methods of calling the public's attention to your goods and that is variety or change. A prominent newspaper manager stated to a merchant a few days ago that it was desirable from the paper's standpoint that advertisements should be frequently changed. The eye of the average reader spots at a glance something that appeared in the issue of the preceding day and if an ad. is left for some time without any variation of the matter, it goes by unnoticed.

The newspaper manager knows the public he is catering to better than the advertiser, and the latter should be quick to appreciate that an ads.' value lies in its power of drawing the reader's attention. The manner in which the ad. is prepared is an important detail, but it is not in the same class as the fundamental principle that an ad. becomes stale and worthless when the same old words: "We carry an up-to-date line of ..ects." appears from day to day. This is a matter that the grocer who is using printer's ink should never overlook. Changing his window display is identical from its advertising value, and both are important methods used in a grocer's publicity methods.



Buy Raisins Now!

They are just freshly imported and in sp'endid condition. Note the convincing lowness of our prices.

Choice New Table Raisins, Valencia and Vastizza Raisins,

9c. lb., 3-lbs. for 25c.

We have some splendid honey in 1-lb. sections—better drop into the store and look around. You're welcome anytime.

Reeks & Company, Corner Talbot and Elgin.

No. 2 Reeks & Company Ad.—This is Just a Suggestion by the Ad. Critics on How No. 1 Might be Improved to Bring Better Results.

Practical Methods Used in Retail Grocery Stores

How Village Merchants United to Kill Mail-Order Trade — Vancouver Merchant's Method in Selling off Old Goods — Attachment to Funnel Aids in Pouring Vinegar—A Geographical Dried Fruit and Sugar Window.

Killed Mail-Order Competition.

Perth, Ont., Dec. 8.—A traveler is responsible for the following:—Some time ago the merchants of the village of Eganville found that quite a lot of business that should rightly be theirs was going to Toronto's departmental stores "cash with order." The merchants being friendly, got together, considered the matter and secured a man to find out just who in their community were receiving their goods from Toronto. This gentleman got to work and a list of names was secured.

The merchants each received a copy of this list and had among themselves an understanding that when any person on the roll asked for credit, they should be refused and told that as departmental stores had been receiving their cash business they should ask them for credit.

It is claimed that results have justified the above action, that customers have come to see that the local merchants offer real advantages to local trade. They have given the matter some thought, and at present very little that can be bought at home is sent away for.

Stocking the Store Front.

Ormstown, Que., Dec. 3.—A valuable system is in use in the store of A. Bastien, to facilitate sales of any overstocked or perishable lines. According to Mr. Bastien all that is necessary is to have the front of the store stocked only with those goods, having those farthest forward which it is most desirable to sell first. He claims that any line of goods can be quickly disposed of in this way.

Selling off Old Goods.

Vancouver, B.C., Dec. 7.—"It's easy enough to keep busy when things are coming one's way," remarked a shop keeper to The Grocer, the other day, "but the point is to keep going on the dull days. These always come once in a while, and then it is that we take a look over the goods in the store, segregate old stock, and pick out something that might go as bargains. The old stock is 'played up,' that is put on display, either in the window for a short time, but generally on a table inside, and marked at a good clearing price. The other goods are first-class, and knowing our customers we ring up those on the telephone, who, we think, would be most interested, offering them at a very silght reduction. The line selected is a good one, but for some reason has been going slow, and the price quoted is not such as to kill profits, being just a little cheaper than ordinary. It may be argued that in this way customers are stocked up, but we find that we lose little, and moreover the customer, buying at a better price, uses more freely. It not only means, therefore, that business comes quicker, but it clears out a line that is apt to stand on the shelves. We find it pays to have a change to attract a customer's attention, when in the store, and there's nothing better than new goods."

Fills Vessel More Quickly.

Perth, Ont., Dec. 8.—A merchant has a simple and not costly device to assist him in pouring vinegar through a funnel into a vessel. He fastens a small strip of wood to the outside of the funnel, which keeps it from pressing to tightly against the neck of the vessel being filled. This allows the air to escape freely and the jar to be more quickly filled.

Children Should Receive Consideration

St. Johns, Que., Dec. 8.—"In my store children receive fully as much consideration as their parents," said R. Goold, one of the progressive local retailers. "I figure this way: If a child is given some inferior article, or is made to wait until everyone else is served, though they came in after she did, you are sure to hear from it sooner or later. In all probability you will hear that her mother is trading elsewhere."

A Clerk Who Studied Geography.

Peterboro, Ont., Dec. 8. — Peterboro grocers have been making a specialty of advertising dried fruit just now, and many creditable displays are to be found in different windows. with the coming of the mince-meat pie, and Christmas cake season, the demand for raisins, currants, peel, etc., reaches a maximum, and the grocers are not slow in taking advantage of that fact. Among the smaller stores, J. C. Tully, has a neat and attractive display and further uptown P. Connal & Son have a "fruit" window that is neat and tasty. A good idea has been struck by Walter Fitzgerald, who has in charge the windows of White & Gillespie. He has used a floor of raisins and currants and has outlined with lump sugar the boundary of Ontario, with Peterboro located by a small lump and a little banner, with the name of the city. An artistic show card has the words, "We lead the Province." The window is attractive and the design has been effected carefully, and in good taste.

Dealt Fairly With the Public.

Brockville, Ont., Dec. 8.—Allan Cameron, who two weeks ago sold his grocery stock and retired from mercantile life, closed a career of forty-five years behind the counter. thirty-five of which were spent in Brockville and ten in New York City. Mr. Cameron's first venture in Brockville was in the boot and shoe business on the corner of King and Buell Streets, which he sold to D. W. Downey. He was in the stand five years, when he returned to New York for a similar period. Coming back to Brockville he went into the store he has just vacated, remaining there twenty-six years. In all his dealings with the public Mr. Cameron enjoyed the respect of everyone.

Thirty-five Feet of Show Window.

Peterboro, Ont., Dec. 8.—The importance of window displays is realized by R. C. Braund, who during the past few weeks has torn out thirty-six feet of the wall on the north side of his store and has replaced the two small windows with one entire length of plate glass Five large plate glass windows were required, and the store now has as fine a show window as will be found in any of the largest stores in the centre of the city. The windows will be provided with a suitable background for the displaying of goods, and as Mr. Braund carries a heavy and varied stock, he felt that the advertising the window will afford will soon pay for itself. It is also attractive, and when suitably decorated will give the building an appearance that will prove a good drawing card. Suggestion to the passerby has always been one of Mr. Braund's favorite methods of reaching the people. Although situated away from the centre of the city, there is considerable traffic past his establishment, and previously he made a practice of using small bill boards on which he would announce a special sale of some particular line of goods. One day it would be sugar, another soap, and so on, and no one could hardly go by the store without noticing these advertisements. He will now have about thirty-five feet of show window in which he can have ample scope to display his goods.

Bell Bros. are opening the store in Elora, Ont., formerly occupied by Wm. Campbell.

E. F. Mitchell, who has been salesman for Geo. Burfoot on Bloor Street, Toronto, for over 10 years has opened a new grocery store at 1556 Queen Street West.

Flat Rate Business Taxation System Recommended

Manitoba Business Men Again Discuss Extra-Provincial Corporations Act—Provincial Government Awaiting Their Decision—Whole Matter Turned Over to Board of Trade.

Staff Correspondence.

Winnipeg, Dec. 8.—Following the verbal agreement between the committee, which had been dealing with the Extra Provincial Corporations Act, and the provincial government to the effect that the act would not be enforced until the government again heard from the committee, the solicitor engaged by the local business men began at once to draft a letter outlining the various grievances and suggesting changes in the legislation.

It was the purpose of the committee to have this letter forwarded on to the government as soon as they could have it sanctioned by the general body from which the committee was appointed. Accordingly a general meeting was called on November 30. Instead, however, of the body endorsing the letter, the men present plunged into a long and spirited discussion over the various clauses of the Act. This fact did not demonstrate that the letter, which was in reality the report of the committee, was not satisfactory, but it did demonstrate that there were a great number present who were not familiar with the Act and were not aware of its far-reaching effect.

The Real Opposition.

Those, however, who had familiarized themselves with the situation enlarged upon a phase of the Act which is a basis, perhaps, for the whole feeling of opposition. This was the system of taxation which the government, according to the Act, intended to bring into operation. The Act states clearly that the taxation would be according to the capital stock of the outside company. This would simply drive away the business which is at present being done by large capitalized companies.

As one speaker, who represents a London firm, capitalized at £20,000,000, said, it would be absurd that his company would continue to do business here for a few hundred dollars per year.

The fact also that the solicitor's letter presented by the committee did not deal with this matter, had the tendency to create a widespread interest in the matter of the basis of taxation.

R. H. Bryce, a dry goods commission merchant, spoke strongly in favor of a system of taxation according to the amount of business the company does in the province. Mr. Bryce, however, did not suggest any method by which the government could get at each company's list of sales in the province. In case this was done each company would have to submit an annual report stating definitely the volume of the business transacted, and this, few companies would care to do. In any case the government could easily be defrauded.

A Flat Rate Proposition.

J. B. Nicholson, a grocery commission merchant, brought forth another system as a basis of taxation. His proposal was a flat-rate scheme such as that in operation in British Columbia. Mr. Nicholson did not stipulate any amount, but he suggested that a tax of $150 yearly might satisfy all companies doing business within the province, and also the government, if the matter was urged upon them.

This was put into a form of a motion by Mr. Nicholson and finally seconded and carried, that the committee's letter be approved and the government approached regarding a flat rate system in addition to the contents of the letter. The meeting then adjourned.

In Hands of Board of Trade.

On December 3rd another general meeting of the Brokers' Association, the Grain Exchange, and the Board of Trade was held for the purpose of delegating a specified body to take up the matter of presenting the petitions passed at the previous meeting, to the Government. Chairman J. B. Nicholson suggested that the Board of Trade should be given the matter entirely as many members of that board were already interested in the question.

It was argued, however, that should the Board of Trade be given the matter to deal with they should not be limited to carry out the motion passed at the previous meeting, namely that the former committee's letter be approved and forwarded to the government.

It was carried unaminously that the Board of Trade be given charge of the whole matter and deal with the Act as it stands and that the letter and all previous suggestions serve that body as information only.

SELLING EXTRA GOODS.

London, Eng., Nov. 30.—(Staff Correspondence)—A new and convenient aid to selling has been devised by a London (England) retail grocer, who finds that his trade in Christmas fruits is benefited considerably as a result. He has made up a shallow box or tray, divided into numerous compartments about three inches square, every division containing a fair sample of each grade of raisins, currants, etc., he has on hand, as well as spices, peels, etc., commonly used in pudding, mince meat, etc. He is thus able to show a customer in a moment, without trouble, not only what she may have enquired for, but also the various other ingredients she is likely to need during the Christmas season.

This method would seem to be a great success as compared with the usual form of bringing forward a scoopfull of the fruit under inspection, and there is considerably less waste. Besides this, a comparison of values is made easier. Of course, the customer will have confidence in her retailer if she is willing to buy from sample. Altogether, the little plan works well and might profitably be applied in other lines of goods.

PERSONAL NOTES.

A. P. Tippet, Montreal, of A. P. Tippet & Co., was in Toronto during the week. While there he made a friendly visit to the office of The Canadian Grocer.

Archdale Wilson, Hamilton, Ont., manufacturer of fly-pads, accompanied by his family, intends spending the winter in the south of England. He expects to return to Hamilton before March 1st next.

J. Dunfee, who has successfully conducted a grocery business in Port Hope, Ont., for many years, has started out on the road for Eby, Blain, Limited, Toronto. His territory lies between Oshawa and Lindsay. Mr. Dunfee is succeeded in Port Hope by Harold E. Martin.

ANOTHER OLD STORE.



Although the above old store does not equal in age some of the others published, it is nevertheless pretty old when the time of settlement of the vicinity in which it is located is taken into consideration. The proprietors are The A. Ronald Co., Minesing, Ont., (Simcoe County). The photograph as here represented was taken of the store as it appeared when built in 1870 by the grandparents of A. Ronald, who came to Canada from Scotland five years before. The store has been in constant use ever since, and is now being operated by the third generation. It has been enlarged since then by an addition to the front and a warehouse for oils, also flour and feed at the side.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - PRESIDENT

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PUBLISHED EVERY FRIDAY

DRAWING UP FOOD STANDARDS.

It is not at all probable that the new Food Standards for Canada will all come into effect at any early date. Manufacturers would necessarily be much inconvenienced if this should occur, as many of them would lose heavily by the expense of labels and possible failure of filling orders for future delivery.

During the week several manufacturers have been in Ottawa consulting the Chief Analyst regarding the Food Standards. The department is busily engaged working on the standards, but they are taking them up section by section. At the present standards for the milk products are under the eye of the analyst, and these will in all probability be decided upon some time in January. Following them, wines and liquors will come up, and so on to the finish. It will be a year or more before all the standards are drawn up, and manufacturer will no doubt be given plenty of time to work off their labels and fulfill their contracts.

It must not be supposed that a new law has to be passed by the Canadian parliament. When standards have been decided upon, the authorities will be in a position to enforce the present law relating to food adulteration, etc., as they will then be in a position to know exactly when a food doesn't measure up to the requirements.

A Canadian daily newspaper announced the other day that the Food Standards would be ready by January, but this information was, of course, erroneous. Only one section of it is likely to be finished by that time.

The Inland Revenue Department appears to be moving cautiously. It realizes that there is a great deal of thin ice about and is keeping its eyes open. It is trying to avoid the experience of the United States, where the new pure food laws have created so much trouble among the trade.

The Department realizes that the questions involved should not be left wholly to the permanent officials for solution and consequently it has sought and obtained the co-operation of the men in the trade who are directly interested and competent to advise.

It does not follow that the Department will be wholly guided by what the manufacturers of food products may suggest, but it does indicate a disposition to secure the co-operation of practical men. Before the new regulations are put into force a draft will be submitted to those interested for further consideration and advice.

It is understood to be the intention of the Government only to deal at present with those food products which are not concerned with so-called poisonous ingredients, such as various kinds of preservatives. This was the rock which the authorities in the United States ran up against and naturally the Canadian Government desires to avoid a like experience.

It is to be hoped that the Department, in drawing up its new regulations, will not overlook the interests of the vast body of retailers throughout the country who are the distributers to the consumers of the various food products. They should be consulted.

NO AMALGAMATION YET.

There is as yet nothing definite in the independent canners' amalgamation proposition. The matter is still in abeyance and will be for two or three weeks at least.

Garnet P. Grant, Montreal, who is one of the chief promoters of the project, when asked by The Canadian Grocer this week what the situation was, stated that as yet there was nothing to report. He was going out west for a few weeks and until his return could not give any information, but anticipated something happening about the beginning of the year.

Further enquiries by The Grocer bear out what was stated last week. Some of the independents approached claim that the terms of amalgamation are not satisfactory to them. The idea of allowing the promoters to place values on their plants does not meet with their approval and as well they do not care to take stock in the new concern to the value of their establishments and properties and take chances on other management making the venture a paying success.

One canner said that he had been sent the proposed terms of amalgamation but that his firm had not even considered them because they were not at all satisfactory. This seems to be the general situation and unless matters take a different turn, an amalgamation is not the probable outcome of the present proposition.

PROPOSED VINEGAR MERGER.

During the past few days there has been great activity among Montreal vinegar men. Two meetings were held at the Windsor Hotel to discuss plans for the merger to which The Grocer has referred in a previous issue.

The first intention was to have purely a selling agreement among all the manufacturers, but some have proved hard to handle and the probability now is that only the larger concerns will be in the by them that there is at present not a different basis from what was originally intended. The plan and names of the concerns are still a seccret but will be published shortly.

The men who met in Montreal claim to represent almost half the vinegar production of this country. It is claimed by them that there is at present not a living margin in pure vinegar and that something of this kind must take place soon.

This is the fourth attempt to organize in the past twenty years. The other three were incomplete and not properly handled, so proved failures.

Ontario men interested in vinegar, maintain that the merger has been advanced to place the market, so far as Quebec is concerned, on a better basis, as price cutting had been prevalent there. Toronto jobbers are selling white wine vinegar to the retail trade at 23 cents per Imperial gallon and are fairly well satisfied, although their percentage of profit is not large.

The amalgamation is not likely to be completed for a couple of weeks, and if it is, the tendency will be to firm up prices.

GOOD NEWS FOR TRAVELERS.

Commercial travelers will no doubt be gratified at the announcement of Hon. Mr. Hanna, the Ontario Provincial Secretary, that hotels throughout that province are to be standardised.

If there is one thing which tends to make the life of the commercial traveler miserable it is the condition of many of the hotels in which he is compelled to live. Accommodation in many instances, scarcely deserves the name while sanitary conditions are often vile.

Mr. Hanna says that standardization will be complete by the end of the year

and that hotel keepers who do not keep their houses up to the standard will be deprived of their license.

It is to be hoped that the Provincial Secretary will see that the instructions are carried out to the letter of the law. The task will be by no means easy, judging from the indifference which has often characterized hotel keepers in the past in regard to government regulations. The situation demands drastic treatment, and strong and prompt enforcement of the regulations. There must be no winking at infractions of the law. Unfortunately this has been the weakness in the past. It has not been the absence of regulations. It has been the weakness of officials. Possibly stronger regulations may produce stronger officials.

As Mr. Hanna is a man of forceful character we may confidently expect that he will put some of the same qualities into his inspectors.

Commercial travelers can themselves materially assist in the enforcement of the regulations by reporting to the Department any infraction thereof. Their health as well as their comfort demand they should do so.

ADULTERATED BUTTER.

Dr. J. J. McCarrey, chief of the food inspection department of Montreal, has just seized large quantities of adulterated butter. The adulteration consisted in adding sufficient milk to the butter to enable butter costing 24 cents per pound to be sold for 22 cents with a larger margin of profit.

Seven alleged guilty parties are known and there seems to be little doubt that many more are engaged in the business.

It has not as yet been discovered how the butter was obtained, but it is a well known fact that there are machines in the market which are advertised to make two pounds of butter from one pound of butter and a pint of milk.

The present law, passed in 1902 says that butter must contain not more than 16 per cent. of water. The butter seized contained as high as 35 per cent. Of course there was no harmful adulterant introduced so it seems likely that the grocers concerned will be let off with a warning and the seizure of the butter. Some of the wholesalers talk of taking the case up and investigating, but nothing as yet has been done.

CLASSIFY PROFITS AND LOSSES.

Failure to classify profits and losses according to the various departments of a retail business is often responsible for a smaller net balance at the end of the year than might otherwise be secured. Such a classification need not be very elaborate, but it should be carefully planned and accurately carried out.

An exchange instances the case of a general merchant who, in addition to a general line of grocery goods, is carrying more or less in the way of agricultural implements, housefurnishings, sporting goods, and a line of paints and varnishes. Unless he has adopted a system of properly departmentising his accounts, he cannot tell for the life of him what percentage of his profits has come from each of these kinds of goods. In fact, he may be actually losing money on one department and making an excellent percentage on another.

Merchants whose books are kept in such a way as to show the profits or losses from each branch of their business know what a satisfaction such figures are. If it is known that the hardware and paint department is proving profitable, for instance, the suggestion that it pays to push these goods is naturally followed by more sales and bigger profits another year. It may be that the merchant could make some sort of a rough guess at these profits without the figures; but there is much greater satisfaction and safety in knowledge.

It isn't necessary that a merchant should be an expert bookkeeper to departmentise his accounts. If he doesn't care to work out a system himself, a few dollars spent for a set of books especially planned for retail merchants' accounts would be an excellent expenditure; and the time required to keep these books, once a start is made, would probably prove to be little or no more than that formerly spent in puzzling over less up-to-date forms of accounts.

AGAINST INSURANCE LEGISLATION.

The Committee of Insurance Premium Payers of Canada, with John A. Gunn, Montreal, as honorary secretary and H. G. Meir as secretary, have issued a neat booklet on "The Insurance Act," setting forth among other things the claims of companies organized under the name of The All Canada Fire Insurance Federation and the views of the Premium Payers respecting the provisions of the Insurance Act as affecting their varied interests. This matter was referred to in The Grocer of Nov. 26th, when business men were urged to write their representative in the House of Commons requesting him to use his influence against the passing of the proposed legislation. It is to be hoped that many have done this, as the passing of such legislation will tend to the raising of fire insurance rates in Canada.

NO CHANCE FOR MAIL ORDERS.

If all merchants throughout the country used the same aggressive methods to keep the trade in their home towns and villages as does Thos. Mulcahy of Orillia, Ont., the large catalogue houses wouldn't have a great deal to do outside the places in which they are located.

Mr. Mulcahy issues regularly a large circular setting forth his general store news in detail and giving convincing talks. A copy of the latest issue has reached the office of The Canadian Grocer, and in it the proprietor has placed particular emphasis on the "shop early" idea so much in evidence around Christmas times.

The circular is headed: "The Big Store With The Big Christmas Stock," and the introductory paragraph reads as follows:

"Take time by the forelock—plan a few weeks ahead by turning your thoughts Christmasward. All is in readiness throughout every department of our big store. Never were we so well prepared for big Christmas selling. Never have we bought so largely and so well—buying which was planned and done months ago in the greatest marvets of Great Britain, Europe and Canada.

"Stocks and assortments are now at their best. Now is the Golden Time to Buy. Every line is complete, and the early buyers have the benefit of an immense variety to choose from of good, useful things which make very acceptable and practical gifts.

"Shop now and avoid the crush and hurry of the last week."

This talk is followed by four large pages setting forth goods and their prices and specific reasons why they will be suitable as Christmas gifts or for Christmas use. For instance, under the heading "Give the Boys Hockey Boots" it says: "No gift one can think of will please the boys more than a pair of hockey boots. We have a splendid assortment of the best makes."

Such advertising as this is what gives ideas to the readers. There is no doubt in the world that the Mulcahy store will dispose of a good many pairs of skates through that one little ad. in the circular and there are a hundred other similar suggestions which must bring sales.

No mail-order house can expect to do business in the face of such advertising, and the sooner merchants learn this the better will it be for the general trade of the country.

Concerning the Retail Salesman and His Work

The Value to Salesmen of Rem embering Names of Customers—Why it is Appreciated by Them—Flattery Goes a Long Way in Interesting Them in the Store in Which You are Employed.

By A. K. McRae.

Salesmen in the store should realize more than they do the advantages of remembering names of customers. This is a qualification that should be developed if not already an accomplishment, as it frequently is the means of gaining new customers.

For instance if a lady enters for the first time, the store in which you are an employe and requests you to send an article to her address, make it a point to remember that name and if possible the address. The next occasion, when she calls, she will recognize the interest you show and feel quite flattered. The probability is that you gain a new customer for the store and although you may not be aware of it at the time, you may later discover that she appreciated your thoughtfulness and service.

Most people feel flattered when they see their names appearing in the public newspaper—so long as no scandals, etc., are connected with them—and they always want to see them spelled correctly. This applies to customers coming into the store as well. They appreciate first of all the fact that you haven't forgotten their names, but they do not like it if you pronounce or spell them wrongly. A little care and attention to this matter will have beneficial results.

The "Just as Good" Phrase.

The salesman who familiarizes himself with the names of customers and greets them in a friendly but unobstrusive way will not go far wrong. Never ask a customer bluntly what his name is. Play no favorites. The salesman who drops one customer to take up another because the latter is one that he calls his own is not building a business for

Look the customer straight in the eye when you address him. Show him that he is your sole concern for the time being.

Be most careful about trying to persuade a customer to take something in place of that for which he inquires. A customer asking for something not in stock should never be told in so many words that there is a substitute "just as good." Cut out that phrase. Earnestly recommend as possibly acceptable whatever you think will satisfy, but leave the impression always that the customer better knows what he wants than you do.

The salesman who has the initiative to beat out a new path in the field of salesmanship is the man who will be the manager later.

Some salesmen will take suggestions from a customer more readily than from their employer. You should guard against this.

There is a sentiment in business, and the salesman who realizes this fact in impressing himself upon the buyer will always have an advantage over any competitor who does not.

A strong point to cultivate is to take real interest in the welfare of your customer and the place in which he is located.

If you are permitted to participate in the social life of a customer, don't overdo it.

Buyers are always laying pitfalls for the salesman. If you happen to catch on before you fall, don't make any point against him from it.

A salesman is often placed in a position where he is compelled to talk against time. Make this conversation as entertaining and instructive as possible, if you wish to retain the buyers confidence.

LICENSE FEE AT $200.

This is Likely to be Passed Against the Pedlar by Montreal City Council.

Montreal, Dec. 4.—The regular monthly meeting of the Retail Grocers' Association was held in their offices, 270 St. Catherine St., Montreal, Thursday evening, Dec. 2. Officers present were: J. A. Dore, president; J. D. Boileau, 1st vice-president; J. I. Lussier, 2nd vice-president; A. Laniel, treasurer, and A. Sarrazin, secretary. About 35 members attended.

Letters from four of the city hospitals were read asking for a subscription. Each was voted $10.

A report of the last picnic finances was read by the treasurer, showing that a net profit of about $423 was made. The report was heartily cheered by the members present.

The feature of the meeting came in the speech of the president, Mr. Dore, who referred to the fact that the by-law to raise the peddlars' license fee to $200 was to come before the city council on Monday night for the second reading. He said it was of vital importance to all members to be present at this reading, as upon it depended the final outcome of the whole matter. Furthermore the prospects were very bright for a successful ending, as a majority of the council had expressed themselves as favoring it.

Before the meeting a delegation from the pedlars' association had called on the R.G.A. officials to see if some amendments could not be inserted in the measure. No satisfaction was given them, however, as it seemed a certainty that the measure would go through as the grocers wished without any compromise.

It was decided to hold a euchre at the Auditorium on the 13th of January, for which the tickets were to be $1 each, with a limit of 600 tickets to be sold. Committees were appointed to look after this affair, the chairmen of which are as follows: J. A. Dore, chairman of the general committee; J. I. Lussier, chairman of the euchre committee; A. Laurendeau, chairman of the dance committee; A. Laniel, chairman of the banquet committee; J. D. Boileau, chairman of the reception committee; A. Sarrazin, chairman of the finance committee.

A treasurer's report was read as to how many of the members had already paid their dues. It showed that about 150 had paid under the new $5 rate, which was more than had paid at the same time last year under the old $2 rate. It is thought that there will be no more trouble than usual in collecting the remainder.

RAISING PEDLAR'S TAX.

Montreal, Dec 8.—(Special).—A by-law to raise the tax on street vendors from $50 to $200, passed its second reading before the city council Montreal, Monday afternoon, Dec. 6. It only lost a motion for the third reading by a few votes. There seems to be little doubt that it will pass when brought up again.

A circular was sent out to every member by the Retail Grocers' Association, asking all who could to be present at this council meeting. It was hoped that the effect of so many interested grocers would have considerable weight with the members of the council.

A letter from the pedlars' association was read offering to compromise at $100, but though a motion was brought up by Ald. Lesperance to this effect, it lost by a considerable majority. The final vote was 25 to 18 in favor of the by-law.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

MacLaren Imperial Cheese Co., Ltd., have received from the first prize English dairies a shipment of the very finest English stiltons, well aged and matured, and of excellent quality for Christmas trade.

Snowdon & Ebbitt, Montreal, who have for many years looked after the interests of Rowat & Co., Glasgow, in Ontario and Quebec, for pickles and olives, will in future have charge of the sale of Paterson's Worcester Sauce, too. This line is now being manufactured by Rowat & Co., who purchased the recipe and good.will from the originators of the sauce.

The "Salada" Tea Co. have hit upon a novel and unique suggestion to the puzzled Christmas gift-giver. They offer (through advertisements appearing in the daily press throughout Ontario) to send 5, 10 or 20 pounds of "Salada" Tea in original cases, upon receipt of the price and the name of their grocer, express charges to be prepaid. As requests come in they will credit the account of the grocer whose name is given with the regular profit. They ask the co-operation of the trade in drawing the attention of their customers to this suggestion. They claim that not only will the gift be appreciated three times a day as long as it lasts by the recipient, but in some cases it will serve to take business away from the peddler.

The Markets—Canned Tomatoes Likely to Advance

Inside Information Indicates this to be the Tendency — Other Canned Vegetables High—No Change Anticipated in Sugar Market in Near Future—Heavy Demand for Dried Fruits, Nuts and Peel — Evaporated Apple Prices Easier.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—firm.
Coffee—firm and rising.
Walnuts—very scarce.
Canned Vegetables—firm.

Montreal, Dec. 9, 1909.

Christmas trade is now in full swing, and all dealers report good volume of business. In fact from all reports this year will equal, if not surpass any recent year. Some few lines report a falling off, but the general feeling is firm, with a tendency toward higher prices.

Sugar is expected to remain firm for some time to come in spite of a lower market in New York for refined. Dealers say it is due to competition only, as raws are high, and rising.

Syrups are in better demand than has been looked for, as trade had been falling off for some time. Molasses have their usual good trade.

There promises to be a shortage of high grade teas in the near future, as retailers report their stocks insufficient, and wholesalers have little available for them. Consumption seems to be on the increase.

Walnuts are scarce and of poor grade this year, thus stimulating the demand for shelled goods.

Canned fruits are showing decided weakness, while on the other hand vegetables are firm with a higher tendency.

Reports generally are good, and the dealer who isn't making money had better look into the conditions existing in his own store to find the cause.

SUGAR—The sugar situation this week is one of considerable interest, owing to the varying conditions in different sections. In Winnipeg prices have been raised to correspond with the all-rail freight which now has to be paid. In New York prices are from 5 to 10 cents lower, because of competition, in spite of the fact that raws are on the up grade with little indication of a weakening. Here prices are firm at last quotations, with no immediate prospect of a change either way. If anything the tendency is for higher prices.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs	5 50
" " " 50 lbs	5 60
" " " 25 lbs	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 40
" 100 lb. boxes	5 50
" 50 lb. "	5 60
" 25 lb. "	5 80
" 5 lb. cartons, each	0 37½
Extra ground, bbls	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—For this time of year both molasses and syrups are having an exceptional sale. Syrups show the greatest increase, as they were in very slight demand a short time ago, while now retailers all seem to be stocking up. Molasses has had a steady and constant demand for some time past. Prices are steady.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 27	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03½
" ½-bbls	....	0 03½
" ¼-bbls	....	0 03½
" 38½-lb. pails	....	1 80
" 25-lb. pails	....	1 30
Cases, 2-lb. tins, 2 doz. per case	....	2 50
" 5-lb. " 1 doz. "	....	2 85
" 10-lb. " ½ doz. "	....	2 75
" 20-lb. " ¼ doz. "	....	2 70

TEA—Japan teas are having a greatly increased sale of late. Dealers report a shortage in some lines, combined with a greatly increased demand. Other lines are firm, with little stock on hand, and not much activity. Prices are unchanged.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—Coffee is firm in all lines, particularly Rio and Santos. Sales are good, and the situation looks promising for future business. The one fear is that the quantity for free export of these two lines will be all used up by the end of January. If such is the case there will be quite a rise in price.

Mocha	0 18½	0 25
Rio, No. 7	0 10	0 12
Santos	0 14	0 17
Maracaibo	0 15	0 18

SPICES—All lines show decided firmness, particularly peppers and nutmeg. It is thought by dealers here that the government will not be in a position to take definite action regarding whole Food Standards inside of a year at the least. In case this is so, manufacturers will have time to dispose of present stocks and prepare for the new conditions, which will undoubtedly mean higher prices.

	Per lb.	
Allspice	0 13	0 18
Cinnamon, ground	0 15	0 19
" whole	0 16	0 18
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Mace	....	0 75
Nutmegs	0 30	0 60
Peppers, black	0 16	0 22
" white	0 22	0 29

BEANS AND PEAS—Sales of beans have been heavy lately, and this in spite of continued firmness in price. Dealers pronounce the situation the best for some years. Peas have only had a fair sale, and show a little weakness. No changes in price have been reported as yet, however.

Ontario prime pea beans, bushel	1 85
Peas, boiling, bag	2 50

EVAPORATED APPLES—Eating apples are plentiful as yet and this has kept down the demand for the evaporated goods to a considerable extent. There are also some of the cheaper lines of fall goods in the market. Trade, therefore, has not come up to expectations. Prices are steady, and no advance is looked for until after New Year's at least.

Evaporated apples, prime	0 09½	0 09½

DRIED FRUITS—Currants seem to be having a heavy trade for this time of year. It is usually pretty heavy just before Christmas, but this season seems to be better than the average. Figs are in good demand while dates seem to be somewhat dull. Other lines are brisk as usual at this time of year.

Currants, fine filiatras, per lb., not cleaned	....	0 05½
" " cleaned	....	0 06½
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, old, per lb	0 04	0 04½
" new, per lb	....	0 05
Sairs, old, per lb	....	0 04½
" new, per lb	....	0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins	....	0 06
California, choice seeded, 1-lb. pkgs	....	0 07½
" fancy seeded, 1-lb. pkgs	....	0 09
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 10
Valencia, fine off stalk, per lb	....	0 05
" select, per lb	....	0 05½
" 4-crown layers, per lb	....	0 06

NUTS—Shelled walnuts are in great demand. This is probably owing to the generally poor quality of this year's crop. Under such conditions people would rather see what they are buying. Stocks do not seem to be large enough to fill a continued demand of present proportions. Reports from New York indicate a strong market there, with prospects of shortages particularly evident in all lines of walnuts. Prices are firm and unchanged.

In shell—		
Filberts, Sicily, per lb	....	0 12
" Barcelona, per lb	....	0 10½
Tarragona Almonds, per lb	0 11½	0 12½
Walnuts, Grenobles, per lb	0 13	0 15
" Marbots, per lb	....	0 12½
" Cornes, per lb	....	0 11½
Shelled—		
Almonds, 4-crown selected, per lb	0 32	0 33
" 3-crown " "	....	0 31
" 2-crown " "	....	0 30
" (in bags), standards, per lb	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
French, No. 1	0 07½	0 07½
Spanish, No. 1	....	None
Virginia, No. 1	....	0 10
Pecans, per lb	....	0 65
Pistachios, per lb	....	0 75
Walnuts—		
Bordeaux halves	0 26	0 27
Brokens	0 18	0 19

RICE AND TAPIOCA—Tapioca shows a slightly firmer condition in the primary market. The demand has increased to a considerable degree, which seems to be the main reason. Rice is dull with a slightly weaker tone. Prices are steady as yet.

SIMCOE
Strawberry Preserves

JARS		per dozen—f.o.b. Simcoe
3-4's	Pure Strawberry - - -	$1.35
1's	Pure Strawberry - - -	1.70

Cases contain 2 dozen each

Gross weights, 3-4's, 38 lbs., 1's 48 lbs.

Simcoe Strawberry Preserves are guaranteed to be absolutely pure, made from FRESH

Strawberries in season and the finest quality granulated sugar

Nothing but Strawberries and Sugar

Encourage Home Industry by buying HOME-MADE goods instead of IMPORTED

CANADIAN CANNERS
LIMITED

Hamilton - - - Canada

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

CANNED GOODS

MONTREAL.—The feeling in canned vegetables is firm, with a leaning toward higher prices. In fruits the situation is very unsatisfactory. Demand is only mediocre, and seems to be falling off slightly. Several causes are assigned, but the most likely seems to be the failure of the working class to buy these goods. Last year prices on these lines were raised to such an extent, that dried fruits took the place of the canned, and it is now very hard to stimulate buying among people who have become accustomed to them for the higher priced canned goods.

Canned meats and lobsters are firm.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½ 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 65
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard, dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon	
1-lb. talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00

TORONTO.—There is no let up to the strength of the canned vegetable market this week. While prices do not show any appreciable advance to the retail trade there is every reason to believe that in the no distant future they will be raised again. Peas and corn, of course, are running short and everybody knows this. In the canned tomato market, however, there is much speculation. Some jobbers claim that at present there is no indication of a raise, but from the movements of canners, this is quite probable. The representative of one firm stated this week that his company had been approached by a competitor wanting to purchase 10,000 cases.

He declined to sell—or practically did, when he asked 90 cents—because he believes the market is going up to a dollar before the new pack next fall is available.

Fruits are only attracting a fair attention just now, but salmon and lobster are firm.

Beans	0 80 0 85
Corn	0 80 0 85
Peas	1 05 1 42½
Pumpkins	0 75 0 82½
Tomatoes, 3's	0 80 0 85
Strawberries, 2's	1 40 1 50
Raspberries, 2's	1 60 1 67½
Peaches, 2's	1 65
" 3's	2 65
Lawtonberries	1 65
Red pitted cherries, 2's	1 75
Gallon apples	2 40 2 45
Bartlett pears, heavy syrups, 2's	1 65
" " light " 2's	1 15
" " heavy " 3's	2 40
" " light " 3's	1 70
Lombard plums, 2's	0 80 0 85
Clover Leaf and Horseshoe brands salmon:	
1-lb. talls per dozen	1 90
½-lb. flats per dozen	1 25
1-lb. flats per dozen	2 12½
Other salmon prices are:	
Humpbacks, per dozen	0 95 1 00
Cohoes, per dozen	1 45 1 50
Red Spring, per dozen	1 55 1 65
Red Sockeye, per dozen	1 65 1 70
Lobsters, halves, per dozen	1 85 2 20
Lobsters, quarters, per dozen	1 40

ONTARIO MARKETS

POINTERS—

Canned Tomatoes—Probable advance.
Sugar—Firm but little demand.
Syrup and Molasses—Good sellers.
Evaporated Apples —Prices easier.

Toronto, December 9, 1909.

It is a remarkable fact that almost every article carried by a wholesale grocer is looking upwards, and while higher prices are likely to rule in many lines, there is nothing that threatens a loss. It may therefore be said that the wholesale trade could not possibly be in better shape. This may also be said to include the retailer who should share in this happy condition of affairs.

Against this nothing stands in the way more than stupid jealousy. Our country is in a prosperous condition and the retailers are entitled to a share of the good things that are going. What they must do is to learn to be fair to one another.

SUGAR — Although some New York refineries have shaded prices 10 points there has been no change in Canada and from present appearance none are in sight in the near future. Immediate raws are scarce and hard to obtain, but futures are easier and good crops are looked for. Demand is limited as a general rule to the weekly supply of wants as the Christmas trade in refined sugar is not large.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 100-lb. boxes	5 80
" in 50-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	0 45
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 60
No. 2 "	4 5[illegible]
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—There is an active demand for these goods which is usually the case at this time of the year. As the most of these goods are now sold in packages at certain prices there is seldom a change.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels, per lb.	0 03¾
Half barrels, per lb.	0 03¾
Quarter " "	0 03¾
Pails, 38½ lbs. each	1 80
" 25 "	1 30

Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 0 33
" bbls.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

TEA—There is nothing special to report in the tea market. The firm feature is not quite so keen, yet the present prices are likely to remain unchanged. As the fact of tea being dearer is pretty well known by the people in general, this would be an opportune time to cultivate a taste for higher grades of tea. Cheap tea is always the dearest unless it is sold without a reasonable profit. Good tea brings back a customer, but poor tea will do the other thing.

Reliable reports from the British market state that India and Ceylon teas are close upon two cents higher than they were a year ago. This shows the firm condition of the primary markets.

COFFEE—There is a fair demand for coffee and orders are satisfactory. Selling green coffee is almost out of the question, with the exception of some German districts where the people still have their own roasting pans and hand coffee mills. These coffee mills are, as a rule, attached to the wall of the kitchen, and the grinding of the coffee in the morning is always an indication that if you overslept yourself it required a hustle to get ready for breakfast.

Rio, roasted	0 12 0 13
Santos, roasted	0 15 0 17
Maricaibo, roasted	0 16 0 18
Mocha, roasted	0 25 0 28
Java, roasted	0 27 0 30
Rio green	0 08 0 09

SPICES—The spice season is pretty well over and therefore no change in the prices of any will be looked for.

Peppers, black, pure	0 15 0 18
" white, pure	0 22 0 25
" whole, black	0 16
" whole, white	0 23
Ginger	18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 20 0 30
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 14 0 16
" whole	0 14 0 16
Mace, ground	0 75 0 80
Mixed pickling spices, whole	0 15 0 16
Cassia, whole	0 20 0 25
Celery seed	0 24

DRIED FRUITS—All kinds of dried fruits are decidedly firm with a strong upward tendency. Grocers who have supplies on hand should advance their prices, and make the profit to which they are justly entitled. The goods in almost all lines cannot be repeated at the same price. If the goods at any time drop after the retailer has bought them he is at once forced to cut out part, if not all, of his profit, but when they go up, he foolishly continues to sell at his old price. This is not fair to himself and decidedly wrong to his competitor.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ¼ cent less.

Apricots—					
Standard					0 15
Choice, 25 lb boxes					0 15
Fancy, " "					0 17
Candied and Drained Peels—					
Lemon	0 09	0 11	Citron	0 15	0 18
Orange	0 11½	0 12½			
Figs—					
Elemes, per lb				0 08	0 10
Tapnets, "				0 03½	0 04
Bag figs				0 03½	0 04
Dried peaches				0 08	0 08½
Dried apples					0 07½
Currants—					
Fine Filiatras	0 06½	0 07	Vostizzas	0 08½	0 09
Patras	0 08	0 08½			
Uncleaned ¼c less.					
Raisins—					
Sultana				0 05	0 05½
" fancy				0 06	0 07
" extra fancy				0 08½	0 09
Valencias, new				0 06	0 06½
Seeded, 1 lb packets, fancy					0 08
" 16 oz. packets, choice					0 07½
" 12 oz. " "					0 06
Dates—					
Hallowees	0 06	0 06½	Fards choicest		0 08
Sairs	0 05		" choice,		0 07½

NUTS—The nuts for Christmas are now all in the hands of the retailers and the rush in the wholesale houses is over, and prices will be at a standstill.

Almonds, Formigetta					0 11½
" Tarragona					0 12
" shelled				0 32	0 35
Walnuts, Grenoble					0 13½
" Bordeaux					0 11
" Marbots					0 12
" shelled				0 29	0 30
Filberts				0 12	0 12½
Pecans				0 16	0 18
Brazils					0 15
Peanuts, roasted				0 08	0 12

RICE AND TAPIOCA—There is nothing but the ordinary regular business in these lines to report. Tapioca is handicapped by the high price of eggs, which generally enter into partnership with it to produce a dainty dish.

	Per lb.	
Rice, stand. B		0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal		2 85
Rangoon	0 03½	0 03½
Patna	0 05½	0 06½
Japan	0 05½	0 06½
Java	0 06	0 07
Carolina	0 10	0 11
Sago	0 05	0 06
Seed tapioca		0 05
Tapioca, medium pearl	0 04½	0 04¾

EVAPORATED APPLES—The early, and rather too keen rush for these goods has considerably moderated and prices are easier.

Evaporated apples	0 08	0 09

BEANS—The market is steady with a lighter demand.

Beans, per bushel	1 75	1 80

MANITOBA MARKETS

Corrected by Wire.

POINTERS.

Reductions—Evaporated apples, rolled oats, syrups, peanuts.

Advanced—Valencia raisins, lard.

New Goods—Currants, walnuts.

Winnipeg, Dec. 9, 1909.

There is a general firmness in the market just now due to the closing of navigation and the heavy demand for immediate shipments in small lots in a large range of goods. As the holiday season approaches the specialty trade increases, and the wholesale houses take on active appearances, although the volume of goods moving in any one line may perhaps be lighter than at any other time of the year. The fact also that rural customers are freed from all agricultural obligations for several months once more, has tended to liven the retailers' trade throughout the country. It has often occurred in the west that merchants could not get in goods during the severe winter months, and precaution is taken at an opportune time to stock such staples as are continually in demand.

Collections have become better during the past few days and it is evident that returns for wheat are being made.

SUGAR—It is reported that there are such manipulations on the New York market as to keep the price of sugar very firm with possible advances. In some quarters the following prices have been slightly advanced.

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 25
" yellow, in bbls	4 80
" " in sacks	4 75
Icing sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	5 80
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 20
Lump, hard, in bbls	6 05
" " in ½-bbls	6 15
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES.—The sudden and unexpected check in the syrup trade has lowered the prices. Wholesalers have stocked heavily preparatory to a larger trade than they have realized. The following are the ruling prices just now, but it is reported that they cannot go lower.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" 5 " 1 "	2 75
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses ½ bbls. per gal	0 36

MAPLE PRODUCTS—There is no change in the trade or the market price. The quantity moving is quite limited, although it is better than it was during the summer. Prices are stable and will continue so.

Sugar, per lb	0 13
Syrup, gallons, ½ doz. to case, per doz.	9 60
" ½ " 1 doz. to case, "	5 35
" ¼ " 2 doz. to case, "	2 85

FOREIGN DRIED FRUITS—These are the line of goods that are having the greatest sale. Prices in the whole list are firm. The goods are all in and the quality is excellent. Owing also to the fact that many lines such as Valencia raisins are limited in quantity, prices have gone up, and Valencias, particularly, are firm at the following prices.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " " cleaned, per lb	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¾-lb. packages per package	0 06½
" " fancy seeded, in ¾-lb. packages per package	0 06½
" " choice seeded in 1-lb. packages per package	0 07¼
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 06¾
Prunes, 90-100 per lb	0 04¾
" 80-90 "	0 05
" 70-80 "	0 05¾
" 60-70 "	0 06
" 50-60 "	0 06½
" 40-50 "	0 08
" 30-40 "	0 09½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06
" dry, cleaned, Filiatras, per lb	0 06¾
" wet, cleaned, per lb	0 07¾
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08
Pears, per lb	0 08
Peaches, standard, per lb	0 08
" choice	0 09½
Apricots, standard, per lb	0 15½
" choice, per lb	0 16
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 6¾ 0 07½

NUTS—A small quantity of the unshelled nuts are on the market for Xmas trade, but the great majority will not be in until next month. All lines shelled and unshelled are moving freely.

Shelled Walnuts, in boxes, per lb	0 26
" small lots, per lb	0 27
" Almonds, in boxes, per lb	0 35
" small lots, per lb	0 36
Peanuts, Virginia, per lb	10 0 13

ROLLED OATS—We quote these down 10 cents per 80 pound sack. The commodity is quite plentiful and merchants are well stocked. This line fluctuates more freely than anything else on the wholesaler's list.

Rolled oats, 80 lb. sacks, per 80 lbs	1 95
" 40 " " 40	1 00
" 20 " " 20	0 52
" 80 " " 8	0 24½

RICE AND TAPIOCA—Japan rice is weaker just now as a result of the low price at which it is being purchased from the producer. Never before had rice such a low market in the west.

Japan rice, per 100 lbs		3 50
Pearl tapioca, per lb	0 04	0 04½

HONEY—This is still going out quite freely. These prices rule this week, but advances are expected soon. In fact some 12 oz. jars have been sold at 2.12 recently.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

CORNMEAL—The market is steady and firmer.

Cornmeal, per sack	2 10
" per ½ sack	1 05
" per bale (10, 10's)	2 35

EVAPORATED APPLES—At last after many efforts on the part of the wholesalers the price of evaporated apples has been reduced. It has been long felt that the price has not been in keeping with the stocks. The prevailing price to-day is 9½ cents per lb.

CANNED GOODS—There is no change in prices, and although the following are nominal only, since a general price does not prevail, it is believed that wholesalers are selling at prices below those quoted.

Beans, per case 2 doz		1 98
Corn, per case 2 doz		1 75
Tomatoes, per case 2 doz	2 00	2 10
Strawberries, per case 2 doz	2 90	3 05
Raspberries, per case 2 doz		3 25
Peaches, per case 2 doz		3 60
Pears, per case 2 doz		2 70
Plums, per case 2 doz		2 00
Salmon (Horseshoe Brand), per case 4 doz		7 00

FRESH FRUITS AND VEGETABLES—Many of these lines are becoming scarce and prices are firming as a consequence. Apples are abundant and the Ontario product is excellent in quality.

Pumpkins, per lb		0 01
Carrots, per lb		0 50½
New potatoes, per bushel		0 40
Native cauliflower, per dozen		1 00
Native cabbage, per lb		0 03
Native celery, per doz		0 40
Native oee.s, per bushel		0 40
Native lettuce, per doz		0 30
Native onions, per doz		0 30
Native radishes, per doz		0 30
Native cucumbers, per doz		0 75
Ontario tomatoes, per basket		0 75
Oranges	3 75	4 50
Lemons	5 50	6 50
Apples, Ontario, per bbl	3 75	5 00
Grape Fruit, per crate		5 50

MEATS—

Clark's 1 lb., pork and beans, plain, per case	2 70
" 2 " " " " "	2 30
" 3 " " " " "	2 20
" 1 " tomato sauce, per case	2 70
" 2 " " "	2 30
" 3 " " "	2 20
" 1 " Chili " "	2 70
" 2 " " " "	2 30
" 3 " " " "	2 20
Boneless pigs' feet, round, 1's, 3 dozen	1 95
" " square, 2's, 1 dozen	3 15
Boiled beef, round, 1's, 2 dozen	1 60
" " " 2's, 1 dozen	2 85
Corned beef, square, 1's, 2 dozen	1 55
" " " 2's, 1 dozen	2 80

Cambridge sausage, round, 1's, 4 dozen	2 30
" " " 2's, 2 dozen	4 25
English brawn, round, 1's, 2 dozen	1 95
" " square, 2's, 1 dozen	3 15
" " 1's, 2 dozen	1 95
" plum pudding, round, 1's, 2 dozen	1 65
" " 2's, 1 dozen	3 25
Geneva sausage, oblong, 1's, 2 dozen	2 35
" " 2's, 1 dozen	4 25
Jellied hocks, round, 2's, 1 dozen	3 75
" " 6's, 1 dozen	10 65
Paragon lunch tongue, round, 1's, 2 dozen	3 90
" ox tongue, round, 1½'s, 2 dozen	7 75
" " " 2's, 1 dozen	8 60
Ready lunch veal loaf, square, 1's, 2 dozen	2 50
" " " ½'s, 4 dozen	1 30
Ham loaf, oblong, ½'s, 4 dozen	1 30
Beef loaf, assorted, oblong, ½ s, 2 dozen	2 50
Roast beef, round, 1's, 2 dozen	1 60
" " 2's, 1 dozen	2 85

EGGS—Prices are firmer at 28 to 30 cents per dozen. Thus far all supplies are from Ontario.

BUTTER—The creamery trade is excellent as is also the No. 1 dairy. There is little change in the market situation.

NEW BRUNSWICK MARKETS.

Corrected by Wire.

St. John, N.B., Dec. 9, 1909.

Turkeys are likely to be high this Christmas, At present 21 cents wholesale, is being asked and the probability is that higher prices will rule in the next few weeks. Eggs have advanced, pork products are higher and beans have also been marked up.

Present quotations are :—

Sugar—		
Standard gran.	4 85	4 95
Austrian "	4 75	4 85
Yellows	4 35	4 75
Flour, Manitoba	6 45	6 55
" Ontario	5 75	6 05
Cornmeal, bags	1 47	1 50
Rolled oats, bbls	5 15	5 20
Buckwheat, west. grey, bag	2 90	3 00
Val. raisins, lb.	0 05½	0 06½
Cal. raisins, seeded	0 07½	0 08½
Currants, lb	0 07	0 07½
Prunes, lb	0 05½	0 09
Rice, lb	0 03½	0 03½
Beans, hand picked, bus	2 00	2 10
Beans, yellow eye, bus	3 40	3 50
Cheese, lb	0 13	0 13½
Lard, compound lb	0 13½	0 13½
Lard, pure, lb.	0 17½	0 17½
Pork, domestic mess	28 50	29 00
Pork, American clear	30 00	33 00
Pork, clear backs	31 00	31 50
Beef, American plate	17 00	18 00
Beef, Canadian plate	16 75	17 00
Molasses, fcy. Barbados, gl	0 34	0 35
Butter, dairy, lb	0 25	0 27
Butter, creamery, lb	0 26	0 29
Eggs, doz	0 27	0 35
Potatoes, bbl.	1 20	1 40
Canned goods—		
Peas, doz	1 10	1 50
Corn, doz	0 85	0 90
Tomatoes, dz	0 95	1 00
Raspberries, dozen	1 85	1 90
Strawberries, dozen	1 55	1 60
Salmon, case—		
Red spring	6 50	6 75
Cohoes	6 00	6 25
Peaches, 2's, dozen	1 70	1 80
Peaches, 3's, dozen	2 70	2 80
Baked beans, dozen	1 15	1 25
Fish—		
Cod, dry	2 75	4 00
Herring, salt, half bbls	2 30	2 60
Herring, smoked, box	0 08	0 08½

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, Dec. 9, 1909.

The feature of the grocery markets this week is an advance of fifteen cents per barrel in all grades of flour. Otherwise the prices throughout the list are pretty steady. Produce continues to arrive in large quantities, and sales are heavy. Hogs are coming in more plentifully, but the price is firm. All the hogs marketed find a ready sale at ten cents per pound. Poultry is in good supply on the local market, and prices are a little lower than they were at this time last year. Butter is very firm and although there is a fairly good supply coming on the market, the price continues to show an upward tendency. The most of the butter is only fair quality, and the sales in consequence are not quick. Good winter butter is in demand, even at the high price.

All the retail grocers are now making good displays of dried fruits, but the sales so far are rather light. The unseasonable weather is keeping trade back to some extent. The roads are in a bad condition and as a result the travel from the outside districts is not very heavy.

Creamery prints per lb	0 27	0 28
Creamery solids per lb	0 27	0 28
Dairy, tubs, lb.	0 21	0 23
Fresh eggs, doz.		0 30
Case eggs "		0 28
Sugars—		
Extra Standard, granulated		4 80
United Empire		4 55
Austrian, bags, granulated		4 70
Bright yellow		4 60
No. 1 yellow		4 50
Flour h. wheat per bbl.	6 55	6 75
Flour, Ontario blends, bbl.	5 75	5 85
Cornmeal, bag.	1 70	1 75
Oats	0 54	0 55
Pork, American per bbl.	26 50	28 50
Pork, clear bbl		32 50
Beef, American plate per bbl.	16 50	17 50
Beef, Canadian per bbl.		16 00
Hams smoked		0 16½
Pork, fresh	0 09	0 11
Codfish, quintal		5 50
Herring, pickled per bbl.		5 00
Apples, per. bbl.	1 50	3 00
Potatoes, P. E. Island, bag		1 15
Onions, Spanish per lb.		0 02½
Onions, American, per lb.		0 02½
Onions, Canadian, per bag		1 50
Molasses, fancy Barbados, bbl.		0 38
Molasses, fancy Barbados, pun		0 34
Beans, bushel		2 20
Rolled Oats, bbl.		5 50

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, Dec. 9, 1909.

This week marks an advance in Eastern eggs that has been anticipated. They are now quoted at 35 cents, running from 33 cents. There is also a higher price for locals, which retail at about 70 cents, according to the freshness. Butter, too, is up five cents, being now quoted at 40c, retailing at 45 cents. Even at this the quality is not up to standard, some of the generally reliable creameries supplying an article that is not near high-class.

Wilbur Smith, manager of the Crown Broom Works, of this city, has returned from the southern broom corn fields, and relates some interesting facts about present conditions in the trade. He states that the 1909 crop is practically all sold, having been bought standing in the fields. Many manufacturers, who did not foresee this are without stock. It is not a question of price, but of getting the corn, in face of an absolute shortage. The result is that there will be less variation in the price of brooms. Practically all the broom corn is raised in the States of Kansas, Oklahoma and Illinois. Two-thirds of the crop in Oklahoma and Kansas was destroyed by hot winds. It is now estimated that the total yield of the crop just harvested will be 15,000 to 20,000 tons. The normal consumption is between 45,000 and 50,000 tons. It has been figured that 16,000 tons of broom corn will produce 17,280,000 brooms; 16,000,000 families on this continent use brooms. The 1909 crop will thus give each family about 1 1-12 brooms for the year. Ordinarily, a small family will use three, so that there will be plenty of demand for any surplus stock that manufacturers may have on hand.

Sugar, standard granulated		5 60
Val. raisins, lb.		0 05½
Cal. " "		0 07
Prunes	0 05½	0 07½
Currants	0 06½	0 07½
Dried apricots	0 11	0 13
Flour, Standard, bbl.		6 90
Cornmeal, p. 100 lbs.		2 60
Beans, per lb.	0 03½	0 04½
Rice, per ton	68 00	76 00
Tapioca, per lb.		0 03½
Evaporated apples		0 08½
Butter, Eastern	0 29	0 31
Butter, local creamery		0 40
Butter, Western	0 22	0 25
Eggs, Eastern	0 33	0 35
Eggs, local		0 60
Cheese, per lb.	0 14½	0 15½
Bacon, premier		0 27½
Canned Goods—		
Peas		1 00
Tomatoes		1 32½
Corn	1 00	1 10
Apples		3 42½
Strawberries		2 15
Raspberries		1 65

TRADE NOTES.

John Goos, grocer, Walkerton, is succeeded by W. P. Taylor.

Peter Anderson has sold his grocery business at Guelph to Wm. Hood.

Fleming & Dixon, grocers, etc., Hagersville, Ont., have sold to C. S. Brown.

Mrs. I. E. Watson is the latest to enter the grocery business at Orillia.

Homer Precious, Guelph, has sold his grocery business to Robt. A. Robertson.

Geo. E. Armstrong has sold his general store business at Perth to William S. Newman.

The Ridgetown grocery firm of Mitton & Campbell has dissolved partnership. Mr. Campbell will continue the business.

Madden & Diehl, grocers, Toronto, have dissolved partnership. Each will conduct grocery businesses of their own.

Ed. McMillan, who has been in the employ of J. M. Bothwell, grocer, Barrie, for the past three years has joined the staff of E. A. Sibbald, Orillia.

Mrs. J. Wiley, of Gravenhurst, has disposed of her grocery stock and has gone to join her son, Frank, in the grocery brokerage business in Winnipeg.

The partnership existing between John C. Wilson and Charles S. Brunton, grocers, at Elgin and Waverley Sts., Ottawa, has been dissolved. Mr. Wilson will continue the business, while Mr. Brunton is going into the commission agency business.

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Simcoe General Delivery System Saves Money

How it Was Evolved and its Present Operation—Four Delivery Wagons in Use Where Formerly There Were Ten — Drivers Work on Schedule Time—Every Customer Has a Card in the House.

By Bruce Thompson.

The general parcel delivery system, after having been in operation in Simcoe for some two or more years, has proven to be satisfactory in every respect, taking into consideration both the merchant's and his customers' interests.

The merchants did not all join in this "union," as it were, at once, but probably one or two at a time, until to-day practically every merchant has done away with his own delivery system and has joined in the "union" by patronizing "Parcel Delivery."

Previous to having this system, there were to be seen about our town delivery wagons, numbering around nine or ten, and these for the one reason that most of the merchants had their own outfits for delivering. These wagons did the work for eleven stores, one of them doing the work for three, including a dry goods, liquor and a departmental store.

The Simcoe merchants began to feel that it was useless to have so many wagons over the same ground, so the present method for doing the work was considered.

In a short time a couple of them joined with the other three stores, which as stated had already been using this method, and at the same time another man become proprietor of the delivery business.

Following this change of ownership, another citizen started at the same work with his own new wagon, delivering for three of the grocers.

His business was purchased soon after, and since then it has been sold to still another, who is operating it to-day.

Such is the history of the growth and adoption of the "Parcel Delivery" in Simcoe.

The Working of the System.

The said business, to-day as owned by a business man of our town, consists of four wagons, and drivers for the same, while on extra busy days of busy seasons of the year assistance is given them, thus making five delivery outfits altogether.

With this number of wagons, etc., the work is being done for eleven stores, where before there were nine wagons doing the work for an equal number of business places.

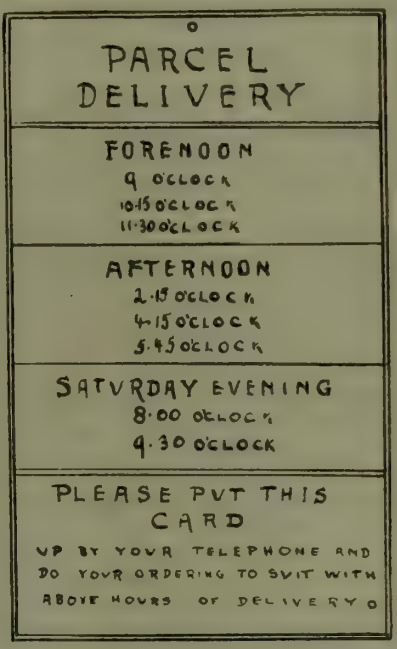
This shows what has been accomplished by working together.

Simcoe merchants are glad to-day that they have this system in operation. The men employed for this work are (for they must be), steady, respectable and polite.

Remembering that they do the work of delivering to practically every home in Simcoe, it will no doubt be of interest to the reader to know how the work is divided.

The town is divided into four sections —one for each driver. Previously when there were three wagons doing the work, it was divided into three sections. The men work together and help one another, thus making their duties pleasant.

Like railroad trains, they have a time table, which they go by. The accompanying illustration respresents the second time table which has been printed, the first showing an hour service. It was



Copy of Card Simcoe Merchants Have Distributed in Homes of Consumers.

then felt an unnecessary need for the driver to cover practically the same ground so many time each day, therefore, the present time-table was printed and it is satisfactory.

Makes Merchants More Prompt.

The merchant, when first accepting this system found a change in this respect, that he had to work on time as well as the drivers. Previously he could get his orders ready when he liked, but now he must have them ready at the hour of delivery.

The request at the bottom of the card explains itself. These cards have been placed in the homes of the customers of the various stores, and they have long since learned to govern themselves accordingly.

Needless to say, the merchants are saving time and money, and are free from all the worries that usually accompany the delivering of goods.

The population of Simcoe is about 8,000.

NEW COMPANIES.

The Niagara Land and Fruit Co., with head office at Toronto, is a new Ontario concern, organized for the purpose of conducting a canning and evaporating business; to grow, pack, buy and sell farm and orchard products, and to act as commission agents. The provisional directors are John A. Milne, John H. Hunter, Jr., and Wm. C. Tolton.

An Ontario charter has been granted to Banada Food Products, Ltd., with head office in Toronto, to manufacture and deal in all kinds of products of bananas, and to do the business of manufacturers in prepared foods of all kinds. Provisional directors are W. H. Reid, C. H. C. Leggott, Gordon Russell, Margaret Wilson and John C. McDonald.

The Gavin McIntosh Co., Toronto, has been given an Ontario charter, as general, wholesale and retail dealers in all kinds of provisions. The provisional directors are J. M. Ferguson, E. V. O'Sullivan, and J. A. McNevin.

Wesley Garbrocht, who has been a salesman for Jno. Sloan, Galt, Ont., has accepted a position with Hugh Walker.

The Vancouver representative of The Grocer writes:—It will not be long before new California strawberries find their way to Vancouver. They are already in Seattle. There is a bigger demand for them in that city, and consequently the few that are available do not offer opportunity for any to reach here.

LUCKY CHANGE OF MIND.

EDITOR CANADIAN GROCER.—Kindly allow me a space in your valuable journal to say a few words. I appreciate the push and vim of your paper and if all our merchants would do likewise, there would be few hard times among them. I don't know how you can do so much for so little money. A few years ago I took The Canadian Grocer for one year and quit. A friend of mine asked me later if I was a subscriber and I told him no.

He wanted to send it but I refused: however it came and before six months was up I sent him his money.

A traveler the other day said to me: "Mr..... I appreciate your business."

I replied that I wanted no flattery and asked him to explain himself. "Ten years ago," he said, "I could take all you own away in a wheel-barrow and to-day your store is four times the size and you are complaining that you want more room."

I told him my success was due in a large measure to the influence of The Canadian Grocer.

A SUBSCRIBER.

Elora, Ont., Dec., 1909.

Take Time by the Forelock!

The three Western Provinces have had an exceptionally prosperous year, and there is money out there to spend on just the commodities you manufacture! Don't delay! Get in on the ground floor! We will help you with our experience, and handle your goods for you on an equitable commission basis. We have special facilities in our large track warehouses at the three strategic business points.

It will cost you nothing to ask us to detail our proposition.

Write us to-day

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
Limited

VANCOUVER, B.C.

CANADA'S PRIDE

THE

MAPLE LEAF

AND

GUNNS

MAPLE  LEAF

FANCY CURED

BREAKFAST BACON

A Real Breakfast Treat — Not Like Ordinary Bacon
But " Cured for Epicures."

TRY IT FOR YOUR MOST PARTICULAR CUSTOMERS.

GUNNS LIMITED Pork and Beef Packers TORONTO

Order Now

For Your Christmas Trade

FEARMAN'S
English Breakfast Bacon

FEARMAN'S
"Star Brand" Hams

FEARMAN'S
English Mincemeat

ALSO

Stilton Cheese

F.W. FEARMAN CO.
LIMITED
HAMILTON, :: :: ONT.

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont, are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

Dressed Poultry

is our specialty

We are the largest dealers in Dressed Poultry in Canada. A lifetime has been spent by us specializing along this line. This valuable experience is at your service. We want large quantities of

Turkeys, Geese, Ducks, Chickens and Hens

Personal attention given to each shipment. A square deal for all. Payments daily.

THE WM. DAVIES CO., LTD.

Established 1854 James St., TORONTO Phone Main 119

BUTTER
EGGS
POULTRY
GAME

¶ We require large quantities of each of the above lines and shall be pleased to quote prices f.o.b. your station. Write us

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

No Alarm Necessary Over the Winter Egg Supply

Fresh Eggs are Scarce as May be Expected Now, But Storage Stocks are Large—Firmer Provision Market on Account of Hog Shortage This Week—Stored Butter Going Into Consumption—Poultry Attracting Attention.

The supply of hogs this week is shorter than last week and prices in consequence are firm and about 10c a hundred higher. There is no change in cured meats and the demand is good. Lard is high on account of too many lean hogs, and also on account of the unusually high price of cotton seed oil, which is largely used as a substitute.

The receipts of fresh made butter, are fair, but with a larger percentage of feed flavored butter, which is undesirable. This will now be displaced by the stored creamery butter, which has been well kept, and which turns out fine and is preferred to the fresh made stable fed article. With the high price of lard, and the cotton seed oil high, quick lunch patrons may hope to have some butter as shortening in their pies. The market is steady with very little export demand, at least, not at a price that will suit our dealers. Australian and New Zealand butter is affecting the high price of Danish butter.

The cheese market has some encouraging features about it in favor of the holders of cheese. The Canadian cheese has such a good reputation in England that a large part of our cheese is wanted there at our own price, quite irrespective of the prices of other makes, yet any difference in the price, has a tending to lead people to try cheaper cheese, and if they are at all suited will continue to use it.

The egg market is in good shape. The usual quantity of new laid eggs, that can be expected at this time of the year, are available, and the stock of storage eggs is considered equal to all likely requirements. On the whole the provision situation is in a healthy and fairly well balanced condition, with a fair outlook for the future.

MONTREAL.

PROVISIONS—Provisions are quiet this week, there being no changes in price, and sales being somewhat light. It is expected that next week will see some improvement. The weather so far has been too warm to stimulate trade in these lines.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16¾
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¾
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16¾
Pails, tin, 20 lbs. gross, per lb	0 16¼
Tubs, 50 lbs. net, per lb	0 16¼
Tierces, 375 lbs., per lb	0 16¼
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11¾
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12
" 5 " " " "	0 12¼
" 3 " " " "	0 12¼
Pails, wood, 20 lbs. net, per lb	0 12
Pails, tin, 20 lbs. gross, per lb	0 11¼
Tubs, 50 lbs. net, per lb	0 11¾
Tierces, 375 lbs., per lb	0 11¼
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 50
Bean pork	23 00
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 14½
Long clear bacon, light, lb	0 15
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14½
Large sizes, 18 to 25 lbs., per lb	0 15½
Medium sizes, 13 to 18 lbs., per lb	0 16
Extra small sizes, 10 to 13 lbs., per lb	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17
" " " small, 9 to 12 lbs., per lb	0 17½
Breakfast bacon, English, boneless, per lb	0 16½
" " " "	0 16
Windsor bacon, skinned, backs, per lb	0 17
Spiced roll bacon, boneless, short, per lb	0 14½
Hogs, live, per cwt	8 40 8 50
" dressed, per cwt	11 50 11 75

BUTTER—Roll butter is scarce, and the price is very firm. Receipts of fresh made are increasing considerably, owing to the lower prices paid for exported cream on the other side, and the situation generally seems to be righting itself. The local market is steady but quiet. Large seizures of adulterated butter have been made by the health officer, Dr. McCarrey, here, as will be noticed elsewhere in this issue.

Receipts for the week are 5,883 packages as against 5,231 packages same week last year. For the season they are 370,497 packages as against 398,896 packages same season 1908, showing a decrease of 28,399 packages.

Creamery, solids, lb	0 26
Creamery prints	0 26½
Dairy, tubs, lb	0 21 0 22
Fresh dairy rolls	0 22 0 23

CHEESE—Dealers say that they are now becoming convinced that there is the smallest storage stock in Montreal that there has been for some years. This has produced a firmer feeling, though no changes in price have taken place as yet. There has been very little cable inquiry of late, though after the Christmas holidays, trade is expected to pick up. Receipts for the week are 10,036 boxes, as against 3,934 boxes same week last year, showing a decided increase. For the season they are 1,948,195 boxes as against 1,893,631 boxes same season 1908.

Quebec, large	0 11½ 0 12
Western, large	0 11½ 0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12 0 12½
Old cheese, large	0 15 0 16

EGGS—There have been practically no receipts of new laids and other lines have been so small as to be almost negligible. As a consequence the stored stock has been drawn on heavily, and prices as a result are firm. Prospects are for higher prices in the near future.

Receipts for the week are 657 cases as against 1,036 cases same week last year. For the season they are 188,151 cases as against 192,434 cases same season 1908, both showing a decrease.

New laid	0 35
Selects, dozen	0 29
No. 1, dozen	0 26
No. 2, dozen (nominal)	0 22 0 23

POULTRY—The local market is higher. This is probably due to the delay in the country in marketing, as the quantity coming forward this season is not by any means equal to former ones at this time. The quality of deliveries is fair, but the better grades are undoubtedly being held back in large quantities for the Christmas trade.

Chickens, per lb	0 14 0 15
Hens, per lb	0 12
Young ducks, per lb	0 15 0 16
Turkeys, per lb	0 17 0 18
Geese, per lb	0 10 0 11

HONEY—Honey is having a fair sale in view of the near approach of the Christmas season. No particular line is being favored, but just a generally brisk demand. Prices are firm.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½

TORONTO.

PROVISIONS—The local market shows little change from week to week. The supply of hogs is always less than the packers are prepared to handle. The market, therefore, is quiet, with a good steady local demand. Lard is firm and high on account of the scarcity of cotton seed oil which is largely used as a substitute.

Long clear bacon, per lb	0 14 0 14½
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14 0 14½
Light hams, per lb	0 15
Medium hams, per lb	0 15
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 18½
" pea meal	0 18½ 0 19
Heavy mess pork, per bbl	26 00 27 00
Short cut, per bbl	28 00 29 00
Lard, tierces, per lb	0 15½ 0 16
" tubs "	0 15½ 0 16½
" pails "	0 16 0 16½
" compounds, per lb	0 10 0 11½
Live hogs, f.o.b	7 40
Dressed hogs	10 75 11 00

BUTTER—There is nothing alarming from a consumer's standpoint in the butter situation. Open weather and late pastures made a great saving of the winter feed, which will be felt all winter in a good supply of butter. The stocks in storage are quite ample to meet all the requirements.

	Per lb.
Fresh creamery print	0 27 0 28
Fresh creamery solids	0 25 0 26
Farmers' separator butter	0 25 0 26
Dairy prints, choice	0 22 0 23
Tub butter	0 21 0 22
Baking butter	0 19 0 20

CHEESE—The local cheese market still remains dull, without anything in sight that will cause a change. Farmers seem to have such a control over the situation, that the chances of the speculator of a margin of a few cents a lb. are made impossible. This may look profitable from the farmer's point of view, but the dealer is an indispensable factor in the cheese industry, and if he is shut out from his share of the profits for a time, it will have to be balanced up at another time. It is, therefore, not sound business, unless the profits are fairly distributed. So far as the local market is concerned the profit is quite sufficient, but why should we pay more for our cheese at home, than is paid for the same cheese in other countries?

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

EGGS—People may talk, for they must have something to say, but do not allow yourself to be carried away with the idea that eggs will soar to a dollar a dozen. The stock of cold storage eggs on hand are considered quite sufficient to meet the winter requirements. The weather has been mild, and we are getting near the time when with good

care, and at all favorable weather, hens will start to lay. So far as the winter is concerned, therefore, we may consider ourselves well provided for. There is one thing, however, that may be regarded with more seriousness by the farmers. With the high price of fowl and the high price of feed, a good many hens are killed which ought to be kept for layers. Whether this is carried on to such an extent that it will affect the production of eggs next summer, is not certain, but it is a matter that farmers might consider.

Fresh eggs	0 25	0 26
Select eggs	....	0 28
Strictly new laid	0 35	0 40

POULTRY—The poultry market is quiet, but is getting ready for the great holiday rush. As a large quantity of poultry is likely to pass through the hands of country grocers, they should give the farmers every possible assistance to make the most out of their poultry and at the same time give the best value to the consumers who will have to pay a high price for it. They should urge upon them the advantage of having them fat before they kill them, and they should be instructed to dress them properly for the market.

Early spring chicken, alive, per lb	11	0 12
Spring chicken, dressed	0 15	0 16
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 18	0 20
Spring ducks, alive	0 11	0 12
" " dressed	0 14	0 16
Geese	....	0 12

HONEY—The honey market remains unchanged with a fair demand.

Honey, extracted, 60 lb. cans	0 10½	0 11
" " 10 lb pails	0 11	0 12
" " 5 lb. pails	0 12	0 12½
" comb, per dozen	2 25	2 50

WOULD THESE BE CHINA EGGS?

A remarkable feature in the cargo of the Empress, which arrived at Vancouver last week from Hong Kong, was 116 barrels of eggs, brought from China for shipment to the United States. It was stated to be an experimental shipment in an effort on the part of Shanghai dealers to work up a trade with Canada and the States along this line at this time of the year, particularly on the Coast, where eggs are high in price and fairly old in age. Chinese have a reputation for preserving eggs, even into the years of time, but whether the quality is preserved in shipments of this kind remains to be found out by actual test.

HOW TO PREPARE POULTRY.

Farmers should be urged by merchants to prepare their fowl better for the market. They should learn that it pays them to put all the meat on them they can, for that is what the consumers want and not merely bones. They should pen them up and starve them long enough to have their crops perfectly empty before they kill them. They should then be caught and killed immediately without causing them to become excited or heated. They will then bleed better, which will improve the meat.

They should be picked without scalding and this must be done immediately after they are killed, and be finished before they get cold. They should be laid out in nice shape to get thoroughly cold, but not frozen, before they are packed. They should be packed in boxes of not more than 100 lbs. if possible, and should be packed in layers, with paper between each

For the Christmas market they may be sent in any time now, but none should reach large centres later than Wednesday, Dec. 22. They should be clean, every particle of dirt or blood washed off and packed in a way that they keep their shape.

TRADE NOTES.

A. M. Campbell, of Campbell & Titsworth, general merchants, Lacombe, Alta., has purchased his partner's interest in the business.

A Brockville grocer has summoned a farmer to appear at police court charged with selling him 103 bushels of bad potatoes.

F. H. Anson, superintendent of the Ogilvie Flour Mills Co., Ltd., has left on a business trip to Europe.

At the annual meeting of the St. John, N.B., Board of Trade held on Monday, Theodore H. Estabrooks, was elected president. Mr. Estabrooks served two years as vice-president of the board.

Mr. Swift, of Swift & Co., the big Chicago packers, was in Toronto on Tuesday of this week. While it is stated that he was in Ontario with a view to consider the establishment of a factory nothing definite could be learned. There is considerable talk just now of Armour & Co. locating in Toronto, but the rumor cannot be confirmed.



BOVRIL

has attained the highest perfection in fluid beefs. It has for years been universally regarded as the standard by which all others are judged.

It occupies this unique position because no expense has been spared in its preparation.

It is a Canadian product and its excellence has obtained for it a world-wide reputation. So much so that there is no country where it is not to be found. Don't experiment with foreign imitations of dubious quality when you have a tried and proven article in reach.

That Bovril Limited will always lead is certain. The company possesses the stability of the British institution, and it will continue to manufacture THE ONLY ONE FLUID BEEF, and to do its share in the development of the Empire, through the judicious management of its vast pasture lands, comprising millions of acres, located in Australia and the Argentine.

The Prominent Display of Bovril at this Season Ensures Profitable Sales.

BOVRIL LIMITED **MONTREAL**



Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**

E.W.GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Sell Clark's Meats

BENEFIT BY CLARK'S ADVERTISING

All the benefit of Clark's liberal advertising comes through the grocer.

If you are not handling Clark's Meats you are losing the benefit of all this advertising.

You are also disappointing customers who ask for Clark's Meats.

There is not a single reason why you should not handle Clark's Meats, and the most substantial one of all why you should—***IT WILL PAY YOU.***

Clark's Pork and Beans	Clark's Mince Meat
Clark's Ham, Tongue or Veal	Clark's Ox Tongue
Clark's Sliced Smoked Beef	Clark's Chateau Baked Beans

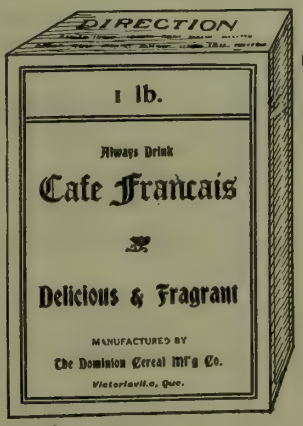
and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WRITE FOR SPECIAL PRICE LIST

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties



Cafe Francais

"Coffee without the after effects"

No more splendid seller is on the market to-day than Cafe Francais.

Everywhere appreciated, its sale is increasing in leaps and bounds.

Stock this profitable line before your competitor.

Dominion Cereal Mfg. Co.

VICTORIAVILLE, QUE.

Also Makers of Imperial Self-Raising Flour

GROCERS MEET ON SUNDAY.

Have Trouble in Overcoming the Damage to Their Trade Done by a Price-Cutter.

Toronto, Dec. 9.—The Hebrew grocers of Toronto have fallen in line with the Retail Merchants' Association, and are now a strong section of the Toronto branch, under the name of the Hebrew Division of the grocers section of the Toronto Branch of the Retail Merchants' Association of Canada. They also realize the necessity of organizing in order to defend their interests against unfair competition. These people have 182 grocery stores in the city, and a population of about 40,000, and their affiliation with the general merchants of the city is considered to be an advantage to the general trade.

They too, like the Gentiles, have their troubles among themselves. One firm, in the heart of their district, is cutting and slashing prices, and robs the others of their trade. They want this firm to be "decent," or they will in a body withdraw their patronage from the wholesale houses who now supply them all. They are also of the opinion that the manufacturer should regulate the price of his goods.

On Sunday night last, they held a meeting and talked over the situation. Forty-three were present and determination to correct matters marked the session. As an instance to show how strict they are, one of their number was stationed at the door to see that only those who had paid their fees were admitted.

Sunday with the Hebrew race is, of course, not a holy day, hence their meeting.

TRADE NOTES.

J. W. Garbrocht, Galt, Ont., has sold to Mr. Foster.

Peter Anderson, Guelph, Ont., has sold to Hood Bros.

J. A. Good & Co., Market Grocery, Berlin, Ont., sold to A. & E. Heller.

Wm. Ziegler, of Berlin, Ont., has sold to A. Kost of Johnstown, Penn.

F. H. Reid, of the Manufacturers Sales Co., Montreal, was in Toronto last week.

E. H. Souder, of Hespeler, Ont., becomes the proprietor of the grocery business of Thos. Henry, Galt, Ont. The latter has been retained as manager.

FOR SALE.

FOR SALE—Six cylinder coffee roaster; centrifugal cooler. One horse motor. Hangers, shafting, pulleys, belting—everything complete and in perfect order. Only used one year. Space required 14 x 60 inches. One of the best window advertisements any up-to-date grocer could have. Will pay for itself in six months. Write Box 327, CANADIAN GROCER, Toronto. (52)

RICHARDS PURE SOAP

You Are Interested

in saving money and we claim we can save you money on your soap purchases! It is surely not too much trouble to write and ask us how we can do this.

Let us hear from you to-day.

Our full line is

RICHARDS—

Quick Naptha Soap
Snow Flake Soap
Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

RICHARDS SOAP CO.
WOODSTOCK - ONTARIO

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

MAPLE SYRUP
"Your syrup is superior to anything I have seen on the market."—H. Mockford, Charlmond Road, London
It is STANDARD. Get Prices.
CANADA MAPLE EXCHANGE
Montreal
Smalls
TRADE MARK.

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

Mr. Merchant,

Are you handling

Royal Purple Stock and Poultry Specifics

the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

The W. A. Jenkins Mfg. Co.,
LONDON : : : ONT.



FOR QUALITY

George Kemp, Limited
LONDON - ENGLAND

$ $ $ $

in these dainty lines

Do not miss YOUR SHARE

BISCUITS

STOCK NOW

Stars
Rainbow (iced)
Cinderella (mixed)
Cocoanut Fingers
Currant Wafer
Chocolate Shortbread
Highland Shortbread

EXPORT AGENTS:

H. Collings & Co.,
16, Philpot Lane - London, E.C.
ENGLAND

There is no stable profit where there is no lasting reputation.

That's a self-evident proposition—just as plain as "two and two make four."

Profits may flow in for a while, even when a merchant handles second rate goods.

But, shrewd grocers do not bother much about *transient* success.

They're out for the trade that stays—the trade worth while—*the trade that pays.*

And that trade can only be clinched by handling *first-quality, high-grade* goods.

That's why a vast majority of grocers prefer to handle

CHRISTIE BISCUITS

They realize the significance of Christie reputation—a reputation based on high-grade, honest-quality goods.

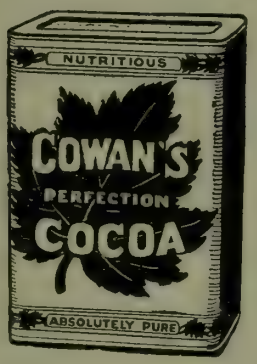
Besides, there's a Christie biscuit for every taste—we manufacture 600 varieties.

N.B.— Christie Biscuits sell more than biscuits

CHRISTIE, BROWN & CO., Ltd.

Cowan's

Cocoa and Chocolate



have been growing more and more popular in Canadian homes for many years—until now no grocer who carries a high-class stock can afford to be without them.

The Cowan Co., Ltd.

Toronto, Canada

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our **VILLAGE Biscuit** retails **3 lbs. for 25c.**

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

DESICCATED COCONUT and COCONUT FAT

Finest Quality Manufactured.

J. H. VAVASSEUR & CO., Limited 4 Lloyds Ave. **LONDON, ENG.**

Factories—Ceylon - - - Telegrams—Citronella, London

Christmas Biscuit Specialties

Around the holiday season you will find a ready sale for our famous Biscuit Specialties. Our biscuits in animal form should interest you especially. These come in the shape of horses, cows, pigs, dogs, and will be largely used in the household around Christmas and New Year's. Be the first in your town to sell them.

Order Immediately to Secure Prompt Filling of Your Order

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

By Royal  Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMBCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

How Speculative Interests Move Wheat Market

Every Rumor Coming From Southern Hemisphere has its Influence—Not Much Depending on Supply and Demand—Flour Market Shows no Change.

So sensitive and touchy is the wheat situation that every little incident which might in the smallest degree affect the prices of wheat is taken advantage of. Even with the unprecedented crop of the northern hemisphere, the wheat-producing countries on the other side of the equator are watched and almost the daily variation of the weather causes a flutter, either one way or the other. A report of frost or rain is immediately responded to by such wild speculative markets as Chicago. Owing to these unnatural influences, which are entirely of the gambling spirit, and have nothing whatever to do with the more sensible feature of supply and demand, prices are a few cents up in Chicago, while in England wheat is at least 6 pence per quarter lower.

Russia is still pouring out its wheat as if it were trying to get it out and accept the present prices rather than take chances on future values. While the market fluctuates almost daily it seems almost impossible to move it away from the point it has held for some time. That there is far more wheat in the hands of the farmers, both in our country and the United States than last year is a well known fact, and whether some John Patten will this year again boost the price to the point looked for remains to be seen.

MONTREAL.

FLOUR—Sales are brisk at present. Wheat has not been moving as freely as it did last year at this time, but it was not needed by the millers, they having filled their requirements, or a large part of them, in the past two weeks. Trade in winter wheat patents is particularly brisk. Dealers look for a good trade from now on.

Prices are firm at last week's quotations.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

ROLLED OATS—Oatmeal is beginning to find its winter popularity, and sales show quite an increase over both last week and the corresponding week last year.

Prices are firm in all lines, and sales are brisk. From now on a good trade in all lines is looked for.

Fine oatmeal, bags	2 52½
Standard oatmeal, bags	2 52½
Granulated " "	2 52½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 30
" barrels	4 85

FEED—Manitoba bran is in greatly increased demand for both local and export trade. Ontario bran is also in demand. Prices in all lines are steady. The cause of the demand is supposed to be the necessity for laying in winter stocks, and it is thought prices will not be more attractive than they are at present.

Ontario bran, per ton		20 00
Manitoba shorts, per ton		22 00
" bran, per ton		20 00
Mouillie, milled, per ton		27 00
" straight grained, per ton		31 00
Feed flour, 98-lb. bag	1 55	1 75

TORONTO.

FLOUR—There is no change whatever from last week in the local flour market. It has been rather a dull week. Receipts of wheat from farmers are a little more liberal, but they do not seem to be in a hurry to buy it out, having every confidence that wheat will, at least, hold its own.

Manitoba Wheat.		
1st Patent	5 20	5 30
2nd Patent	5 00	5 10
Strong bakers	4 90	5 00
Winter Wheat.		
Straight roller	5 20	5 40
Patents	5 40	5 50
Blended	5 40	5 50

CEREALS—Both wheat and oats are firm, but the prices are the same as last week. This being the case the manufactured goods, although in good demand, are quoted at the same figures as last week. With potatoes considerably below their relative value with other foods, the consumption of cereals may suffer to some extent on that account.

Rolled wheat, car load	2 95
" oats "	2 20
Oatmeal, car load	2 50
Rolled wheat in barrels, 100 lbs	3 05 3 15
" oats in bags, per bag 90 lbs	2 30
Oatmeal, standard and granulated, in bags 98 lbs	2 60

LARGE POTATO YIELD.

The government reports show the yield of potatoes of the whole of Canada to be 99,087,000 bushels, or 25,297,200 bushels more than last year. The price last year was about 20c a bag higher than this year. With cheap potatoes and bread moderate, some think we should be content even if turkeys are high and new laid eggs hard to reach. It is interesting to note that New Brunswick leads the maritime provines with a total yield of 12,247,000 bushels. Quebec province leads in the Dominion with an estimated production of 30,853,000 bushels.

SPEAKERS FOR BANQUET.

Representatives of the Federal and Provincial Governments, and of the Opposition in both houses, will be present at the annual banquet of the Dominion Commercial Travelers' Association, to be held in the Windsor Hotel, Montreal. Dec. 20. McGill and Laval universities, too, will be represented by speakers. Arrangements being concluded augur well for the success of the event. Tickets are selling in greater number than ever before. The executive hope that members, and travelers generally, will make a special effort to attend the affair. The new Red Room of the Windsor will be used.

A good habit

to cultivate is that of ordering that delightful kind of Soda Cracker which always reaches you in a crisp and fresh condition. The name of this kind is

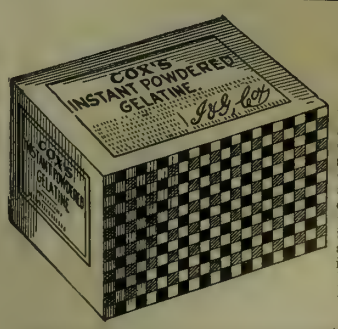


and they are **so good**, because they are made of purest materials, by highly skilled labor, in an up-to-date biscuit factory.

Specify "Mooney's" every time; it will pay you.

The Mooney Biscuit and Candy Co., Ltd.

STRATFORD - CANADA



COX'S, GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL

Canadian Agents: J. & G. Cox Ltd

C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

Gorgie Mills EDINBURGH



WHEN MRS. GRANT COMES IN TO BUY HER XMAS MINCE MEAT TELL HER YOU ARE SELLING THE FINEST CHOCOLATES AND THAT YOU WANT HER TRADE.

That You Will Get It For The Asking Is Certain Because She Knows You and Your word Is Her Guarantee.

Better for you that HER GROCER should supply the confectionery than the store up the street.

Having in stock

"CHOCOLATE BORDO"

will enable you to conscientiously make the statement suggested in the opening paragraph, for these chocolates have been 25 years quality leaders.

Your Profit Is Not Forgotten.

The Montreal Biscuit Company
Wholesale Confectioners
MONTREAL
FREE—To all inquirers a neat and convenient 1910 Pocket Calendar.

ROLLED OATS
FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.
WRITE FOR QUOTATIONS.
Prompt attention to all orders.
J. W. EWEN, - Uxbridge, Ont.

SALT
Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
82 Beaudry Street MONTREAL

HOLLAND HERRINGS
In 10 lb. Kegs
—GET—
GARLAND BRAND
They are the best
Packed by
Palvast and Van der Vliss, Holland
WRITE
W. H. ESCOTT
BROKER, - WINNIPEG
Direct Importer, for a Car

A. C. LANDRY
Wholesale and Retail Merchant
STE. FLAVIE STATION, QUE.
Makes a specialty of jobbing
Flour, Grain and Groceries
of all kinds

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ***ESTABLISHED 1871***

GRATEFUL COMFORTING

EPPS'S COCOA

The Choicest of all Cocoas

The Most Delicious
The Most Nutritive

A cup of this delightful beverage is a cup of real enjoyment, giving true exhilaration and invigorating the whole system.

The LEADING COCOA of MANY GENERATIONS

Special Agents C. E. COLSON & SON, Montreal
Nova Scotia, E. B. ADAMS, Halifax. Manitoba, BUCHANAN & GORDON, Winnipeg

MILK

is the one universal food. The best and purest form in which it can be obtained is

TRUMILK AND MILKSTOCK

The only milk powders soluble in cold water. Light to carry. Better in taste than any other form of milk in cans. Will keep after can is opened. Not injured by freezing.

AT ALL WHOLESALE GROCERS

Canadian Milk Products, Limited
Head Office: Mail Building, TORONTO



The Dreadnaught of the Flour Seas

DEAR Merry England is getting competition these days that's simply fierce.
There's a bunch of outsiders "over there" casting languishing looks of envy on her trade and commerce.
Some have even displayed a desire to steal a bite now and then.
So England is busy—*building Dreadnaughts.*

* * * *

To be sure, said many, Dreadnaughts digest a lot of the yellow metal. Why not build torpedo boats, submarines, and such?
Because Dreadnaughts as yet are the only successful factor to inspire certain parties with proper respect.
It isn't a question of *expense,* you see, but of *"what we have we hold; what we haven't got, we're after."*

* * * *

Well, thought we, the position of the Tight Little Isle is much like that of the tight (?) little merchant.
He's tight if he wants to, isn't he?
You've got keen competition, too—neighbors mighty anxious to annex your trade, *present and prospective.*
Business is a battle, Brother Grocer.
He wins who is *best equipped.*

* * * *

Now, there's FIVE ROSES.
A *good* flour, milled entirely from the *heart* of Red Manitoba Spring Wheat berries, the world's prime cereal.
Sure, it's the Dreadnaught among flour brands, Brother Grocer.
Because it fears no competition, and is most effective in protecting *your* trade.
The trade you have, it HOLDS; the trade you haven't got, it helps you to GET AFTER.

* * * *

It isn't a matter of price.
It's *results* that count, Brother Grocer, when you need the business.
The housewife wants white, wholesome, palatable breadstuffs; she also covets flaky, crinkly pie crust with a flavor that is its own monopoly.
And she means to get it—if not from YOU, *elsewhere.*
But she gets it *always,* if you sell FIVE ROSES.
Why don't YOU?

FIVE ROSES FLOUR

LAKE OF THE WOODS MILLING COMPANY
LIMITED
MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

Merchants Closing Out Mail Order Competition

The Grocers of Orillia do Not Allow Catalogue Houses to Get Much of a Foothold—Employ Aggressive Measures—Jealousy, However, Rules Among Them—Want of Organization Felt.

Special Correspondence.

Orillia, Ont., December 8.—The merchants here are principally the sons of pioneer merchants who saw the begining of this prosperous town, and who have been able to start their boys in business life, under more favorable conditions than they begin themselves.

The merchants derive a good deal of benefit from the tourists during the summer months and in that way have an advantage over towns not so favorably situated.

In Orillia a large portion of the groceries are handled in general stores. This causes a little friction between them and those who confine themselves strictly to groceries. Whether this is pleasant or otherwise, it seems to have the effect of stimulating business, for the stores on the whole are busy and are a credit to the town. Different in one respect at least from Barrie its neighbor, few of the merchants call around for orders at the houses. This saves them considerable expense they claim, and gives them time to keep their stores in good shape and more attractive to their customers.

All the best dealers in groceries are readers of The Canadian Grocer and some insist on their salesmen and salesladies reading it. They realize the need for men who can give the best possible service to the people. "Good service more than prices win the trade, and to keep up-to-date we look to The Grocer as a great help," remarked one grocer.

Watch Mail Order Houses.

"We cannot complain much about our citizens patronizing mail order houses," said another. "We do our best to give satisfaction, and I think our customers have convinced themselves that they cannot do better anywhere else."

"Too many of our country town merchants admit that the mail order houses are under-selling them, and instead of hustling themselves they sit down, look blue, neglect their business, and find fault with their neighbors. Wherever the merchants are united, work together for the interests of the town and try altogether to give good service to the people, they need not be much alarmed about encroachments from the large cities," was the opinion of one of the most active business men in Orillia.

"The merchants of this town, I am sorry to say," remarked another, "are too jealous of each other. There is never anything gained by it, but very often it leads to losses, and is always an injury to the town. We should have an asspciation and meet together to discuss matters of importance, and cultivate a friendly feeling."

In nearly every town one finds some old "back-numbers" who, as a rule, fell behind in the race and blame everybody but themselves. They get into a rut, and will not admit that it is necessary for them to get out, but vainly attempt to hold the people to their antiquated ideas. Such men are to be pitied. They will never mingle with their fellow retailers; they will not read their own trade paper, and consequently will not bring themselves in touch with up-to-date ideas and methods. They have scarcely a good word for anybody but a great deal of fault to find with many. Such men are no help to the general trade of the town; their conditions are misfortunes and they deserve the kindest consideration from those who are in happier circumstances.

If the merchants in towns could realize the value they could derive from each other through neighborly friendliness, and the assistance they could be to each other, they would not be without their regular meetings if for no other purpose than to see one another and find out what a lot of good fellows they were.

The motto, "Live and let live," would not exactly meet their views but rather, "Live and help others to live."

THE FOOD VALUE OF NUTS.

Scientists Claim Them to be Useful to the Human System.

Scientists have been studying the effect of animal food upon the human system, and some have come to the conclusion that many of the diseases to which man is heir come direct from eating animal food. A German scientist advances the theory that children fed upon meat become quarrelsome, ill-natured and disposed to fight, taking on animal instincts with the habit of an animal diet.

Scientfic investigation has opened our eyes to many evils of which our forbears never dreamed. The diseases of animals, which were little known, their effect upon the human system when taken into the stomach, and recent investigations into the quality of the work of health officials, conduce to make one a little chary of accepting meats exposed for sale on the public markets.

Tell Your Customers That :

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



For these evils there is a remedy—the use of nuts, which are among the best and most wholesome food products known to science. They average from 50 to 70 per cent. fat, and from 15 to 33 per cent. proteids, therefore, if measured by their chemical food values, as a natural substitute for meats, they are superior, for no other reasons than their purity and cleanliness.

However, that which makes nuts such an excellent article of food is that their nutritive elements are almost perfectly proportioned, that is to say, a normal body requires so much water, proteids, carbohydrates, mineral salts and fat to sustain it healthfully each twenty-four hours, and in nuts these elements are found more correctly proportioned, according to the requirements of the body, than in any other article of food known to chemists.

They have done their part in the past, in that they furnished a great part of the food of primitive men, bringing them up from a barbarous people to a state of intelligent and intellectual manhood. —California Fruit Grower.

OFFERING MONEY PRIZES.

The newly incorporated Institute of Certified Grocers, London, Eng., has offered some splendid prizes for business examinations of grocers' assistants. The chief prize is one of £100 a year for ten years. The institute's first examination for the £100 income prize will be held in London next April. The subjects will be knowledge and valuation of commodities, principles of advertising, laws affecting the trade, methods of business, such as salesmanship, canvassing, stock-taking and practical tests in tea and coffee blending.

Robert Dowsley, 1488 Queen St. West, Toronto, has sold his business to Jaques & Donnelly, two young men, who expect even to outdo the splendid business carried on by their predecessor. To assist them in getting a good start they have secured the services of James Rae, who for years carried on the same store and is well acquainted in that part of the city.

PROFIT IS ELUSIVE!

In these days of keen competition, if your profits are going to increase, every means must be utilized to 'cage the flying dollars.' How about a tobacco department in your store? This is a line which will yield you a good profit, with very small outlay, especially if you feature the

7-20-4 CIGAR

This cigar, made by a reputable firm, has proved a great public favorite, and will prove a ready seller. Let us have your enquiry to-day.

The SHERBROOKE CIGAR CO., Sherbrooke, Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

CHRISTMAS FRUITS, ETC.

Navel, Florida and Mexican Oranges, Tangerines, Grape Fruit, Pine Apples, Almeria Grapes, Cranberries, Figs, Nuts, Dates, Celery, Head Lettuce, Hot House Tomatoes, etc.

Send in your orders early so we can give you best selections.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

St. Nicholas

Tracuzzi, Messina, Packer

The Brands OF Lemons You will eventually handle

McCabe, Toronto Agent

Home Guard

Weakness in Apple Prices on the British Market

Shippers a Little Afraid of Losing Money—Fruit Market Generally Quiet, but a Big Trade is Expected Next Week—An Active Advent Fish Market.

MONTREAL.

GREEN FRUITS.—There is a decided scarcity of good late Valencias, which has resulted in an increased price, $5. Some inferior goods are on the market as low as $3.50, but desirable qualities are only to be had in limited quantities. Jamaica grape fruit is slightly higher, ranging from $3.50 to $4 per box. Other lines are steady, with trade slightly better than last week. Next week a large increase is looked for, as Christmas is only two weeks away.

Apples, Baldwins, per bbl		4 00
" Greenings, per bbl		4 00
" Russets		4 50
" Kings, No. 1		5 00
" Spies, per bbl		5 00
" Fameuse, per bbl	4 00	4 50
" Mackintosh reds		5 0
" " No. 2		4 50
" Tallman Sweets		2 50
" Wealthys, No. 1, bbl		4 50
" " No. 2, bbl		4 00
Bananas crated, bunch	1 75	2 75
Cranberries, per bbl	7 75	9 00
Cocoanuts, bag		4 25
Grape fruit, Florida		5 00
" " Jamaica	3 50	4 00
Grapes, Almeria, per keg		5 50
" Concords, per basket		0 17
" Niagara		0 17
Lemons, Verdillis, box		3 25
" Maoris, box		3 25
Limes, per box		1 00
Oranges, late Valencias		5 20
" Floridas		3 00
" California navels	3 00	3 50
" Porto Ricos		2 50
" Mexicans		2 40
" Jamaica, per crate		4 50
Pineapples, Floridas, box	3 00	3 50

VEGETABLES. — Trade has brightened up to a certain extent on account of the approach of Christmas. Supplies are somewhat limited, but sufficient are available to fill all demands so far. Dealers are hoping for increased trade next week, and are making preparations to meet it. Prices are firm, with a slight upward tendency in view of the expected increase in trade.

Beets, per bag	0 50	0 60
Carrots, bag	0 50	0 60
Cabbage, dozen	0 25	0 40
Celery, Canadian, dozen	0 75	0 90
Cauliflowers, dozen	1 00	2 00
Cucumbers, Boston, per doz	1 50	1 75
Green peppers, basket		0 75
Lettuce, curly, dozen		0 25
" Boston	0 60	0 75
Leeks, dozen		1 50
Onions, red, per bag		1 00
" Spanish, cases 150 lbs		2 75
" " half cases		1 65
" " crates 50 lbs	0 90	1 00
Potatoes, Montreal, bag	0 65	0 75
" sweet, per bbl	2 50	3 50
" " basket		2 00
Parsley, dozen		0 20
Parsnips, per bag	0 90	1 00
Pumpkins, doz	1 25	1 50
Sage, dozen	0 40	0 50
Savory, dozen	0 40	0 50
Spinach, Canadian, box	0 50	0 60
String beans, basket (large)	4 00	4 50
Squash, Hubbard, per dozen		1 50
Thyme, dozen	0 75	1 00
Tomatoes, hot-house, lb	0 20	0 25
Turnips, bag	0 40	0 75
" Quebec, per ton	7 50	9 00
Vegetable Marrows, dozen	0 90	1 00
Watercress, dozen	0 40	0 75

FISH.—Fish trade is active on account of Advent, and several lines already show traces of shortage. Consequently prices are advancing. Haddock is scarce, owing to stormy weather on the coast. Green cod also has advanced due to large demand and a limited visible supply.

Frozen fish sales are good, though mild weather is interfering to a certain extent.

In prepared and smoked fish demand is good and prices are maintained.

FRESH	
Market cod, per lb	0 05
Perch, dressed, per lb	0 10
Pike, headless and dressed	0 07
Salmon, B.C.	0 12½
Sea trout, per lb	0 14
Steak cod, per lb	0 06
Barbotte	0 10
Dore, per lb	0 10
Eels, fresh, per lb	0 08
Halibut, per lb	0 10
Haddock, per lb	0 05 0 06
Herring, fresh, per 100 fish	1 80
Mackerel	0 10
FROZEN	
Dore, winter caught, per lb	0 06
Flounders	0 06
Halibut, per lb	0 09 0 10
Herring, per 100	1 75
Lake trout	0 08½
Mackerel	0 10
Pike, headless and dressed	0 07
Steak cod, per lb	0 05
Salmon, B.C., red, per lb	0 09
Salmon, Gaspe	0 18
Salmon, Qualla, per lb	0 08
Smelts, 10 lb. boxes	0 10
Whitefish, large, per lb	0 10
Whitefish, small, per lb	0 07
SALTED AND PICKLED	
Green cod, No. 1 medium, per bl	7 00
" small, per bl	5 50
" large, per bl	7 50
Labrador herring, bbl	5 25
Labrador herring, half barrel	3 00
Labrador sea trout, bbls	12 00
" " " half bbls	6 50
No. 1 mackerel, pail	2 00
No. 1 " half bbls	8 00
Salmon, B.C., half bbls	8 00
Salmon, B.C., bbls, red	15 50
Salmon, B.C., pink	14 00
Salmon, Labrador, bbl	18 00
Salmon, Labrador, ½ bbls	9 50
Salmon, Labrador, tierces, 300 lb	26 00
Salt eels, per lb	0 08
Salt sardines, 20 lb. pail	1 00
Sardines, Quebec, bbl	5 50
SMOKED	
Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb	0 07½
Herring, new smoked, per box	0 12
Kippered herring, per box	1 20 1 25
Kippered herring, imported	1 25
Smoked salmon, sugar cured, per lb	0 25
SHELL FISH	
Lobsters, ve, per lb	0 20
Oysters, choice, bulk, Imp. gal	1 40
" "Sealshipt," standards, Imp. gal	1 75
" " select	2 00
" shell, per bbl	7 00 10 00
PREPARED FISH	
Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	5 50
Skinless cod, 100 lb. case	5 25
Shredded cod, per box	1 80

TORONTO.

GREEN FRUIT.—The apple trade has not recovered from its sluggish condition of last week, and the reports from England are not very encouraging to those who have many thousands of barrels on the way to that market.

Snows are in better local demand than any others, and sell for $3.50 to $4 a barrel. Some of the lower grades of apples sell as low as $1 a barrel.

Although yet somewhat unripe and ahead of their time, the navel orange is seeking the lead. For present use, however, there are other varieties a little better. The fruit market is slow. It is a little too early for retailers to lay in their Christmas goods, but next week is expected to make up for all the dullness that exists this week, all domestic grapes are now off the market.

Apples, Snows	3 50	4 00
" Spies	3 00	3 50
" Greenings	2 25	2 50
Bananas	2 00	2 25
Cranberries, per bbl	8 00	8 50
Grapes, Almeria per keg	5 50	6 00
Grape Fruit	3 50	4 00
Lemons, Messina	2 75	3 25
" Palermo	3 00	3 50
Oranges, Cal. navels	3 00	3 50
" Floridas	2 50	2 75
" Mexican	2 00	2 25
Pears, Can., basket	0 60	0 65
Pineapples, per case	2 40	4 50

VEGETABLES.—There is comparatively little doing in vegetables in the market. As has been the case for several weeks, the stores are all supplied by the local gardeners. Some imported lettuce is offered at $1.75 per hamper, but it sells slowly. Cucumbers are still selling at $1.75 per dozen. Spanish onions in large cases at $2.50 a case.

Beets, per bag		0 60
Cabbage, Canadian, per dozen	0 35	0 40
Carrots, per bag	0 50	0 55
Celery, Canadian, per doz	0 30	0 35
Onions, Canadian, per bag	1 00	1 25
" new, Valencias, crate	2 75	3 00
" Spanish	2 50	2 75
" half cases		1 50
Parsnips, per bag		0 75
Potatoes, Canadian, per bag	0 60	0 65
" sweet, basket		0 56
" sweet, per hamper	1 25	1 50
" sweet, per barrel		3 50
Radishes, per dozen		0 20
Tomatoes, hot house, per lb		0 25
Turnips, per bag		0 40

FISH.—The fish market is a busy one in spite of the mild weather, which never suits the fish men. Some fresh caught trout and white fish are coming in since the closed season is over, and are selling from 9 to 10c.

LAKE FISH (FROZEN)

Goldeyes	0 05½	Pickerel yellow	0 06
Herring, Lake Erie	0 06	Pike	0 06
" Lake Superior	0 05½	Perch	0 06
" Lake Ontario	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 09½

OCEAN FISH (FROZEN)

Cod steak	0 07	Mackerel, each	0 20
Flounders (25 to 50 lb. in box)	0 12	Salmon, pink, per lb	0 09
Halibut	0 09	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	5 00	Smelts, per lb	0 12
		Shrimps, per gal	1 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Herrings, Labrador, half barrels	2 90
" tablets, box	1 60	Herrings, Digby, bndle	0 60
Bloaters, per basket	1 00	Herrings, Imported Loch Fyne, per kit	1 10
Codfish, shredded, box	1 80	Kippers, per box	1 25
" Bluenose, "	1 40	Quail on toast, per lb	0 05½
Cod steak, per lb	0 07	Trout, pickeled, 100 lb. barrels	6 00
Cod, Imperial, per lb	0 05		
Ciscoes, per basket	1 00		
Haddie, Finnan	0 08		

SHELL FISH.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

MONEY IN B.C. FRUIT.

Instances in Which Fruit Farms Have Proven Their Worth.

Victoria, B.C., December 6.—Fruit culture in British Columbia is fast becoming one of the most important industries in the Pacific province. Apples, peaches, pears, cherries, plums and every other variety of fruit are cultivated with the most astounding results. Lord Aberdeen purchased the Coldstream Ranch at Vernon, some years ago and is now developing its fruit resources as a large part of the operations of his holdings. His Lordship's twenty-acre patch pro-

XMAS FRUITS

We are Headquarters for everything in

Oranges Bananas Pineapples Lemons
Holly Wreaths and Wreathing Nuts Figs Dates, etc. California Celery and other Imported Vegetable
Hothouse Tomatoes Fancy Apples in barrels or boxes
Oysters and Fish

Orders filled Promptly on shortest notice with best goods. Phone Main 6565.

WHITE & CO., LTD.

Toronto and Hamilton

NEW ARRIVALS

Fancy Sweet Sonoras
California Navels
AND Florida Oranges
FINE RIPE New Messina Lemons
Almeria Grapes

ALL OF FINEST QUALITY

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO



Are there not better Lemons? Yes, there are not.

FRATELLI FOLLINA, Palermo, Messina

This name on a box means the same as Sterling does to Silver.

Our Best Brands — BUSTER BROWN, HIAWATHA, LORD BERESFORD

It's the Sign of Quality.
The Guarantee of Value.
The Standard by which others are compared.

W. B. Stringer - Canadian Agent - Toronto

duced $10,000 worth of Northern Spies last year. Other equally good results are reported in other districts of the province. One cherry tree at Penticton produced eight hundred pounds of fruit, and another at Agassiz one thousand pounds. What would be the result of an acre of as many such trees as the soil is capable of feeding, can be imagined and calculated.

In Okanagan instances are reported of profits of from $500 to $600 per acre. At Kelowna, nine tons of pears and ten tons of prunes per acre are said not to be uncommon. Four acres of strawberries near Victoria returned the owner of the land $2,598 net. Another owner reported 12,556 pounds of berries on one and a half acres, which sold for over $1,200.

Nectarines, apricots, figs, almonds and several other of the less hardy fruits and nuts, have been tried with success. It is contended by those with experience that any fruit or vegetable which can be grown three hundred miles south of the International boundary line, can be produced in British Columbia.

This fruit industry can hardly be said to have commenced in British Columbia. It has just passed that point in the State of Washington where there are now over 100,000 acres planted out against barely 7,000 acres in 1901.

Vilandre Freres, Richmond, Que., have sold their grocery and feed departments to Mr. Roux.

R. H. Kenyon, who has conducted a general store business in Port Colborne, Ont., for the past three years, has disposed of his business to Mr. Ward, of Toronto, who takes possession about the 20th of this month.

A RETAILER'S COMPLAINT.

Editor Canadian Grocer—The recent article in The Grocer re price maintenance, is read with interest in this section. The placing of a certain retail price on an article by the manufacturer certainly has some advantages. The trouble is though, that in many cases the manufacturers do not enforce their rule.

I have in mind a certain brand of soap. When an invoice of this line is received you find printed upon it something to the effect that "by the acceptance of this bill of goods you agree not to sell the article below the recognized retail price."

This soap costs almost 4c. and its retail price is supposed to be 5c. In a great many cases (particularly by departmental stores) this article is cut to 6 bars for 25c., seemingly without objection from the manufacturer. The enforcement of this rule would mean a definite profit for all and would place the retailer on even ground with his departmental store rival.

Again, let us consider sugar. What a boon it would be to retailers if the sugar refineries bound us to selling sugar at a certain paying percentage over wholesale price. Not one grocer in a hundred sees any sense in selling sugar at cost but even in spite of this the sugar part of our business that counts for so much in the turnover on our credit books and so quickly pulls down bank balance—counts for almost nothing on the profit sheet.

A SQUARE DEAL.

Perth, Ont., Dec. 8th, 1909.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Alterations and Fittings Drill Hall, Toronto," will be received at this office until 5.00 P.M., on Monday, December 20, 1909, for the work mentioned.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and on application to Mr. Thos. Hastings, Clerk of Works, Customs Building, Toronto.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, with their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The department does not bind itself to accept the lowest or any tender.

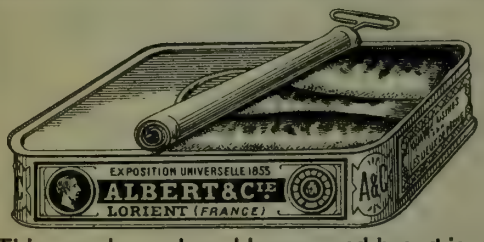
By order,

NAPOLEON TESSIER,
Secretary.

Department of Public Works,
Ottawa, November 30th, 1909.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.
(50)

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular



Ask for
"ALBERT & CIE"
French Sardines
This popular and world renowned brand is packed in FRANCE from specially selected fish only.
AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

It is a genuine satisfaction
to sell an article with a guarantee behind it. Are you stocking
CONCORD NORWEGIAN SARDINES?
The brand with a guarantee on each tin. The extra care taken in the packing of these sardines preserves their natural delicate flavor in a remarkable manner. There is an extra cover for use after the tin has once been opened.
This high-class sardine will appeal strongly to your better-class customers. Send your order to any wholesale grocer.
AGENTS:—R. S. McIndoe, Toronto. A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Watson & Truesdale, Winnipeg. Radiger & Janion, Vancouver and Victoria, B.C.

NEW FROZEN SEA HERRING

These fish are just in. A seasonable line it will pay you to feature. Choice fish, large and bright—the kind you quickly sell.

Order a trial barrel shipped at once. When you write have us quote you on :

Smelts Salmon Halibut Mackerel Whitefish
Pickerel Pike Haddies Kippers Bloaters
also Bulk Oysters

Our stocks are complete. All of these lines are quoted in our weekly price list, which is yours for the asking.

BRANCHES: St. John, N.B., Grand River, Gaspe.

LEONARD BROS.

The Largest Fish and Oyster Warehouse in Canada.
YOUVILLE SQUARE (Near Customs House.) MONTREAL

Four Long Distance Telephones

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.
SOUTH NORWALK, Connecticut.



THE PUREST AND BEST

MR. DEALER

Have you stocked the new **5c.** tin

St. Charles Brand ?

Some of your customers will want it and any jobber can supply you. It's a convenient package and only **$2.00** per case.

Manufactured by



St. Charles Condensing Co.
INGERSOLL, ONTARIO
CANADA



Different Views Regarding Collecting by Draft

Retailers Recommend it Because They Can Better Watch Cash Discounts—One Does Not Think the Bank is the Only Protection—A Legalized Method.

From the following letters to The Canadian Grocer, it is evident that "Collecting by Draft" is considered in different lights. Two of the three communications from retail grocers, it will be observed, favor that method, the third being a plea for settling accounts by cheque. They are as follows:—

In Favor of The Draft.

Editor Canadian Grocer,—I might say that in my own estimation that "Collecting by Draft" is far superior to the sending of cheques or other remitting forms.

My reasons for saying this are as follows:—1st, that it saves the chance of ever forgetting to remit; 2nd, that your wholesalers are accustomed to the usual terms you desire, and furthermore that if you are in the habit of taking discounts it enables you to do so without constantly thinking when you should send your cheque.

Of course, if a person is in the habit of running an open account with his wholesaler, it may be more convenient to mail a cheque, but I still think that the system of drafting is a much more up-to-date way of settling your wholesale account.

W. R. BROWNE.
Cherry Valley, Ont., Dec. 6, 1909.

Likes Post Office Order.

Editor Canadian Grocer:—I carefully read your article in The Grocer of Nov. 26th, and noticed what was said about "Collecting by Draft." I do not like the draft. I am post-master here and if thirty days are given, as they usually are, I simply issue a post office order. I think wholesale houses should not draw on such close dating. There is no bank here and when a draft is made, it must be accepted and mailed back to the bank; then it must be entered up, its maturity watched and the money mailed to the bank—all told, a whole lot of trouble when the one remittance will do. I for one do not like drafts.

M. GLEESON.
Greenwood, Ont., Dec. 6, 1909.

Editor Canadian Grocer,—We think "Collecting by Draft" the easiest and safest way for both the wholesaler and retailer and you will find that 90 per cent. of those opposed to the draft system are weak financially. It acts as a double check on discounts, the wholesaler deducting them before making draft, and the retailer checking same before acceptance. It is also a saving to retailers in stationery and postage.

While we do not favor the returning of drafts, the retailer is not compelled to accept them and may have same returned if incorrect or unable to pay. It is very convenient to wholesalers. A good many firms get them discounted at the bank, and if it were not for this might be financially embarrassed at times. We do not look upon the bank as "an only protection," but a custodian. Banks are paid for the use of money, or for their services and while they may help in rating a firm or individual, other information is usually received outside the bank. We do not know of any reason why it should injure a person's or firm's credit, as it is a legalized way of collecting accounts between seller and buyer.

THOMAS BROS.
Campbellford, Ont., Dec. 4, 1907.

Fred and George Crocker have started a grocery store in South Vancouver, just outside the city boundaries. Fred Crocker has been for several years with H. O. Lee's grocery, in Mount Pleasant, while George has been in business for himself.

TO THE
Merchants of Canada
We are sole Canadian Agents for and are now offering the FINEST grade of
FINNAN HADDIES
ever produced, the famous
WACHUSETT FINNAN HADDIES
packed by
FREEMAN & COBB CO.
(Incorporated)
FISH
BOSTON - - MASS.
and sold by progressive dealers everywhere. Each haddie is branded with the Freeman & Cobb Co. (Inc.) NAME and TRADE MARK and each one is guaranteed. All are smoked, strictly fresh-caught, shore haddock.
JUST WHAT YOU WANT FOR ADVENT
Packed in 15, 30 and 50-lb. boxes.
Prices on application.
D. HATTON & CO.
18 Bonsecours St. - - - - MONTREAL

Wise Grocers
realize the importance of handling only high grade goods and
Always Feature
that line which is known to have a quality all its own, such as has
QUAKER SALMON
ARE *YOU* A *WISE* GROCER?
MATHEWSON'S SONS
Wholesale Grocers
MONTREAL



Fortify Your Position as a Grocer

by adding a line of Canned Fish Goods that has "made good." There is nothing you handle that will add to your reputation for good or ill like the canned goods you stock. Your outlook is bright and your future is assured if you stock

Brunswick Brand Sea Foods

the brand that spells "quality." See that you have a full range on your shelves.

CONNORS BROS., Limited,
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard, Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B. C.; The Alf. Denis Co., Ltd., Edmonton, Alta.



PROMPT SHIPMENTS



ON MAIL ORDERS

Friend Retailer, Does this not appeal to you, where **quick** buying is the rule, not the exception? Making FISH and OYSTERS a specialty, combined with long experience in buying the best in these lines, gives us numerous advantages.

This is Advent, every Wednesday and Friday until Christmas being "fast" days.

———GET BUSY———

The F. T. JAMES CO., Limited

Packers and Shippers of "Beacon Brand"

Fish and Oyster Distributers **TORONTO**

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Corisnne Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes Regina, Sask.

No More Bad Bills

There's absolutely no excuse for a grocer to complain of bad bills. There's a way to hold the credit customer in check and avoid losses.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.



LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

ABSORBINE

Full directions in pamphlet with each bottle. $2.00 a bottle at dealers or delivered. Horse Book 9 D free.

ABSORBINE, JR., for mankind, $1 a bottle, removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



BOWSER

Self-Measuring

AIL TANKS afford a

CONVENIENCE

that alone is reason enough for installing the system.

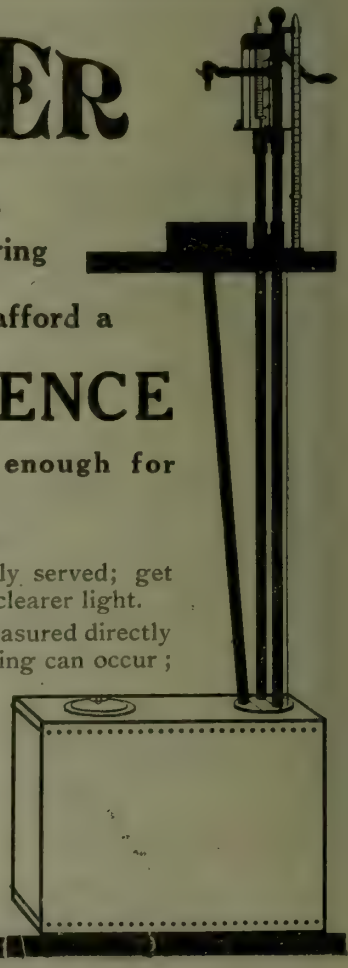
"The convenience is mutual.

My customers are better and more quickly served; get clean oil of better quality that gives a firmer, clearer light.

The barrels are easily emptied; the oil is measured directly into the customer's can; no slopping nor spilling can occur; the odor of oil is not found in the store.

Modern CONVENIENCES mean time and money. They draw and hold trade."

Catalog 5-K contains full information regarding Bowser Outfits.



S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., Toronto, Can.

When you want

STENCILS

in Brass, cut to order, send to us and get good Stencils.

If you have not got a

Bradley Stencil Machine

get one and save money.

We are sole agents in Canada.

Hamilton Stamp and Stencil Works, Ltd.

HAMILTON, ONTARIO

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

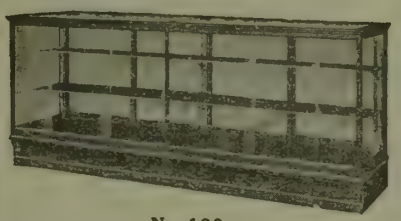
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Wolverine **Show Case**



The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.



An exclusive special feature of

THE

Elgin National Coffee Mills

is the adjuster, by means of which the mill can be regulated, when running, to grind coarsely or finely. Every ELGIN NATIONAL has steel grinders, and is a very attractive piece of furniture (apart from its profitableness) in any store.

A high-grade mill at a

LOW COST

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE,
LONDON, E., ENG.

Canadian Agents:
ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

AGENCIES WANTED.

AGENTS WANTED—For Halifax, Quebec, Montreal and Toronto for high class firm of Scotch confectioners, chocolate makers, jam and marmalade manufacturers. Apply with particulars and references to John Buchanan & Bros., Ltd., Stewart Street, Glasgow, Scotland. (51p)

FOR SALE.

ESTABLISHED grocery in fast growing suburb of Vancouver, splendid location. Stock runs about $900; fixtures, including horse and rig, $700. We can offer this good buy at invoice. See Vancouver Business Mart, 9 Hastings St. E., Vancouver, B.C.

FOR SALE—National Cash Register, No. 92, Improved check and detail strip. Printing device, six clerks' initial keys, charge, received on account, paid out. One cent to ninety-nine dollars and ninety-nine cents. Allan Cameron, Brockville, Ont.

FOR SALE AT A SNAP—One 6-drawer National Cash Register—self adder. A beautiful piece of shop furniture, cost $650, only two years old. Will sell cheap. Also a set cash carriers, new Lamson make, four stations, at a big sacrifice. Correspondence solicited. R. H. Benson & Co., Copper Cliff, Ont. (50)

BUSINESSES FOR SALE.

FOR SALE—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; good clean stock; at 90 cents, turnover $10,000. Brick building, for sale or rent, easy terms. Clear profit last year $2,200. Address Box 316, CANADIAN GROCER, Union Bank Building, Winnipeg. (50p)

GROCERY BUSINESS FOR SALE on Main Street, Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

GROCERY BUSINESS—Stock $2,000. Weekly sales average about $390. Business practically on cash basis. Splendid accomodations. Rent reasonable. A rare opportunity for an up-to-date man. Address Box 326, CANADIAN GROCER, Toronto. (1p)

SITUATIONS VACANT.

GROCERY CLERK for Port Arthur. Must be number one, able to window dress, decorate and manage high class business. Married man preferred. State salary and experience. P.O. Box 511, Port Arthur.

WANTED—January 1st, 1910, two experienced hardware travelers for Ottawa Valley. In applying state experience and what section of country traveled. Reference required. Apply by letter or in person to Thomas Birkett & Son Co., Ltd., Ottawa, Canada. (50)

WANTED—Grocery man of ability and energy. Give particulars. Send photograph and references. Also state salary expected. Apply to T. P. Malone, Strathcona, Alberta. (50)

WANTED—A thoroughly competent specialty man to work with the retail grocery trade in the Provinces of Quebec and Ontario. Must be energetic, persistent, conscientious and reliable. State experience, age and connection. All communications treated strictly confidential. Apply to Staple Line, care of CANADIAN GROCER, Montreal.

SITUATION WANTED.

MALE Invoice Stenographer (grocery) wants change position. Desires better opportunity learn business. Salary secondary. "Steno," c/o H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (1p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Ltd., 8 John St. N., Hamilton. (tf)

CASH AND PACKAGE CARRIERS—Better and quicker service in your store results from the installation of the "Gipe" system of cash or parcel carriers. They are the latest, strongest, simplest and most effective on the market. Will centralize your business and more than pay for themselves in the first year. Write for catalogue. Gipe Carrier Co., 97 Ontario St., Toronto. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom handpower elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Company, 285 Yonge St., Toronto.

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

SILENT SALESMEN as represented by your show cases and fittings work all the time, show all the goods and make sales unaided. Efficient display half sells any article, and our illustrated catalogue has points of interest in this direction for every merchant. Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E., London, Ont. (tf)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

PERIODICAL DEPT.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to day. The Busy Man's Magazine, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
A.—Scottish, Liverpool

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 3 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 45
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dume	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb.	13 60
" 6 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams		Peach	1 80
	Per doz	Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk.

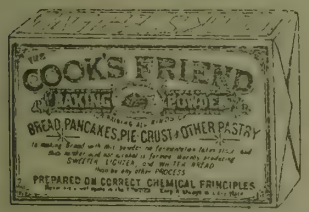
	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

	In Cartoons	per dozen
No. 1, 1-lb., 4 dozen		2 40
" " 2 "		2 50
No. 2, 5-oz., 6 dozen		0 80
" " 3 "		0 85
No. 3, 2½-oz., 4 dozen		0 45
No. 10, 12-oz., 4 dozen		2 10
" " 2 "		2 20
No. 12, 4-oz., 6 dozen		0 70
" " 3 "		0 75
	In Tin Boxes	per dozen
No 13, 1-lb., 2 dozen		3 00
" 14, 8-oz., 3 "		1 75
" 15, 4-oz., 4 "		1 10
" 16, 2½ lbs		7 25
" 17, 5 lbs.		14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1 00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz.. $1 40

White Swan Flaked Rice, per doz..... 1 00

White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17

In 10-box lots or case..... 0 16

Gillett's Mammoth, ¼ gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—

Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½s & ¼s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½s and ¼s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½s, ¼s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½s " " "	0 25
" ¼s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Tees & Persse, Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.
G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½s	0 38
" " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
1 lb "	0 27
1 lb "	0 28
½ and ¼ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
¼ lb. " "	0 29
1 lb " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip		0 19	0 21	0 17
Best Shredded		0 18		0 16
Special Shred		0 17		0 15
Ribbon		0 19		0 17
Macaroon		0 17		0 1
Desiccated		0 16		0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8 oz., 1 lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$ 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese — Imperial

Large size jars, per doz 2 25

Medium size jars, per doz.	4 50
Small size jars, per doz.	2 40

Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40
These prices are F.o.b. Toronto.	

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

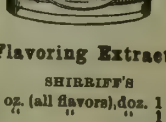
Bottles		Per case.
1-oz.,	case of 2 doz	$3 20
" 2	" 1 "	3 00
" 4	" 1 "	4 50
" 20	" ½ "	4 75
" 30	" 1 "	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins $1 25
" " "	1-lb. tins 2 25
" groats	½-lb. tins 1 25
" "	1-lb. tins 2 25

"Mephisto" and "Purity" Canned Lobsters.







Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate	per lb. 0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails	" 0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 wood pails, 6 pails in crate, per lb.	07

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. 90c. No. 10 cans, tomato only, doz. $6.50.

Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. 95c. Salad Dressing, Mayonnaise—Bottles (10c. size only) doz. 90c. Tomato Ketchup—Bottles (10c. size only) doz. 90c. Tabasco-Ketchup—Bottles (10c size only) doz. 90c. Chili Sauce—Bottles (10c size only) doz. 90c. Assorted Condiments—Case contains 6 bottles each salad dressing, tabasco-ketchup, tomato ketchup, Chili sauce. Bottles (10c. size only) doz. 90c. Mustard (prepared)—With spoon (new) doz. 90c.; No. 80 jars, doz. 90c.



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

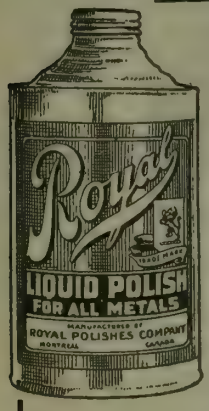
Send Us Poultry

We will pay you highest market prices (no commission), and make prompt remittance for:

TURKEYS GEESE CHICKENS DUCKS FOWLS

Must be A1 Stock — Reference: Any Bank

P. Poulin 30 Bonsecours Market **Montreal**



BIG MONEY

n goods handled is desired by all grocers. Being made in Canada, and having to pay no duty,

Royal Polishes

yield a greater profit than any other similar line.

ROYAL POLISHES COMPANY
MONTREAL



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

SOMETHING NEW

And what is more important "Something Good"

DOMELINE

Simply the genuine old reliable James Dome Black Lead in ***PASTE FORM.*** Put up in a very attractive tin, makes a big 5 cent package. Shines up clean and quick, leaving a lasting, brilliant polish. Pays a good profit.

W. G. A. LAMBE & CO. - Canadian Agents.

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg
LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE



Beaver Brand
Valencia Raisins

Possess that uniform quality which makes them dependable season after season, and consequently a safe line to feature to the best trade.

Mahiques, Domenech & Co., the packers, have long been known to the trade, their brands, "M.D. & Co." (special fancy quality) and "W. Abel" (standard quality), having ever given satisfaction.

Rose & Laflamme, Ltd.

AGENTS

Montreal - - Toronto

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

MacLaren Imperial Cheese Co., Limited.

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.

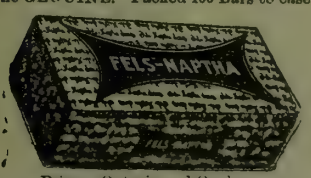


Assorted Case,	Containe 4 do $3.60
Assorted Case,	Contains 2 doz. $1.80
Lemon (Straight)	Contains 2 doz. $1.80
Orange (Straight)	Contains 2 doz. $1.80
Raspberry (Straight)	Contains 2 doz. $1.80
Strawberry (Straight)	Contains 2 doz. $1.80
Chocolate (Straight)	Contains 2 doz. $1.80
Cherry (Straight)	Contains 2 doz. $1.80
Peach (Straight)	Contains 2 doz. $1.80

Weight, 8 lbs. to case. Freight rate. 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95



List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12½
½-bbls.	0 12¾
Tubs, 60 lbs.	0 12¾
20-lb. Pails.	2 60
20-lb. tins	2 5[illegible]
Cases 3-lb.	0 13½
" 5-lb.	0 13⅜
" 10-lb.	0 13¼



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12
Tubs	0 12½
20-lb. pails	0 12¾
20-lb. tins	0 12
10-lb. "	0 13
5-lb. "	0 13⅛
3-lb. "	0 13
1-lb. cartons	13½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream family size, per case	$3 50
Ditto, hotel	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	20
" black..... "	15	30
Oriole soap..... "	10	20
Gloriola soap..... "	13	00
Straw hat polish..... "	10	20



3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 1-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb pkg.	0 07½
Kegs silver gloss, large crystal....	0 7
Benson's satin, 1-lb. cartons.....	0 07½
No. 1 white, bbls. and kegs.....	0 0½
Canada White Gloss, 1-lb. pkgs.	0 6½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb....	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 07½
6-lb. toy trunks, 8 in case, ...	0 08
6-lb. toy drums, with drumsticks in case.....	08
Kegs, ex. crystals, 100 lb.....	0 08
	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb....	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

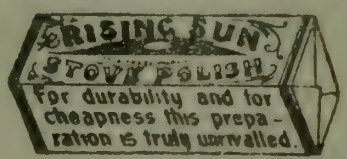
Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO. London, Ont.

One case, 30 fifty cent packages (assorted)	$10 00
Six pails (retail $1 50)	6 00

Stove Polish.

	Per gross
Rising Sun, 5-oz. cakes, ½ gross boxes	$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½ gross boxes ...	10 00
Sun Paste 5c. size, ½ gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
3a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
¼ barrels, 175 lbs	0 03¾ "
Pails 25 lbs.....	1 30 each
" 38½ lbs.....	1 80 "

Plain tins, with label—	per case.
2 lb. tins, 2 doz. in case..	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)



Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label 1's and ½'s..	0 44	0 60
Red-Gold Label, ½'s.....	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

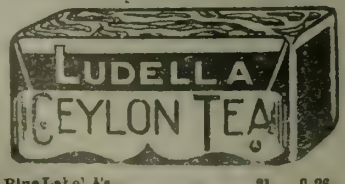


EMPIRE FAULKNER TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.....1s, 20c.; ½s, 21c.	
30c.....1s and ½s, 23c.	
40c.....1s and ½s, 28c.	
50c.....1s and ½s, 35c.	
75c.....1s and ½s, Vulcan, 50c.	

100 lb. lots freight paid.



Blue Label, ½'s.....	21	0	26
Orange Label, 1's and ½'s	0	32	0 40
Blue Label, 1's	0	20	0 25
Brown Label, 1's and ½'s	0	32	0 40
Brown Label, ½'s			0 40
Green Label, 1's and ½'s	0	35	0 50
Red Label, ½'s.....	0	40	0 50

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	0 35
Red Label, 1's, ½'s and ¼'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	49c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s 18c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, ½'s 35c ea. 70 lb.	50c ea. 1 00 lb.	
Red Tins, ¼'s 18c ea. 72 lb.	25c ea. 1.00 lb.	



MELAGAMA TEA

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed. ½s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lb. & ½s.	0 40	0 60
" " ½s.....	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s..	0 30	0 40
" " ½s.....	0 32	0 40
" " ¼s.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0	20	
" " ½-lb., " "	0	21	
Blue Label, retail at 30c.....	0	25	
Green Label " 40c.....	0	30	
Red Label, " 50c.....	0	35	
Orange Label, " 60c.....	0	42	
Gold Label " 80c.....			55



Pure Gold Jelly Powder..... } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case.....	0 90
½-lb. paper pkgs., 4 doz. in case.....	1 80
	Per case
4 doz. ¼-lb. paper pkgs. } assorted.....	7 20
2 doz. ½-lb. paper pkgs. }	
	Per doz
½-lb. cans with screw covers, 4 doz. in case.....	1 95
1-lb. cans with screw covers, 3 doz. in case.....	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case.....	0 28½
10-lb. wooden boxes.....	0 26½
25-lb. wooden pails.....	0 26½
100-lb. kegs.....	0 25
360-lb. barrels.....	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s.....	36
Black Watch 11s	38
Bobs 5s and 10s.....	38
Bully 6s.	44
Currency 6½s. and 10s.	38
Stag 5s.....	38
Old Fox 12s.....	44
Pay Roll Bars 7½s.....	56
Pay Roll 7s.....	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s..	45
Empire 5s, and 10s.....	36
Amber 8s. and 3s.....	60
Ivy 7s.	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	51

JOS COTE, QUEBEC.

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine Jr., per dozen.....	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

LUMP ROCK SALT for Cattle

and all other kinds

Quality and satisfaction
our constant study

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Goods in a Hurry!

At this season you may
want goods in a hurry

PHONE US

The goods will be
shipped at once.

A FULL STOCK OF ALL LINES

Empire Brand
THE GUARANTEE OF QUALITY

4
FREE PHONES
Others Use Them
Freely
Don't Procrastinate

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - - - - ONTARIO

CANADIAN GROCER

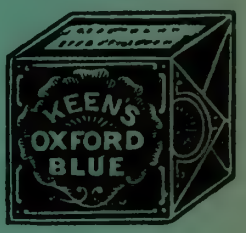
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, DECEMBER 17, 1909. NO 51.

There's a world-wide reputation

to be kept up by the manufacturers of



KEEN'S OXFORD BLUE

and you may be sure no stone will be left unturned to maintain that reputation.

"KEEN'S BLUE" is best laundry blue, and all careful housewives specify it. See you are well stocked.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for Dominion of Canada

The Syrup Season is with us.

Are you taking full advantage of this? You will be doing a large and profitable trade if you are handling

"Crown Brand" Table Syrup

Feature "Crown" Syrup and you will be amazed at the results. It's all anyone could wish for in point of quality.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. **Works, Cardinal, Ont.** **164 St. James St., Montreal**



MACONOCHIE'S



PICKLES, SAUCES, JAMS, MARMALADE, FISH, PEELS, ETC., are the kind which bring custom to you. And why not? They are the best value.



Maconochie Bros., Ltd.

LONDON, ENG.

Selling Agents:

MacLaren Imperial Cheese Co., Ltd., Toronto





Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Shell" Soap. Antiseptic, sanitary, clean. Not a "tallow soap"—no decaying animal matter in it. Absolutely pure.

Pure Oil

"Shell" Soap

Bramwell's Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary "salts" of commerce. They are in a class by themselves.

"*Bramwell's*"

Epsom Salts

Pastacaldi's Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected peel—drained. Pastacaldi's name on every box.

"*Stower's*"

PASTACALDI'S **Leghorn** CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS
Montreal, Canada


Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.


Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East
"Face-to-Face Business" HAMILTON

Canadian Manufacturers, Importers and Exporters

If you want to get the best information re Irish trade, send for a sample copy of

THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL

PUBLISHED EVERY WEEK

This paper circulates throughout Ireland, and is the recognized organ of the grocery, fruit, produce, provision and food stuff trade.

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

Largest and Finest Pure Whole Skinless Codfish "Royal Crown" in 100 lb. boxes.

Distributing Sole Agents

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

Try a Condensed Ad. in the Grocer.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Selected Raisins, Currants, Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Ceylon Teas, Coffees, Spices, Mustard. Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea —stood the test in Western Canada for over 12 years— sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.

Yours truly,
G. C. WARREN

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1865.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

SPOT GOODS

Muscavado Sugar Sultana Raisins
Two and Three Crown Shelled Almonds
Rolled Oats Flaked Wheat Split Peas
Pot, Pearl and Pinhead Barley
Prices on Application

DOMINION BROKERAGE CO.
73 Front St. E - - - Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

"MEAT OF WHEAT"

Made from the finest Manitoba
No. 1 Hard Wheat

Better than Similar Imported Cereals

Less Cost to the Consumer,
More Profit to the Retailer

Canadians, be Loyal and Sell Home Products

The
WESTERN MILLING CO.
Selling Agents
TORONTO :: CANADA

Your Last Chance to Sort Up Your Stock of

MALAGA RAISINS

for Christmas Selling

Our Assortment Still Remains Practically Unbroken. The Quality is Right

Our Prices Are Low — Order Now

PHONE OR WIRE

EBY-BLAIN, LIMITED
Wholesale Grocers TORONTO

A PHENOMENAL SELLING LINE



40c.	Grade	costs you	30c.	per lb.	in lead packages.
50c.	"	"	35c.	"	" "
50c.	"	"	35c.	"	in 5lb and 3lb fancy tins.
50c.	"	"	36c.	"	1lb and ½lb " "
60c.	"	"	42c.	"	in lead packages
75c.	"	"	50c.	"	" "
1.00	"	"	70c.	in ½lb	fancy tins
1.00	"	"	72c.	" ¼lb	"

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited
266 St. Paul St., MONTREAL

A Wise Selection

of canned goods will result in the ordering of a good proportion of

Old Homestead Brand
Canned Fruit and Vegetables

Because this brand is second to none in point of **quality.**

The extra care given in the selection and handling of the raw material and the sanitary and up-to-date methods employed in the canning have placed

Old Homestead Brand

in an enviable position.

It is goods like these that bring the 'repeats.' And these are the goods you ought to handle! How are your stocks?

Old Homestead Canning Co.
Picton, Ont.

You can sell more flour in 1910



Every "slow" line is a bad debt. It ties up money and doesn't pay rent on the floor space it requires. The wisest plan is to close out such lines of flour even if a cut in price is necessary.

After you've cleared the floor of the "dead" lines of flour you'll have more room to carry a nice stock of PURITY flour.

PURITY

And PURITY flour deserves more of your floor space. It is a "lively" seller.

PURITY flour is a "lively" seller because home-bakers are every day proving it the most economical.

Western Canada Flour Mills Company, Limited

"More bread and better bread"

While the price of PURITY flour is higher per barrel the cost of using it is less than with average flour.

Average flour only gives the home-baker average results, whereas PURITY flour produces lighter, whiter, finer-flavored bread—and more of it to the barrel.

PURITY does this because it consists **exclusively** of the **high-grade** constituents of the hard wheat berry. No low-grade hard wheat flour—no "soft" wheat flour—in PURITY.

FLOUR

Is it any wonder that PURITY flour makes "more bread and better bread?" Is it any wonder that experienced home-bakers prefer it and shrewd grocers recommend it?

You can sell more flour in 1910 than you have in 1909 if you devote more room and energy to PURITY flour.

Write us to-day.



Toronto, Montreal, St. John, Winnipeg, Brandon.

1842 1909

At the close of

Our 67th Year in Business

We wish to our Customers and many Friends

A Merry Christmas

and a most

Happy and Prosperous New Year

L. Chaput, Fils & Cie.

Montreal Wholesale Grocers Canada

Importers of Teas, Coffees, Wines and Liquors

The Experienced Housewife

appreciates what a wonderful saving of time and labor is effected by the use of

ASEPTO

Soap Powder

"The Enemy of Dirt"

For use with either hot or cold water, it is unsurpassed in getting the dirt out of clothes with the least amount of 'elbow grease.' ASEPTO is the housewife's friend, and she will be your good friend and patron if you sell her ASEPTO.

The Asepto Mfg. Co.

ST. JOHN, N.B.

BROOMS

We Make

Brooms of Quality

When next in need of this line

ask us for prices

We have the goods for household, mill, factory, warehouse and others .:. .:. .:. .:.

Capacity enlarged to

20,000

dozen per annum

Walter Woods & Co.

Hamilton and Winnipeg


PREMIER ASQUITH


HON. A. J. BALFOUR

THE BRITISH ELECTIONS

AND

The Globe

TORONTO

What many regard as the most momentous issues ever settled by the Ballot Box will be fought out in Great Britain during the next two months. To fully and accurately report the news of this great struggle ***The Globe*** has made elaborate arrangements.

Mr. Stewart Lyon

News Editor of ***The Globe,*** and a thoroughly informed Canadian, will spend the next two months in the British Isles. His letters will appear exclusively in ***The Globe.*** Mr. Lyon is peculiarly fitted for such a mission. A native of Scotland, a close student of Old Country politics, and one of the foremost journalists of the Dominion, his contributions will present vivid and luminous pen pictures of the "Battle of the Budget."

The Globe's Cable Service

WILL INCLUDE

Mr. Stewart Lyon's Specials
"The Times" Specials
Canadian Associated Press Despatches
American Associated Press Despatches
Marconi Wireless Despatches

A special feature of ***The Globe*** for the next few weeks will be a series of character sketches of British statesmen from the pen of Dr. J. A. Macdonald, Managing Editor of ***The Globe.***

Special Trial Trip

To new subscribers (Toronto excepted) ***The Globe*** will be sent by mail daily for two months for Fifty Cents. If not now a reader of ***The Globe*** consult your newsdealer or remit to-day, with attached coupon.

THE GLOBE by mail two months for 50 cents

THE GLOBE, Toronto:
Enclosed find Fifty Cents (50c), for which send me The Globe daily for two months.

NAME

ADDRESS

PROVINCE

B

Boston Baked Beans

your customers will appreciate the high quality of our Boston Baked Pork and Beans, plain and in tomato sauce, which line is in all sections proving a great seller.

Attractive Package Price Reasonable

Eastern Canning Co.

PORT CANADA, N.B.

Canadian Agents:—C. A. Chouillou & Cie, Montreal; Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.

We take this opportunity to wish all our friends a

Merry Christmas

and a

Happy New Year

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

LOVATT & LOVATT

LANGLEY ART POTTERY



THE "OSBORNE"

We have pleasure in bringing to your notice our new pattern "The Osborne," which includes Teapot, Coffee Jug, Hot Water Jug, Sugar Basin and Cream Jug. We have adopted a new shape for the Teapot which harmonizes with the decoration. We have also fitted the Hot Water Jug with the "Acme" Mount, made of the best Britannia Metal, which can be easily removed from the Jug for cleaning purposes and yet is held firmly when in use

SOLE CANADIAN AGENTS:

Carveth & Company

600 Lindsay Building - Montreal

AGENTS FOR BRITISH COLUMBIA AND THE YUKON:

W. HARRY WILSON & CO., Vancouver



NO MAGIC

just a harmless chemical action which absolutely dissolves every particle of grease, tar, paint or dirt. That's

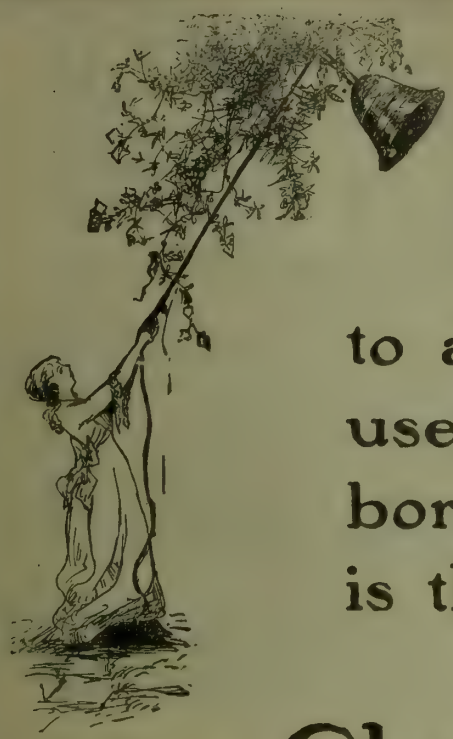
SNAP

the great hand cleaner, which will not hurt the most delicate skin.

What a chance of profit-making lies open to you in "Snap."

WHY NOT TRY A PARCEL?

Snap Ltd., Montreal, Que.



A Merry Xmas

to all our customers and users of Chase & Sanborn's high grade Coffees is the sincere wish of

Chase & Sanborn

Montreal

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES, FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

COUNTER CHECK BOOKS

F. N. BURT COMPANY, Limited

Successors to

THE CARTER-CRUME COMPANY, LIMITED

Better Service. **No Advance in Price.**

Write for samples, or telephone repeat orders at our expense.

TORONTO and MONTREAL

Phone Main 2511 Phone Main 2512

A LEADER

FOR OVER

50 YEARS



W. D. McLAREN, LIMITED

Manufacturers

583-585 St. Paul Street - MONTREAL

THE LARGEST SAUCE FACTORY IN THE WORLD

HOLBROOK'S

Worcestershire

SAUCE

Punch Sauce

Pure Malt Vinegar

Pure Pickles



Local Agents

Quebec: J. R. Renaud & Co.

Montreal: F. L. Benedict & Co.

Winnipeg: J. D. Brack & Co.

Calgary: Campbell, Wilson & Horne

Edmonton: A. McDonald Co.

Vancouver: Kelly, Douglas & Co.

Victoria: Wilson Bros.

HOLBROOKS LIMITED

Canadian-American Branch
40 Scott Street, Toronto, Canada

SUCHARD'S COCOA

This is the season to push SUCHARD'S CO COA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

MAPLE SYRUP

"Your syrup is superior to anything I have seen on the market."—H. Mockford, Charlmond Road, London

It is STANDARD. Get Prices.

CANADA MAPLE EXCHANGE

Montreal

TRADE MARK.

Small's

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

LAUNDRY



RUBBER STARCH

The Greatest Invention of the Age.

The wise grocer handles the BEST STARCH

Our Rubber Starch requires no cooking.

IT IS THE BEST

Prepared for laundry purposes only

The Laundry Rubber Starch Co.

MONTREAL

Stop That Leak!

Stop the loss occasioned by bad bills—stop the loss of good credit customers because of misunderstandings. There's a simple, easy, practical way.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, U.S.A.



You Are Interested

in saving money and we claim we can save you money on your soap purchases! It is surely not too much trouble to write and ask us how we can do this.

Let us hear from you to-day.

Our full line is

RICHARDS—

Quick Naptha Soap
Snow Flake Soap
Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

RICHARDS SOAP CO.
WOODSTOCK - ONTARIO

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

Low Round Trip Rates to

Ontario, Quebec and Maritime Provinces

Tickets on sale Dec. 1 to Dec. 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 21 and limited to five months from date of issue.

Finest Equipment. Standard First Class and Tourist Sleeping Cars and Dining Cars on all Through Trains. Compartment, Library, Observation Cars on "Imperial Limited" and "Atlantic Express."

3--Through Express Trains Daily--3

THE "TORONTO EXPRESS"

eaves Winnipeg daily at 22.40, making connections at Toronto for all points East and West thereof.

The "Imperial Limited" leaves Winnipeg daily at 18.15 and the "Atlantic Express" at 8.00 daily, making connections at Montreal for all points East thereof.

Apply to the Nearest C.P.R. Agent for Full Information.

CANADIAN PACIFIC

WESTERN EXCURSIONS

Single Fare

Plus $2.00 for the Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER
VICTORIA and
WESTMINSTER

Also to OKANAGAN VALLEY and KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.



Be Sure You Have the "Tested" Best—Which Is

White Dove Cocoanut

W. P. DOWNEY

MAKER - - MONTREAL

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG



To Our
Many
Friends
We
Wish

A Merry Christmas
And a Very
Happy and Prosperous
New Year

MATHEWSON'S SONS
Wholesale Grocers MONTREAL
Proprietors QUAKER SALMON

Redpath

is

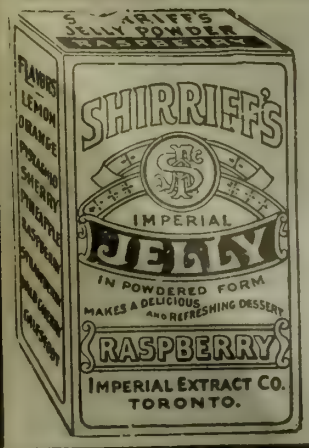
Canada's Standard

for

Refined Sugar

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.



Originality Guarantees Success in Entertaining

Sell your customers

SHIRRIFF'S JELLY POWDERS

And they will have an original dish, because Shirriff's have the full natural flavour.

The Imperial Extract Co. 8, 10, 12 Matilda St. TORONTO

Borden's New Size Package



UNSWEETENED

"Peerless Brand" Evaporated Cream

Retails at 5c.

$2 per case of 4 doz.

¶ Your particular trade will have nothing but Borden's Brands. You can take no better way of pleasing **all your customers** than by recommending Borden's Brands and telling them why you do so.

BORDEN'S CONDENSED MILK COMPANY

ESTABLISHED 1857

WILLIAM H. DUNN - - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

From COW to CAN, the preparation of

CANADA FIRST EVAPORATED CREAM



is one long tale of care and cleanliness. Each can is guaranteed pure and fully sterilized.

THE FINEST SUBSTITUTE FOR FRESH MILK.

ORDER FROM YOUR JOBBER

Children thrive on it. The best for invalids, convalescents and household use.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

JAPAN TEAS

Jobbers please apply for samples of our remaining lines at different points.

S. T. NISHIMURA & CO.

Montreal and Japan

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Trade. And It Would Discourage Growing Fine Teas.

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR



LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS
W. S. Clawson & Co., South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
J. W. Snowdon, 413 St. John St., Montreal

We are open to do business on easy consignment terms
Write our Agents for Particulars

No Christmas dinner or festivity will be complete without a good assortment of

STERLING Brand PICKLES

The grocer's every order at the holiday season will contain pickles and relishes. See that it is "Sterling Brand" goods that go to your customer, and thus satisfactorily meet the liking of every customer.

Made in Canada by

The T. A. Lytle Co.
Limited
Sterling Road :: TORONTO, Can.





CHRISTMAS SEASON

Fine Old English
Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.
Pure Fruit Preservers
Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.



A Sure, Fast Seller

Anything that is the above will certainly interest you.
We have such a proposition in our

Holland Rusks

"The Food of Old Holland"

Delicious, nutritious, full of that "want more" quality which means repeat sales for you. Profits large.

SEND FOR SAMPLE

HOLLAND RUSK CO., HOLLAND, MICH.
Makers of the Original
If your jobber cannot supply you, please notify

McGREEGOR SPECIALTY CO.
672 Yonge Street, TORONTO

A SPECIAL CHANCE

for you to stock up in

KITCHENER BRAND PORK and BEANS

Now offers, as we are in a position to quote exceptionally low prices on 1, 2, and 3-lb. sizes in plain or Tomato Sauce. This well-known brand is a genuine satisfaction-giver, and you should avail yourself of this chance without delay. If your wholesaler cannot supply you, write us direct.

THE OSHAWA CANNING CO., Ltd.
OSHAWA, ONT.

Tartan BRAND

IN STORE

Finest Selected Valencias, Sultanas, Malaga Raisins, all kinds
Finest Figs, Peels, Apricots, Peaches, Nectarines
Finest Shelled Almonds, all grades
Finest New Santa Clara Prunes
New Labrador Herrings, Mackerel
New Sea Trout, Holland Herrings, etc.

Phone or write for quotations
Long distance 596 free to buyers

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**



TOP THE WORLD FOR QUALITY

Reindeer Milk
and
Jersey Cream

The Truro Condensed Milk Co., Limited, Truro, N.S.



GENUINE SATISFACTION
IS THE RESULT
WHEN YOU SERVE YOUR CUSTOMERS WITH

WHITE SWAN COFFEE

YOU LIKE THE PROFIT- THEY THE GOODS

2 DOZEN—1 lb. TINS PER CASE.

White Swan Spices & Cereals, Limited
TORONTO

Ewings' Club Jelly Powders

Have the reputation of being the most tasty, easily prepared and economical of all quick desserts and are consequently in highest favor with the housewife.
For this reason they are the most profitable line for the grocer to handle.

MADE ONLY BY

S. H. EWING & SONS, Montreal and Toronto

This Is the Bottle!



It contains the purest fruits garnered from the famous Niagara Peninsula, and scientifically packed by a firm that "knows how."

Goodwillie's
Pure Fruits in Glass

have a reputation for quality which is always maintained.

Your wholesaler will quote you prices : : : :

ROSE & LAFLAMME, Limited
AGENTS
MONTREAL and TORONTO



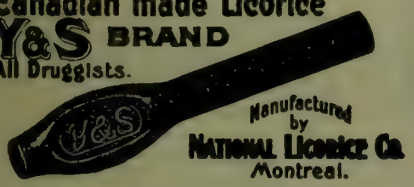
Beaver Brand
Valencia Raisins

Possess that uniform quality which makes them dependable season after season, and consequently a safe line to feature to the best trade.

Mahiques, Domenech & Co., the packers, have long been known to the trade, their brands, "M.D. & Co." (special fancy quality) and "W. Abel" (standard quality), having ever given satisfaction.

Rose & Laflamme, Ltd.
AGENTS
Montreal - - Toronto

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured by
NATIONAL LICORICE Co.
Montreal.

Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS
ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton



Made in Canada

The RIGHT and the WRONG WAY

J. D. MILLS
Grocer and Provision Merchant
The Red Store
Cor. Mitton and Wellingtons. St
SARNIA. ONT., Dec 9, 1909.

Dominion Register Co., Ltd.
DEAR SIRS,—Received McCaskey Register in good shape and am highly pleased with it. We are returning box with ——— System enclosed.
Yours truly,
D. J. MILLS, Sarnia, Ont.

Get out of the rut. Turn over a new leaf.
Be up-to-date.

Handle your accounts with only one writing.
Use a system that shows you just how you stand at all times.

THE McCASKEY CREDIT REGISTER SYSTEM
Will give you more information about your business in five minutes' time than you can get from any other system in hours.
It will only cost you one cent to find out. Buy a postal and ask us for catalog.

DOMINION REGISTER COMPANY, Limited
Successor to The McCaskey Register Co. in Canada
96-104 Spadina Avenue TORONTO, CANADA

We create the demand for you!

Have you noticed the regular consumer advertising of

E.D.S. Brand Jams and Jellies?

Such bright and attractive copy cannot fail to attract trade for "E. D. S." Brand, and the quality of the goods will guarantee the repeat orders. There's pleasure in selling an article which has been certified as 100% pure, and there is, moreover, a good margin of profit. Are you handling this rapidly moving line?

Made by **E. D. SMITH** at his fruit farms

Winona, :: Ont.

Our new line

Unfermented Grape Juice

will be a big seller



McLEAN'S WHITE MOSS COCOANUT

The brand that the housewife can invariably depend upon for Christmas cooking.

The Canadian Coooanut Co.
Montreal

Will You Take Advantage of Our Special Offer?

to mail you THE FINANCIAL POST from now to January 1911 for the sum of $3.00, the regular annual subscription price. This means that you will be receiving THE FINANCIAL POST from now to the close of this year FREE OF CHARGE.

If you are in any way interested in FINANCE or INVESTMENTS, THE FINANCIAL POST cannot fail to be interesting and useful to you.

In addition to complete reports, and reliable information regarding stock movements, bonds and debentures, dividends, real estate and mining news, etc., the Editorial Comment and special articles of THE FINANCIAL POST are authoritative and comprehensive.

Avail yourself of this unique offer to become a subscriber to Canada's leading weekly financial paper by sending $3 to-day to

THE FINANCIAL POST, TORONTO

Andrew Watson
MONTREAL

wishes each and every one of his customers a

Merry Christmas

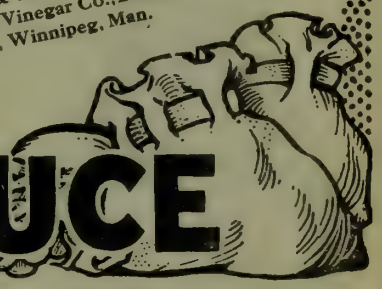
and takes this opportunity of thanking them for their patronage in the past which he hopes will be continued in the future.

OUR NEW ADVERTISING SCHEME IS SELLING H.P. FASTER THAN EVER

Grocers are bringing it to the front.
There's a large and quick turnover on **H.P.**

W. G. Patrick & Co., Toronto and Montreal
R.B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Birmingham, Eng.
W. H. Escott, Winnipeg, Man.

H.P. SAUCE

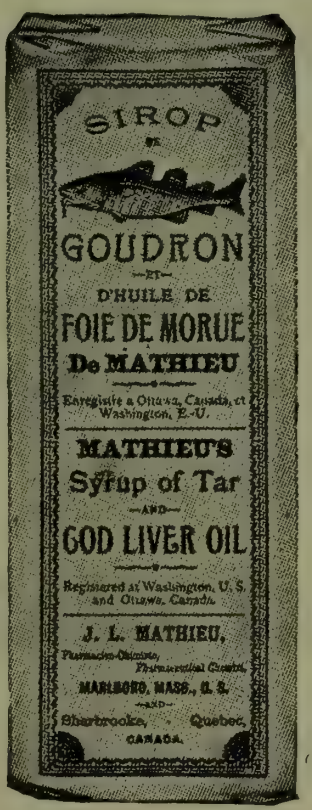


St. Lawrence

GRANULATED and GOLDEN YELLOWS

made only from Pure Cane Sugar.

The St. Lawrence Sugar Refining Co., Ltd.
Montreal



A COLD CURE EVERY Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP of Tar and Cod Liver Oil

has been a wonderful success.
The testimonials received by the proprietors tell of marvellous cures.
Thousands of households are never without it.
Its sales have multiplied in every community where it is sold.
Dealers never find it a slow seller.
During the Fall and Winter seasons large sales are assured.
Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props.,
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE



ROWAT & CO.

Glasgow, Scotland

The house with the reputation for highest quality.

For many years known to Canadian grocers through

Rowat's Pickles and Olives

In future to be known as well as the makers of the famous

Paterson's Worcester Sauce

How are your stocks of these specialties?



AGENTS IN CANADA—Snowdon & Ebbitt, 325 Coristine Building, Montreal, for Ontario and Quebec; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.; Nicholson & Bain, Winnipeg, Edmonton and Calgary.

MERRY XMAS!

To our many customers throughout the Dominion we wish a most happy Christmas.

We trust that the past year has been a good one for you all from a business standpoint, and that 1910 will be even more satisfactory in every respect.

Our many lines have helped you do a good year's business in 1909 because of their unvarying excellence. But **OUR MANY NEW LINES** will be of added assistance to your success in future years.

Sugars & Canners

LIMITED

Montreal

The seal of quality

has been stamped on every tin of

CONCORD NORWEGIAN SARDINES

The kind in which the natural delicate flavor is preserved. None but freshly caught small autumn fish and the highest grade oil is used in canning these goods, the greatest care being taken throughout the process.

CCC
Norwegian Canned Goods

Each tin carries the guarantee of the **CONCORD CANNING CO.** A feature is the extra lid for use after the tin has been once opened. Are you handling this rapid-selling line?

LIST OF AGENTS:

R. S. McIndoe, Toronto.
A. H. Brittain & Co., Montreal.
W. A. Simonds, St. John, N.B.
Watson & Truesdale, Winnipeg.
Radiger & Janion, Vancouver & Victoria, B.C.

Seize the Opportunity!

A grand chance is now offering to place your goods on the booming Western markets. We are here to tell you of the demand, prospects and opportunities which the West is presenting right now, and we will, if you wish it, handle your goods for you on a reasonable commission basis. We have exceptional facilities in our large track warehouses at Winnipeg, Calgary and Edmonton.

May we convince you that we can be of real service to you?

Let us hear what your requirements are.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
Limited

VANCOUVER, B.C.



A Merry Xmas

To our hundreds of customers and friends in all parts of Canada we extend the season's heartiest greetings. May the closing days of 1909 be the happy end of a prosperous year, and predecessors of a profitable twelve months in 1910.

During the year past we have endeavored to serve you faithfully. To that end we have spared no expense. In 1910 we anticipate giving you even better service, possible through our greater facilities for handling your business, due to larger accommodation, a larger staff and a determination to please you.

Many happy returns to you of this coming Christmas Day.

Laporte, Martin & Co., Ltd.

Wholesale Grocers and Wine Merchants

MONTREAL

BULK TEA LOSES FRESHNESS.

Bulk Tea loses freshness and flavor quickly. It takes on the odors of other articles. It deteriorates by exposure to the sun and air. It is uncleanly—dust and dirt get into it.

If you are still doing business with bulk tea you are in the same position as the man who climbs ten flights of stairs when there is an elevator in the building. You are not only like him—losing time—which is money—but you are losing the benefits derived from pushing a high-class tea like

"SALADA"

"SALADA" is tea in all its native purity and garden freshness. It is tea unequalled for goodness, flavor and cleanliness. Unequalled for convenience in handling—for trade building—and you buy in small quantities as you require it. Then we absolutely guarantee its sale.

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Albert & Cie. 54
Allan, Robt., Co. 2
Allison Coupon Co. 11
American Tobacco Co. 50
Andrews & Munn. 34
Asepto Mfg. Co. 6
Aylmer Condensed Milk Co. 13

B

Baker, Walter, & Co. 46
Balfour, Smye & Co. 16
Bank of Montreal. 48 49
Belden, R. B. 59
Benedict, F. L. 10
Blue Ribbon Tea Co. 9
Borden Condensed Milk Co. 13
Bostock, J. J. 34
Brack & Co. 2
Bristol, Geo. & Co. outside back cover

C

Canada Maple Exchange. 10
Canada Sugar Refining Co. 12
Canadian Biscuit Co. 42
Canadian Cocoanut Co. 18
Canadian Milk Products, Ltd. 46
Canadian Pacific Ry. 11
Canadian Salt Co. 12
Capstan Manufacturing Co. 43
Cargill, H. 58
Carr & Co. 44
Carter-Crume Co. 10
Carveth & Co. 8
Ceylon Tea Ass'n. 16
Champion & Slee. 15
Chaput Fils & Cie. 6
Chase & Sanborn. 9
Christie, Brown & Co. 43
Clare & Little. 2
Clark, W. 41
Clawson & Co. 2
Concord Canning Co. 54
Connors Bros. 57
Constant, H. 46
Cowan Co. 43
Cox, J. & G. 45

D

Davies, Wm., Co. 38
Dignard, Ltd. 43
Dominion Brokerage Co. 2
Dominion Cereal Co. 41
Dominion Molasses Co. 8
Dominion Register Co. 17
Dominion Warehousing Co. 2
Downey, W. P. 11
Duncan, W. W. 34

E

Eastern Canning Co. 8
Eby-Blain Limited. 3
Eckardt, H. P. & Co. 21
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 21
Enterprise Mfg. Co. 59
Erb, Herman 34
Escott, W. H. 21
Estabrooks, T. H. 37
Evans, F. G., & Co. 34
Ewen, J. W. 46
Ewing, S. H., & Sons. 16

F

Fairbank Co, N. K. 9
Fearman, F. W., Co. 38

G

Gibb, W. A. Co. 54
Gillard, W. H., & Co. 7
Gillett, E. W., Co., Ltd. 41
Globe, The. 7
Goodwillie & Son. 17
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 12
Greek Currant Co. 63
Gunns Ltd. 38

H

Hatton, D. 56
Holbrooks, Ltd. 10
Holland, Rusk Co. 19
H. P. Sauce. 7
Huber Account System. 18

I

Imperial Extract Co. 12
Imperial Tobacco Co. 50
Irish Grocer. 2
Island Lead Mills Co. 62

J

James, F. T., Co. 57
Jameson Coffee Co. 34
Jenkins Mfg. Co., W. A. 58

K

Kilgour Bros. 15

L

Lake of the Woods Milling Co. 47
Lakeside Canning Co. 17
Laporte, Martin & Co. 22
Lambe, G. W. A. 2
Laundry Rubber Starch Works. 11
Leitch Bros. 46
Leonard Bros. 55
Lind Brokerage Co. 2
Loggie, W. S., & Co. 56
Lytle, T. A. Co. 15

Mc

MacNab, T. A., & Co. 2
McCabe, J. J. 52
McDonald, Gordon & Co. 60
McDougall, D., & Co. 50
McGreegor Specialty Co. 15
McIntosh, F. R., & Co. 34
McLaren, W. D. 10
McLeod & Clarkson. 34
MacLaren Imperial Cheese Co. inside front cover
McVitie & Price. 44
McWilliam & Everist. 52

M

Magee, Fred. 55
Magor, Frank. outside front cover
Mahiques, Domenech. 17
Malcolm, Jno, & Son. 38
Marshall, E. A. 34
Mathewson's Sons. 12
Mathieu, J. L., Co. 7
Midland Vinegar Co. 7
Millman, W. H., & Son. 2
Montreal Biscuit Co. 46
Mooney Biscuit and Candy Co. 45
Morse Bros. 62
Mott, John P. & Co. 44

N

Napanee Canning Co. 62
National Licorice Co. 17
Nelson, Dale & Co. 44
Nicholson & Bain. 21
Nishimura, S. T. & Co. 13

O

Oakville Basket Co. 58
Oakey, John & Sons. inside back cover
Old Homestead Canning Co. 4
Oshawa Canning Co. 15

P

Petit, Morley. 18
Pickford & Black. inside back cover
Poulin, P. 56

R

Richards Pure Soap. 11
Robertson, R., & Co. 34
Robinson, O. E., & Co. 54
Rowat & Co. 20
Ryan, Wm. Co. 38

S

St. Lawrence Sugar Refining Co. 19
Salada Tea. 33
Sanitary Can Co. inside back cover
Scott, David, & Co. 60
Sealshipt Oyster System. 55
Smith, E. D. 18
Snap Co., Ltd. 8
Snowdon, J. Walter. 11
Sprague Canning Machinery Co. 18
Spratts Limited. inside back cover
Stevens-Hepner Co. 62
Stewart, I. C. 58
Storage and Transfer Co. 10
Stringer, W. B. 53
Sugars and Canners, Ltd. 20
Symington, T. 63

T

Thurston & Braidich. 37
Tippet, Arthur P., & Co. 1
Toronto Salt Works. 58
Truro Condensed Milk Co., Ltd. 16
Tuckett, Geo. E., & Son Co. 51

V

Vavasseur, J. H., & Co. 42
Verret, Stewart Co. outside back cover
Victoria Fruit Exchange. 34

W

Wagstaffe, Limited. 15
Walker Bin and Store Fixture Co. 58
Walker, Hugh, & Son. 53
Warren, G. C. 2
Watson, Andrew. 18
Watson & Truesdale. 2
Webb, Saville E. 2
Weese, G. Wallace. 2
Western Canada Flour Mills Co. 5
West India Co. 34
Wethey, J. H. outside back cover
White & Co. 53
White Swan Spice & Cereals, Ltd. 17
Wilson, W. Harry. 34
Wiseman, R. B. & Co. 62
Wood, Thomas & Co., Ltd. 64
Woodruff & Edwards. 59
Woods, Walter, & Co. 6

Y

Young, W. F. 58

Inferior Goods Discounted by the Canadian People

Retailers, Wholesalers and Manufacturers Testify to the Increasing Demand Upon Quality Goods—Different Conditions Claimed to be Existing in the United States—In Addition to Quality Retailers Should Watch Profits.

It is no mere dream to say that the people of Canada have been educated during recent years to purchasing foodstuffs with a quality reputation. The oldest wholesalers and retailers in the trade will tell you so. The cry is not so much nowadays, "How much can I get for this dollar?" as, "Can I get the very best?"

Speaking in general terms the Canadian people demand and are willing to pay for quality goods more so than are the people of the United States. This is attributed to the fact that there is so great a foreign population in the United States, composed of certain classes who are willing to accept almost any kind of food so long as it can be purchased for merely nothing.

In Canada it is, however, different. Our citizens are aware that good, substantial food is the cheapest in the long run, and everybody in the trade has realized it, or is realizing it now. The sturdiness of any race of people depends on the food they eat more than upon anything else. Good food is a necessary requirement to an army on the battlefield—so is it to the men who are instrumental in fighting the battles of the soil and in the business field.

The particular reason why farmers buy good food nowadays is because they can afford it. When the country was in the making it was different; but there are few farmers at present who are not anxious and able to buy the best that is going. They have been taught to cultivate their farms by using scientific methods, and hence they are producing bigger and better crops from the application of less labor. Canada is naturally, first of all, an agricutural country, and as all wealth, we are told, springs originally from the soil, the farmers of Canada have more produce to circulate and hence more money.

Cheapest in the End.

Apart from the fact that the Canadian people are buying the better classes of foods because they can afford it, there is the contention that the better classes are the cheapest in the long run.

To-day one will find hundreds of manufacturers who have discovered that there are permanent profits only in good goods. In introducing quality goods they may at first have had an uphill fight—in fact, it is generally the case.

"We introduced an article on the Canadian market some years ago," remarked a manufacturer recently, "and for seven years we continued to lose money—and we lost a lot of it, too.

"But we kept on advertising its quality until the tables turned and to-day our goods are known and appreciated from one end of Canada to the other. We are still pounding away at 'quality,' and we have little difficulty in selling our goods."

That is one instance in which good goods have worked their way to the top against much competition. But that is not the end of the story. Other companies selling inferior classes of goods have failed because their products were not wanted by the Canadian people.

"We are still selling our goods at better prices than our competitors; but we can obtain them without any difficulty, because buyers know they can depend on them," stated the manufacturer.

The wholesale trade also recognizes the value of handling the better classes of goods.

"The people of Canada," remarked a wholesaler the other day, "are buyers of the best goods and we are only spiteing ourselves when we sell to the retail trade inferior stuff at lower prices, in order to obtain their trade.

"I have had customers come into our warehouse and ask the price of vinegar. When I tell them they hesitate, and say they can buy it somewhere else for four or five cents a gallon cheaper.

"I say, 'Why, I could sell it to you at the same price, but it wouldn't be white wine vinegar; nor could I send it to you with a three-X guarantee. But if your trade wants inferior vinegar, why, I guess I could supply you.'

"Ten chances to one they buy the best vinegar, because they know their customers want it and that if they buy poor stuff they are going to lose trade.

"When an inferior quality is sold, that sale re-acts on everybody who had anything to do with the sale—the manufacturer, wholesaler and retailer. We all lose, and therefare I maintain that the best goods are cheapest in the end, even if prices are a little higher.

"There are, of course, certain classes of the population who will not pay the price for the higher classed foodstuffs, but these are becoming scarcer in Canada. Over in the United States goods are sold which we wouldn't give away.

"Certainly, I would say that the general tendency is towards the purchase of only the better qualities of foods—foods with good reputations from the standpoint of purity."

Lessons Yet to Learn.

While the wholesaler is, no doubt, correct in what he says, there still remain unscrupulous manufacturers and dealers who pose as saints in making pure foods when they are far from it. This is the class that injures the honest man. While it is not probable that they will be permanent factors in the trade, yet they hang on sufficiently long and crop up so often that the retailer is frequently at a loss to know just where he is at.

Manufacturers, however, realize that the firms which grow to be great are those that produce the best article and that present it to the dealer and public in the best light.

Almost any retailer who understands his business properly and his customers, as well, will tell of the advantages of selling the better goods; and the consuming public are rapidly beginning to understand that they are the cheapest in the end. Fine tea may cost the consumer more than a poor tea, but he knows that it will last longer and give him better satisfaction. The time has come in Canada when the farmers' wives and the mechanics' wives vie with each other in the quality of the food they provide for their families, as well as in the manner in which it is set forth.

If, therefore, the Canadian people will buy the best goods, it stands to reason that the retailer must sell them or lose his trade. They are going where they can get the quality. Retailers should also take into consideration the question of profit and treat manufacturers accordingly.

"There is little sense in the retailer," remarked one of them, "being the slave of any manufacturer; profits should be divided in a fair proportion, because without the retailer the manufacturer could scarcely find a channel for his goods to the consumer."

THE NEW PRESIDENT.

Armand Chaput, of L. Chaput Fils & Cie., Montreal, was elected president of the Montreal Wholesale Grocers' Exchange, at the annual general meeting of that body on Friday last. Mr. Chaput is one of the progressive wholesale grocers of the younger generation, and this honor which his fellow business men have conferred upon him is evidence of the high esteem in which he is held.

Other officers elected were: Vice-president, Arthur Birks; Treasurer, Nap. Gendreau; Directors, S. J. Carter, D. C. Brosseau, J. T. Lalonde. Jas. Ethier was unanimously re-elected to represent the Exchange on the Council of the Montreal Board of Trade.

C. W. Gregory has joined the Montreal staff of Bovril, Ltd. Mr. Gregory has been working for the past fifteen years among the grocery trade in Quebec Province.

A number of cereals have gone out of existence, not having merit enough to satisfy the consumer, but "Meat of Wheat" is here to stay. Children actually cry for it.—Advt.

Attention Necessary in Storing Canned Goods

Practical Canner Who has Studied This Problem Gives Retailers Some Good Advice—Dry, Even Temperature Needed — Cases Should Not be Near the Wall—The Effect of Frost—How Rust Often Accumulates Through Carelessness.

By W. R. Drynan, written especially for The Canadian Grocer.

Although canned goods have come to be a very important item in the business of all grocers, yet apparently very few give any special consideration to their care. Because the goods are cased and sealed, any place is good enough to store them. The darkest corner of the dampest cellar is generally considered about the most suitable place. Canned goods are sometimes dumped into out-of-the-way places, and left for several months. When they are opened up later on, the tins are probably badly rusted, possibly an odd tin is burst, spoiling the appearance of the contents of the entire case, and the retailer immediately sits down and writes a long letter to his wholesaler about the condition of the goods, throwing all of the blame on the packers.

If grocers would only be impressed with the fact that canned goods must not be treated as cordwood there would be far less cause for complaint.

Tin plate is almost universally used. In fact, there is hardly a kitchen utensil that is not made of tin, and everyone knows that all tins are very susceptible to rust, especially when exposed to damp, and the greatest trouble experienced with canned goods is their tendency to rust.

The ideal storage for canned goods is a dry, even temperature, between 40 and 50 degrees Fahr., with a free circulation of air. Cases should be piled clear of the walls and as much as possible off the floors, to permit of the circulation of air over, through and around them. Cases should also be piled on their sides, so that in the event of a tin bursting, the contents will drain off, rather than into and through the cases underneath. Canned goods cases should also be examined at intervals, and where there is apparent trouble inside of the case, the cause of the trouble should be at once removed.

Protection From Frost.

The question is often asked, "Does frost injure canned goods?" As to affecting their value as a food, the answer is, "No," but as a general thing canned goods should not be allowed to freeze. With goods such as corn, peas and beans, the flavor is somewhat affected through freezing, not so much that one not an expert could tell the difference, but there is a difference. On the other hand, the flavor of preserved fruits in tins and tomatoes is not appreciably affected by frost. In fact, the writer made a number of experiments with tomatoes especially, and could not discover any impairment of flavor due to freezing. However, the greatest trouble with the freezing of canned goods is that the tins will sweat in thawing out, and the water lodging on the cans will cause the tins to rust, and also the labels to become soiled. If these goods are not carefully looked after, after thawing out, the rust will, in course of time, eat through the tins, and permit air to get into the cans, thus spoiling the contents.

Another thing to remember is that when canned goods are frozen, they are usually bulged, but as soon as they are thawed out, the ends will snap back. Be sure, therefore, that your goods are not still frozen before condemning them as swells.

If, owing to lack of storage, canned goods are allowed to freeze, it would be better to keep them frozen rather than to thaw them out, and freeze them again, as every time they thaw out they are liable to accumulate rust. If the goods are not used until the spring, the cases should then be carefully overhauled and placed where they will dry out rapidly, otherwise there will most likely be trouble.

Most packers are anxious to stand behind their goods, and if it can be shown to them that the trouble with any canned goods is through fault of their own they are generally always only too glad to have the difficulty remedied promptly.

Get at Cause of Trouble.

If grocers have goods that are not satisfactory, they should, in all cases, hold them subject to the instructions of the packer, as it is in the interests of everybody that the goods should be examined, to ascertain exactly what the trouble is, and it is only by doing this that any defects in packing can be remedied.

A swell of a leaky can is due most likely to an imperfection in the can or an error in the time given to the processing. Once air gets into the can, decay begins, just the same as the goods would decay if left exposed in an open vessel. Don't think that the packer has been putting decayed goods into the can. This view is entirely erroneous. Canned fruits and vegetables, as put up by the packers in Canada to-day, are, without doubt, strictly first-class, that is, the raw material is grown especially for factories, and is canned immediately after picking and when at its best.

In all large plants the processing is almost entirely mechanical, every means being employed to insure the goods being put up in the most cleanly manner. These vegetables and fruits are also preserved by sterilization only, i.e., by the application of heat, at a temperature which absolutely destroys all bacteria, and, therefore, there are no safer or more wholesome goods in the world to eat than canned goods.

Mister Grocer, as canned goods are an important and profitable part of your business, it is to your best interests to impress upon your customers that canned goods as put up to-day are the choicest and safest of foods.

EARLY CLOSING NOW A FACT.

Montreal Merchants Working for This and Law Will be Enforced.

Montreal, Dec. 15.—After many attempts early closing in Montreal is now an established fact. Some mention as to this was made in a recent issue, but more definite details have come to hand since then.

A society has been formed to see that the law is observed. It is called the Society for Early Closing in the Province of Quebec. The meeting at which this was formed, was held last week in St. Joseph Hall. Both merchants and clerks were well represented and great enthusiasm was shown at every mention of the recent victory for early closers.

Officers were elected for the coming year. J. B. E. Poirier, who has been most active all through the fight, was unanimously elected president. Ed. Hardy is the secretary, and A. Lavergne, J. R. Lesage, T. Cardin, J. A. Lepage, and J. O. Labelle are the councillors. It was not thought necessary to have any other officials, as the work of the society has been completed. The only object for a permanent organization, was to see that the law is fully lived up to in the future. A charter will be sought from the legislature immediately.

The following are the most important clause in the ordinance just passed:—

Section 1.—The shops in the City of Montreal, shall be closed at 7 o'clock in the evening, on Wednesdays and Thursdays of each week during the whole year, with the exception of the days indicated in sections 2 and 3; and the same shall remain closed until 5 o'clock in the morning the following day.

Section 2.—The provisions of section 1 shall not apply to Wednesdays and Thursdays preceding the following holidays, viz.: Epiphany, Good Friday, Empire Day, Dominion Day, Thanksgiving Days, All Saints Day, Immaculate Conception and Ascension Day.

Section 3.—The provisions of section 1 shall not apply moreover to the days of the last two weeks of December, in each year.

Following shops are allowed to remain open: Establishments where tobacco only is sold; establishments where newspapers, etc., are sold; hotels and restaurants; fruit and confectionery stores where no groceries are sold or kept for sale.

The Canada Packing Co., Montreal, has dissolved, Theophile Dion registered.

Criticisms on the Standards for Milk Products

One Manufacturer Thinks Difference Between Condensed and Evaporated Milk Should be More Definite—Some of the Standards Claimed to be too Low—Another Wants Time to Get Rid of Evaporated Cream Labels.

As announced last week, the Inland Revenue department of the Federal Government in drawing up the Food Standards, decided to first consider standards for milk products.

The Canadian Grocer in the meantime secured the views of manufacturers of condensed and evaporated milk, on the standards as at first suggested by Chief Analyst, A. McGill, and the revised standards issued by him.

One stated after considering the former, that the difference between condensed milk and evaporated milk should be more clearly defined, otherwise there would be no end of trouble and inconvenience if the specifications were to be adopted in the form they are now in. Evaporated milk (or evaporated cream) is a distinct trade term representing a product which receives quite a different treatment in the process of manufacturing. It is preserved by sterilization process only, without the addition of sugar or any other ingredient, while the term 'condensed milk' is usually applied to milk condensed and preserved with sugar. He also believed that the percentage of butter fat in condensed milk should be raised.

Time to Use up Labels.

Another manufacturer thought that the outline of the proposed standards was fair in reference to the milk products. There was no sweetened condensed milk or evaporated milk that should be put on the market showing a lower percentage than the standards call for. It would lead to a better class of competition besides giving the public the quality they are paying for.

"Really the only change that is being made," he said, "that will affect first-class companies is the changing the term "evaporated cream" for "evaporated milk." If you will look on any label on the so called evaporated cream you will find it states plainly, that it is the whole of the milk reduced to the consistency of rich cream—which is correct. It, however, is not cream as the label would indicate.

"The principal point we are interested in is that the new standards, when put into force, shall allow the manufacturer ample time to use up his supply of evaporated cream labels, which with most companies will be rather large, as they are always bought in large quantities. We should be granted at least a year after the standards go into effect, to use up the stock of evaporated cream labels and boxes."

Wants Higher Standard.

After reading the revised standards which were sent out this week, a manufacturer said: "I have two criticisms to make, viz., with reference to section 7—Condensed milk, and Section 8—Evaporated milk.

"The standards proposed are not consistent with conditions, nor with the scientific facts of manufacture. For condensed milk I believe the minimum of total solids should be 28 per cent., and not less than 8 per cent. butter fats. This is really a low standard, and no honest manufacturer will have any difficulty in observing it.

"Section 8—Evaporated Milk—should be lower in solids if any change is made from commercial practice rather than to lower the precentag of fat, and while a percentage of 7.7 per cent of butter fats is comparatively easy to maintain, it is not so easy to get 26 per cent. of solids in some sections at certain periods of the year, nevertheless I believe if any concession is made whatever in the interests of the manufacturer, it should be by reducing the solids, but not the fat.

"Briefly, the draft of the Proposed Milk Standards reads: — "Condensed milk 26 per cent. solids and 7.25 per cent fat." "Evaporated milk, 26 per cent. solids and 7 per cent. fat." I would recommend for condensed milk 28 per cent. solids and 8 per cent. fats, and evaporated milk 7.7 per cent fats, but 26 per cent. in the latter is satisfactory.

"The present standard for condensed milk in the U. S. has not been debated, but for evaporated milk it is debatable, and it is probable that for solids in the latter it may be reduced to 25 per cent."

Manufacturers of powdered milk also want to see their product included in the standards in order to be protected, and a request to this effect has been sent to the Chief Analyst.

THE BRITISH ELECTIONS.

Not since the institution of vote by ballot has there been a contest in which such intense and world-wide interest is being taken, as that now in Great Britain. In order that its readers may be thoroughly informed as to the progress



of the fight The Globe has sent its news editor, Stewart Lyon, to Britain. His letters and cables will appear exclusively in The Globe. This is an opportunity which the reading public of Canada will not be slow to take advantage of.—Advt.

THE SEMI-FINAL ANNOUNCEMENT.

It is only two more weeks until Dec. 31st, when the Christmas window dressing and advertising competitions of The Canadian Grocer close. That it is worth while for retail grocers to consider these is shown by the rewards offered for the best windows and the best advertisement. This, too, is merely incidental to the benefits in extra sales that must accrue to those who take extra pains in dressing their Christmas windows and in writing their Christmas advertisements.

The Canadian Grocer recognizes that grocers in smaller places have not the same facilities as those in the cities, so far as window dressing is concerned, and therefore has divided the field into two classes—Canadian towns, villages, hamlets, etc., under 10,000 population and towns and cities above that. The winner in each case will receive $7 in cash, the second prize being $3 in each case, making altogether $20 for the window dressing competition.

This gives retail merchants in the smaller places an opportunity to enter without competing with their friends in the trade who have better facilities in the way of larger windows.

The only stipulation so far as either class is concerned is that the window must be dressed with Christmas goods by the grocer himself or one of his staff. A 'manufacturer's' window— that is, one dressed by or at the suggestion of a manufacturer or his representative—will not be admitted. In sending in the photograph kindly tell who dressed the window and include a detailed description accompanying it. Be careful to obtain the best possible photograph.

In the advertisement competition all that is necessary is to forward one or more clippings from your local paper to us with the name of the writer of the advertisement, and the name of the paper it was clipped from. There will be a prize of $5 cash given to the winner.

The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. All entries in each case should be mailed not later than December 31 to the Editor of The Canadian Grocer.

Practical Methods Used in Retail Grocery Stores

Retailer Thinks Profits Should be More Evenly Distributed — Much Early Christmas Selling in Chatham—Intelligence and Persistence in Advertising—Plans for Getting New Customers.

Deals Heavily in Poultry.

Palmerston, Ont., Dec. 14.—The methods employed by J. H. McKay, Palmerston, since he purchased the stock of Mr. Stinson, a few months ago have helped him well in the general store business. The care in selecting stock, employing good salesmen and selling the most dependable goods, have all helped to increase this store's volume of business.

A large trade has also been developed in poultry, and Mr. McKay is one of the largest shippers between Palmerston and Toronto. He is in fact open for farmers' produce of all kinds:—potatoes, dried apples, onions, eggs, butter, wool, etc. He has the confidence of the public and is always ready to lend a ready assistance to their every enterprise.

A Merchant With Initiativeness.

Quebec, Dec. 14.—One of the most successful retailers of this city says that the greatest element in his career has been initiative. The ability to decide matters quickly, yet correctly, will always keep a business man in the forefront. "Learn to choose," he says "for instance, what lines you want without unnecessary delay, and by continually practising decision combined with speed and accurate judgment, you can't go far wrong. Always be willing to take a chance, if it shows a reasonable certainty of success, and a good future margin. Over-cautious merchants are as badly off as those who, while they decide quickly and take plenty of chances, do not use their heads to the best advantage in summing up a situation."

Wants Profits on all Goods.

Edmonton, Alta., Dec. 14.—A large Edmonton grocer claims he is at a loss to know why retail merchants consent to handle some manufacturers' goods for scarcely nothing. They have to make their profits on others, and are therefore apt to lose their trade in these goods to some extent.

"To keep accurate accounts of the business is not only necessary, from a financial standpoint," he says, "but it awakens an ambition to excel each week. I know of some stores where the clerks can hardly wait for the statement on Saturday nights, to see whether they are ahead or behind of the previous week."

Want Standard Weight of Loaf.

Vancouver, B.C., Dec. 15. — Grocers here are interested in the bill recently introduced into Parliament at Ottawa by Mr. Currie, of North Simcoe, to fix a standard weight for loaves of bread for all Canada. Conditions here are anything but satisfactory, the loaves of bread being small and the prices high. Moreover, judging from appearances, inferior flour is also used in small proportion. The way it works out is that grocers who sell bread have to stand the abuse of the dissatisfied customer, when he not only is not to blame, but makes nothing on bread, or at the most, a fraction of a cent per loaf. In fact, some grocers declare they will not handle bread, but then they are forced to by occasional demand. This, the bakers know and consequently the grocer has to handle bread merely for the benefit of his own personal trade, and the retention of a customer.

Finds Profit in Pastry.

Lindsay, Ont., Dec. 14.—L. A. Primeau is the authority for the statement that a well conducted grocery business can well afford to carry a good stock of pastry, fancy and otherwise. He handles bread, but more particularly fancy pastry in connection with his grocery business, and he finds that it not only brings the afternoon shopper into his store, but also lands the dimes into the till, which after all is the main thing. Mr. Primeau puts an occasional display in his window, of the appetizing pastry, as a rule on Saturdays, and it is surprising the amount of fancy articles that are disposed of. "Like all other special goods it has to be properly advertised and ticketed," says Mr. Primeau.

Early Christmas Selling.

Chatham, Ont., Dec. 14. — Chatham merchants this year have certainly done their best to bring out the early Christmas trade. Long before the end of November, Christmas displays were in evidence, while simultaneously many merchants commenced their special Christmas advertising.

The grocers were particularly active, nuts, confectionery, currants, raisins and the various other Christmas cake and pudding ingredients having been prominently displayed for the past three weeks. Christmas advertising is also well under way.

One grocer states that he has noticed a perceptible improvement in regard to the Christmas trade, which now starts quite a bit earlier than it formerly did. An exceptionally big Christmas trade is looked for, however, so that it is possible the rush of the last few days may not be much lightened. Quit a bit of business was transferred to the earlier days of the campaign, though, that under ordinary circumstances would be left to the last.

Advertising a Good Investment.

Quebec, Dec. 14.—That there are two requisites for successful advertising, is the claim of a progressive Quebec grocer. With either one lacking, he claims, failure is a distinct probability.

"The first, and most important is intelligence. Use your head in choosing a medium for your advertising matter which will give the best results. Without the proper medium your money is practically wasted.

"The second requisite to success is persistence. Spasmodic insertion of advertising will never give full value to the advertiser. A yearly contract for continuous insertion of even a small ad. properly written, will, in the end, give more value than the same amount of space taken in a few issues as full pages. With a combination of the two above mentioned qualifications, advertising will pay, and pay well."

An Aid in Selling Candy.

Perth, Ont., Dec. 8.—A local store in putting prices on its more expensive lines of candy, marks them 30c per ½ pound or 15c per ¼ pound. The idea is that a person might see something marked 60c per pound and think that confectionery too expensive, whereas if it were marked 15c (the amount probably he feels like spending) per ¼ pound, it seems easily within his reach.

Look Out for New Fields.

Montreal, Dec. 14.—There are chances coming up every day for a retailer to increase his field of operations. It may be by means of good service to the casual customer, by means of the local press, by dodger advertising, or some other method.

A Montreal merchant brought this subject up recently, to a representative of The Grocer, saying, "so many retailers are neglecting daily chances to add customers to their list, simply through carelessness in not taking advantage of hints which come their way. For instance, a stranger comes into a store. The clerks wait busily on all their regular customers, some of whom have come in after the stranger. Finally becoming impatient, the latter leaves the store.

"Meat of Wheat" is guaranteed absolutely. Grocers are authorized to refund money if not perfectly satisfactory, even after package is used.—Advt.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - PRESIDENT

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PUBLISHED EVERY FRIDAY

A NEW CO-OPERATIVE BILL.

Here is where retail merchants in Canada have an opportunity to show their strength in legislative matters.

Lloyd Harris, M.P, for Brantford, Ont., has announced that he is preparing a bill which is meant to provide machinery for the incorporation and supervision of co-operative societies.

This bill will not be in the interests of retail trade and especially will it be detrimental to the grocers should it go through. If the merchants were united all over the Dominion, such a pressure could be brought to bear against the passing of any such a bill, that it would scarcely ever be heard of. Nevertheless those who are united can do a great deal and also others who are interested can assist in preventing any legislation detrimental to their interests.

A co-operative society working in every city or town will do much to separate the merchant and his customers, even if it does not continue to become a success. Every association and every individual merchant should carefully watch this co-operative bill and make it a point to interview or write the member representing his constituency in the House of Commons to oppose it.

No member of parliament interested in manufacturing goods which are sold by the retail trade should consider it fair to be instrumental in passing a bill that will be detrimental to that trade. Yet what else do we find in the case of Lloyd Harris, of Brantford?

WHO IS TO PROSECUTE?

In connection with the recent confiscation of adulterated butter in Montreal, a somewhat puzzling, and in many ways ridiculous situation has developed. Dr. McCarrey, the health officer, who made the seizure, says he cannot do anything further than seize the goods, as no harmful adulterant was introduced. He has made a further statement that any prosecution would have to be originated by the Inland Revenue officials.

At the Inland Revenue department it is said that no definite information has been laid against any of the offenders and no action can be taken until such is the case. The fact remains that large quantities of adulterated butter have been seized, the names of at least seven of the alleged guilty parties are known, and nothing has been, or seems likely to be done.

It seems a pity that there is this lack of co-operation between officials, when upon their activity depends the protection of the interests of honest competitors and of the average citizen. It is about on a par with the case of two children, one of whom has been told by his mother to tell the other to do a certain thing. He tells, but the second one refuses because his mother didn't tell him personally. Meanwhile the obvious thing remains in it's old condition, undone. Who is to blame?

ON THE CARE OF CANNED GOODS.

The reader's attention is directed to an article in this issue on the methods which should be used in storing and taking care of canned goods. It is written by a practical canner who has had much experience in the business and therefore the suggestions given are all the more valuable to those who have under their care stocks of canned goods.

The article was secured at the instigation of a retail merchant who wrote to The Canadian Grocer, asking what effect frost has upon the contents of a tin of canned vegetables.

This paper shall be pleased at any time to answer so far as possible inquiries on trade questions and requests merchants to be quite free in making demands.

VALUE OF STORE CRITICS

Some merchants are inclined to feel sore—to use a common expression—if any of their customers happen to register a "kick" against some article purchased or lack of service on the part of themselves or their salesmen.

This is a mistake. They should rather consider it as a mark of favor because they have come to discover leaks in their businesses which otherwise might have gone unnoticed.

There is a retail firm in a large United States city which employs a woman regularly at a salary of $50 per week to do nothing but criticise the work of every salesman and manager and also the goods and their prices. She might be termed a private detective but prefers to call herself a critic. For instance, if she comes across a saleslady attending to the candy counter who happens to have dirty finger-nails, she purchases some candy and obtains the number of the party who made the sale. She is then in a position to find the name and the saleslady is next day given a "call."

In this way everything that goes wrong or doesn't look well is reported by the critic to the management, who call the attention of the managers of the various departments to them. The latter are, of course, often surprised and wonder how things are discovered and this has always a tendency to make them more careful in their work.

STREET RAILWAY EXTENSIONS.

Sherbrooke, Que., is just now much exercised over the question of extending their street railways to reach the outlying districts. This is always a question of importance to the local grocer in such sections.

Does it bring him more trade, or do his customers take advantage of the street car to buy in the larger centre?

There are certainly two sides to this question. In the first place traffic is sure to be stimulated toward the larger place, and many people will take advantage of the improved transportation to do their buying away from home. At the same time, the closer the connection between town and city the better the local grocer is able to buy, and if there is little saving to the customer, they are apt to save trouble by using the more convenient local man. His profits are likely to be more as he comes into closer communication with the city, and he can often take advantage of a drop in the price of some commodity, where previously he only had vague rumors, perhaps too late to be of use, as to that change in quotations.

Another aspect is the general enlargement of the field for both the local man and his city competitor. To a certain extent the city grocer has the advantage here. More buyers will go from the small place to the larger than will do the opposite. Still there are buyers along the line of the street railway who are closer to the small town than the city, and these very often take advantage of the car to do their buying. On the whole it is probable that both city and suburb, or small town, are benefited. It would be difficult to say as to which receives the most.

CO-OPERATION FOR TRAVELERS.

An excellent suggestion was thrown out at the annual meeting of the Dominion Commercial Travelers' Association in Montreal on Saturday. It was not concerning a novel subject, but one which frequently comes up, secures approval, and is forgotten. A member stated that it was most regrettable that there should not be more united action, more co-operation, among the travelers of Canada. In the Dominion Association there are close upon 6,500 men, while in all of Canada the travelers number 20,000. Yet, the various associations were acting individually, and consequently were not accomplishing the many reforms aimed at by each, but ccomparatively easy of attainment through united action.

He suggested that every two years there be a general meeting of all the associations. This is an excellent idea. It should be carried out. There are innumerable questions of vital interest to individual travelers, and to the various associations, which could be discussed to advantage at such a meeting. Annual gatherings of the various associations are about to be held—let this question be discussed. It is the duty of the president of each association to bring the matter up at the earliest opportunity.

PROPOSED CANNING MERGER.

Some new phases to the proposed amalgamation of independent canners are reported this week. It is well known to the trade generally that the Canadian Canners are interested in the proposed merger as well as the American Can Company which supplies many of the independent Canadian concerns with tins.

Should the amalgamation materialize, and eventually an amalgamation with the Canadian Canners, the American Can Co. would likely lose a considerable portion of its Canadian market. It is claimed, that the American Can Co. is also becoming interested in a merger of Canadian independents, this to be separate altogether from the Canadian Canners, so that the independents would naturally be at a loss to know exactly where they are at.

Then the question of the members of the independent companies taking the preferred stock of the proposed new concern to the value of their plants and properties, is not meeting with universal favor. The directorate of several of them are principally farmers who have grown the vegetables, fruit, etc., used. These men believe that if the merger is put through, they will not find the ready sale for their products which many of them now enjoy, and this seems to be another drawback. Some are not even considering the proposition on account of having to take the preferred stock.

It is the belief of men in close touch with the situation that nothing definite will be decided upon for some time.

CAPITAL TIED UP IN IDLE STOCK.

It is a generally conceded fact that the average merchant in the smaller cities and larger towns does not look after the idle goods in his stock as closely as he should.

How many small dealers are there that could not go through their stocks and pick out inactive goods, a few here and a few there, small in individual amounts, but in the aggregate amounting to hundreds of dollars, that are neither bringing returns in sales or profits. These goods are inventoried year after year, at first cost, when they should not be counted as assets at all, their value having gradually faded away until they should properly be classed as liabilities.

Carried-over goods can reasonably be estimated as deteriorating in value one-third each year. Not only is there a loss in quality, but the value of the article has been tied up for twelve months without earning a cent. It has thereby eaten away one-third of itself and after the third year it has practically disappeared as an asset in determining the profits of the business.

In the case of articles that change in fashion from season to season the deterioration is even greater, and in closing out past season's goods of this character the question of cost should be lightly considered in comparison with the quick disposal of the goods. The money thus released and put to use in buying active goods that can be turned over and over during the year at a good percentage of profit, will more than counterbalance the loss sustained in promptly closing out the unselling, the clerks work more overtime, the buying problem is more important, the effort to sell early and deliver at the last moment and the adoption of plans for interior display all bring up questions which cause thought.

All of these have to be met and acted upon without delay, but in the rush of holiday trade ideas will develop which can be used in next season's trade, and unless a merchant plans to jot these down when they occur to him they will vanish and not be thought of again until they present themselves in new form a year hence. It's when the holiday shoppers are out in force and everything betokens the approach of Christmas that real inspirations knock on the average man's skull and prod him into saying, "If I had only thought of that in time what a hit it would have been. Too late now."

Each retailer should obtain a blank note-book, print on the outide cover of it in big, bright letters, "Holiday Ideas," and then proceed to jot therein the things he ought to have "thought of sooner." Put down a few bright window suggestions as they come to you while Santa Claus is grinning at you from all sides. Add a few advertising hints and note down the things that go the best for Christmas gifts; and the things most called for that you did not have. Paste in a few of the most striking advertisements issued by the city stores who do things on a bigger scale than you can afford to.

Don't confine your observarions to your own store, or even to business hours, but take a stroll around the stores with your eyes open. The jeweler or dry goods merchant may have ideas that a little skill would render more fitting in a grocery window.

Jot these things down in your special book and file it away among the things you know where to find. Then next season turn to your notebook and begin the sifting process. Some lines so popular a year ago are out of date now. Still there lies before you a big chunk of holiday atmosphere with its inspirations as well as some suggestions ready made.

A HOLIDAY NOTE BOOK.

No season of the year is so productive of trade-bringing ideas as the month of December, when the minds of all progressive merchants are concentrated upon evolving plans for increasing their trade by adopting methods which they hesitate to use at any other time of the year. Larger space is taken in the local papers, the windows are changed more frequently and more thought is given to the displays, booklets are sent to customers, the prices of goods in plain figures to assist the

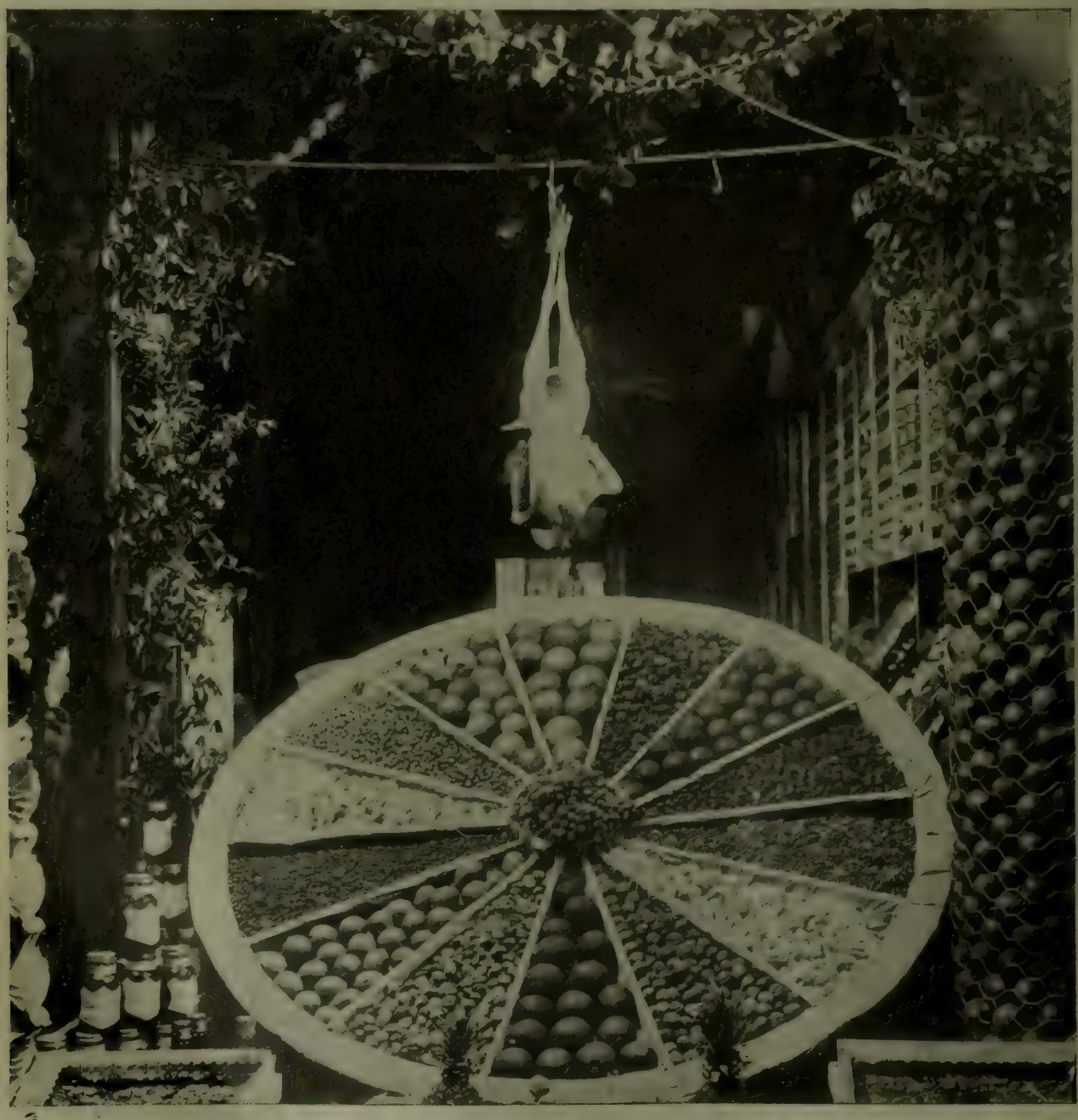
The wise beginner is always willing to learn. Also the wise veteran in the merchandising art is willing to learn and he has chances every day to pick up information from his customers.

There is only one way to sell goods, and that is by asking people to buy them. Any kind of advertising is asking the public to buy, and they are entitled to be asked in a pleasant and alluring way.

Developing Originality in the Window Display

The Methods Used by a Grocer in an Ontario Town — Thoroughly "Christmas" in its Setting and it Proved to be a Splendid Seller.

J. McDermid, of Georgetown, Ont., conceived some good ideas in dressing the accompanying window. The store is a typical small town grocery, the window is not by any means a large one, and the design used is admirably suited both to the store and the window. Several novel ideas have been used, particularly in the building up of their large pillar of oranges, which will give some useful hints to other grocers. The centre is in the shape of a wheel set at an angle of 45 degrees. The bottom of the wheel is covered with half-inch boards and divided into fourteen compartments with a small circle in the centre, all of which is covered with tissue paper, one division being done in green, the next in cerise, and so on. Starting at the centre division at the top to the right is grape fruit, chocolate candy, oranges, walnut candy, shelled walnuts, cream candy, walnuts, oranges, almond nuts, lemons, shelled almonds, mixed candy, filberts, apples and the centre circle is filled with Malaga grapes, giving a nice contrast. On the right is a pillar of California oranges six feet high which fills that side of the window nicely. The rack which holds the oranges is made of poultry wire with a tin tube inside, the oranges being slipped down between the tin and the wire. On the left of the wheel is a pyramid of preserved cherries and peaches in glass. In the centre of the window between the wheel and the glass there is a fancy china plate filled with natural figs, on either side of which is a pineapple, then boxes of bon bons, and at either end a box of fancy table raisins, some of which show very clearly in the photo. The window is decorated with natural holly at the back and paper festooning across the top and down the sides at the front. Across the back of the window were a row of fine turkeys hanging on the iron bar which shows in the photo, which made a splendid background for the window, but as the photographer couldn't photograph the window when the proprietor had it ready, the latter sold off most of the turkeys.



The above Window was Dressed by J. McDermid, Georgetown, Ont., and Illustrates an Attractive Wheel Design.

The Markets—Advance of ½c. on Valencia Raisins

This Rise is Due to Scarcity of the Fruit—Shelled Walnuts Scarce — Raw Sugars Easier and Decline in Refined Would Not be a Surprise—Little Demand For Evaporated Apples.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—Raw very weak.
Pepper—Firm.
Valencia raisins—½ cent higher.
Shelled Walnuts—Scarce.

Montreal, Dec. 16th, 1909.

Trade is now showing the full effect of the Christmas season. Dealers say that, taking it generally, there has not been such an encouraging outlook for some years.

There are several reasons to account for this. People are beginning to recover fully from the fear engendered by the depression, and as a result are spending more money. Also luxuries are being indulged in to a greater extent than for some time past. Staples are losing this season to a certain extent, but of course people must to a certain degree depend on them.

The marked feature of the week is the rise in price and scarcity of Valencia raisins. This, and the probable reasons for it, are dealt with fully on the editorial page, so need no further explanation here.

Walnuts are scarce at present as well as other lines of shelled nuts. As a whole, the market is steady and the prevailing tone is for a continued firmness.

SUGAR—Raw sugars are down this week. The decline is due to large receipts in New York and Liverpool. One of the largest shipments a Canadian firm has ever imported was on the Teodoro de Larrinaga, which recently arrived at Halifax from the Mauritius with over 6,500 tons of high grade refining crystals. This shipment was all consigned to one Montreal concern who have already disposed of it in England. Prices are firm but a decline is being looked for by some in the near future.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs	5 50
" " " 50 lbs	5 60
" " " 25 lbs	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 40
" " 100 lb. boxes	5 50
" 50 lb. "	5 60
" 25 lb. "	5 80
" 5 lb. cartons, each	0 37½
Extra ground, bbls	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES.—Christmas trade is going principally to other lines and both syrups and molasses show a falling off in sale. It is thought certain that they will regain what they have lost as soon as the New Year opens. Prices continue firm.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¼
" ¼-bbls		0 03½
" 38¼-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

TEA—The continued scarcity of Japans is being felt considerably, as there seems to be a good demand, which dealers at present are at a loss to supply. Prices of all lines are firm and unchanged.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—Cheap coffees are high in comparison to the better grades. Of course the bulk of the trade is done in the cheaper lines, which compensates to a considerable extent, enabling dealers to be satisfied with a smaller margin of profit where the turnover is so much larger and quicker. Prices are unchanged but firm.

Mocha	0 18½	0 25
Rio, No. 7	0 10	0 12
Santos	0 14	0 17
Maracaibo	0 15	0 18

SPICES—Christmas trade in all lines of spices is extra good both in the city and to outlying points. Peppers and nutmegs are very scarce, with a probable rise in both. They are already slightly higher in the primary markets.

Dealers like the situation except that there is some fear of the new food standards being established too soon to enable adequate preparations to be made.

	Per lb.	
Allspice	0 13	0 18
Cinnamon, ground	0 15	0 19
" whole	0 16	0 18
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Mace		0 75
Nutmegs	0 30	0 60
Peppers, black	0 16	0 22
" white	0 22	0 29

DRIED FRUITS—Valencia raisins have furnished the feature of the market during the past week and will continue to do so for some time to come. Medium grades are practically exhausted, while the 4 crowns and fine off staik are very scarce. Prices have been raised ½ cent with a further raise in sight. The reason is that this year's supply came in on a practically bare market and were greedily taken up.

Other lines are steady with a good sale.

Currants, fine filiatras, per lb., not cleaned		0 05¾
" " " cleaned		0 06¾
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Dates—		
Hallowees, old, per lb	0 04	0 04½
" new, per lb		0 05
Sairs, old, per lb		0 04½
" new, per lb		0 05
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs		0 07
" fancy seeded, 1-lb. pkgs		0 09
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 10
Valencia, fine off stalk, per lb		0 05½
" select, per lb		0 06½
" 4-crown layers, per lb		0 06½

NUTS—The market is practically bare of shelled walnuts. Other lines of shelled are scarce, while the demand seems to be steadily increasing. Dealers are scouring the country for supplies.

Christmas trade has proved exceptionally good, in spite of the somewhat inferior quality of this year's crop. Prices are firm.

In shell—		
Filberts, Sicily, per lb		0 12
" Barcelona, per lb		0 10½
Tarragona Almonds, per lb	0 11½	0 12½
Walnuts, Grenobles, per lb	0 13	0 15
" Marbots, per lb		0 12½
" Cornes, per lb		0 11½
Shelled—		
Almonds, 4-crown selected, per lb	0 32	0 33
" 3-crown " "		0 31
" 2-crown " "		0 30
" (in bags), standards, per lb	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
French, No. 1	0 07½	0 07½
Spanish, No. 1		None
Virginia, No. 1		0 10
Pecans, per lb		0 65
Pistachios, per lb		0 75
Walnuts		
Bordeaux halves	0 26	0 27
Brokens	0 18	0 19

EVAPORATED APPLES—Trade in evaporated apples has been unsatisfactory so far, and there seems to be no immediate prospect of an improvement. Prices are still steady, but a decline will probably result if there is no increase in demand.

Evaporated apples, prime	0 09¼	0 09½

BEANS AND PEAS—Beans are proving popular at present and there seems to be a steady increase in the demand. Supplies are fully adequate, however, and no price changes are looked for. Peas are not in heavy demand just at present though dealers say the situation is satisfactory.

Ontario prime pea beans, bushel	1 85
Peas, boiling, bag	2 50

AN ENERGETIC PRESIDENT.

The St. John, N.B., Sun in referring to the election of T. H. Estabrooks as president of the Board of Trade of that city says in part:—In Mr. Estabrooks the board has secured a man admirably equipped in public spirit and business energy and experience to carry along vigorously and progressively the board's work for the upbuilding and development of St. John. In the present circumstances Mr. Estabrooks is peculiarly well fitted for the position. * * * One of the chief factors in this success has been extensive and intelligent advertising, and Mr. Estabrooks, we believe, recognizes this and recognizes also that civic as well as private business is capable of development by similar methods. There is nothing St. John needs more at the present time, than an energetic and well-directed campaign of publicity.

CANNED GOODS

MONTREAL—There is a distinct improvement in the demand for canned fruits. Heretofore the market for these lines has been very disappointing. It is thought that the somewhat inferior grade of dried goods packed this year have had a good deal to do with the return to canned.

Vegetables are firm and in good demand. Prices are firm and unchanged from last week.

Peas, standard, dozen		$1 05
Peas, early June, dozen	1 07½	1 10
Peas, sweet wrinkled, dozen	1 10	1 12½
Peas, extra sifted, dozen	1 52½	1 60
Peas, gallons	3 87½	3 92½
Beans, dozen		0 85
Corn, dozen	0 80	0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½	0 90
Strawberries, dozen	1 37½	1 40
Raspberries, 2's, dozen		1 75
Peaches, 2's, dozen		1 65
Peaches, 3's, dozen		2 65
Pears, 2's, dozen		1 60
Pears, 3's, dozen		2 30
Plums, Greengage, dozen	1 50	1 55
Plums, Lombard, dozen	0 95	1 00
Lawtonberries, 2's, dozen		1 60
Clover Leaf and Horseshoe brands salmon -		
1-lb talls, per dozen		1 87½
½-lb. flats, per dozen		1 30
1-lb. flats, per dozen		2 02½
Other salmon—		
Humpbacks, dozen	0 95	1 00
Cohoes, dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00

TORONTO—Like almost everything else, canned goods are firm, and the stocks are rapidly diminishing. Peas and corn are likely to run clean out, and even tomatoes which are the heaviest pack are reaching out for more money.

Beans	0 80	0 85
Corn	0 80	0 85
Peas	1 05	1 42½
Pumpkins	0 75	0 82½
Tomatoes, 3's	0 80	0 85
Strawberries, 2's	1 40	1 50
Raspberries, 2's	1 60	1 67½
Peaches, 2's		1 65
" 3's		2 65
Lawtonberries		1 65
Red pitted cherries, 2's		1 75
Gallon apples	2 40	2 45
Bartlett pears, heavy syrups, 2's		1 65
" " light " 2's		1 15
" " heavy " 3's		2 40
" " light " 3's		1 70
Lombard plums, 2's	0 80	0 85
Clover Leaf and Horseshoe brands salmon:		
1-lb. talls per dozen		1 90
½-lb. flats per dozen		1 25
1-lb. flats per dozen		2 12½
Other salmon prices are:		
Humpbacks, per dozen	0 95	1 00
Cohoes, per dozen	1 45	1 50
Red Spring, per dozen	1 55	1 65
Red Sockeye, per dozen	1 65	1 70
Lobsters, halves, per dozen	1 85	2 20
Lobsters, quarters, per dozen		1 40

ONTARIO MARKETS

Toronto, Dec. 16, 1909.

The great rush on the part of the wholesale grocers for the Christmas trade is pretty much over. They all report having splendid trade, and if the retailer comes out as well as they did, this autumn's trade will figure as one of the best for a good many years. It is hardly possible, however, that the retailer will get his proportion with the wholesaler for the reason that the retail stores have multiplied in leaps and bounds while the wholesale houses are almost the same as they have been for years. If the wholesale houses could have sold the same quantity of goods to a smaller number of retailers they would be surer of their money, the retailers would be better off, and the public would have had equally as good, if not better, service.

SUGAR—The recent report from Cuba showing that the production of raw sugar there is 317,000 tons in excess of last year, has a slight weakening effect on the market, altogether it did not materialize in figures. Cuban futures are lower than present prices, which indicates that lower prices are expected.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 100-lb. boxes	5 80
" in 50-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	0 45
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 60
No. 2 "	4 5'
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUP AND MOLASSES—All these lines which were expected for Christmas baking have been sold before this time, and in consequence little is moving at the present time, and prices are at a standstill.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels, per lb	0 03½
Half barrels, per lb	0 03½
Quarter " "	0 03½
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 9 33
" bbls.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

TEA—There is again a firmer feeling manifested this week in the tea trade. Considerable quantities are changing hands, which cannot again be repeated at the same prices.

COFFEE—Whether it is true or not, but some one interested in the coffee business made the remark that Toronto was using a lower grade of coffee than any other place. If this is correct, and a better grade would increase the consumption, there is something to hustle for on the part of the coffee men.

Rio, roasted	0 12	0 13
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 08	0 09

SPICES—This line has had its season, and will be a back number for some time. Prices in the meantime will remain stationary.

Peppers, black, pure	0 15	0 18
" white, pure	0 22	0 25
" whole, black		0 16
" whole, white		0 23
Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25
Celery seed		0 24

DRIED FRUITS—All these lines were in great demand and are now practically all on the retailers' hands. They were sold at prices at which at least some of them could not be repeated again, and if the retailers do not make money on them it will be their own fault. Valencia raisins are about ¾ of a cent higher. Peels of all kinds are pretty well cleaned out.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06
Same fruit in 50-lb. boxes ½ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 15 0 18
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned ½c less.	
Raisins—	
Sultans	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 06 0 06½ Fards choicest	0 08
Sairs 0 05 " choice	0 07½

NUTS—All the nuts for the Christmas trade are sold, the stocks left are light, and the retailer has a large part of his work still to do, to get them turned into money with a good profit.

Almonds, Formigetta		0 11½
" Tarragona		0 12
" shelled	0 32	0 35
Walnuts, Grenoble		0 13½
" Bordeaux		0 11
" Marbots		0 12
" shelled	0 29	0 30
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils		0 15
Peanuts, roasted	0 08	0 12

RICE AND TAPIOCA—As these do not enter into the special Christmas supplies they are quiet and little is doing.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	3 85
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 06½
Japan	0 05½ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½ 0 04½

EVAPORATED APPLES—These are quiet and the demand has almost entirely disappeared. To effect sales in quantities lower prices must be accepted.

Evaporated apples	0 08 0 09

BEANS—Beans are firm and sell well at full prices. The consumption of beans is rapidly increasing, which has an upward effect in the value.

Beans, per bushel	1 75 1 80

The Lind Brokerage Co., Toronto, has moved its offices from the Pacific Building to 73 Front St. East, Toronto, and will henceforth be known as the Dominion Brokerage Co., the interests of which have been purchased by the former. The new offices are larger and the building permits of better storage facilities.

MANITOBA MARKETS

Corrected by Wire.

Firmer.—Raisins, beans, peanuts and Holland herring.

New Goods.—Rowley's Valencia raisins.

Withdrawals.—Cluster raisins, figs.

Winnipeg, Dec. 16, 1909.

Staples are again taking up the attention of the wholesalers in the usual active way. Holiday goods are all out, and there has been a recent revival in the general lines. Wholesale competition has tended to introduce a wide range of goods into the field and as a result the trade, both retail and wholesale, has taken an active appearance, travelers are beginning to come in in large numbers and their reports of the general condition throughout the country are interesting. One drummer, who has tramped Eastern Saskatchewan for some years, says that his customers were never in a better financial condition. Although they may not all clear themselves of debts contracted in less propitious years, yet they carry a larger stock and are making larger payments.

Just now a severe cold snap has cut off the trade considerably in all parts of the west, but this only means that the retailer will make larger but fewer sales.

The market continues strong with frequent advances. The heavy Christmas trade, the close of navigation and the shortage of crops in several lines have kept the market firmer than usual

SUGAR—Wholesale stocks have been greatly reduced during the past few weeks on account of the heavy trade in the west. Icing and powdered sugars are popular and retailers everywhere are stocking quite heavily in these lines. Conditions point to the maintenance of a strong market.

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 25
" yellow, in bbls	4 80
" " in sacks	4 75
Icing sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	5 80
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	6 20
Lump, hard, in bbls	6 05
" " in ½-bbls	6 15
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES — Syrup sales are heavy, as is usual during the winter months. The market is unchanged this week and although the U. S. market has weakened, there is no indication that the Canadian market will do so.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" 5 " 1 "	2 75
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses ½ bbls. per gal	0 36

FOREIGN DRIED FRUITS—Raisins are all much firmer this week, owing to the shortage. It is fully expected that next week we will be compelled to quote higher prices. All the dried fruit markets are firm, and the output continues heavy. Dates, peaches and apricots have an excellent market. There are very few figs on the market and the price is about 5½ cents per lb. Prunes are slightly weaker just now, and the quality is not up to the standard.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " " cleaned, per lb.	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¾-lb. packages per package	0 06½
" " fancy seeded, in ¾-lb. packages per package	0 06½
" " choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " "	0 06½
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 08
" choice	0 09½
Apricots, standard, per lb.	0 15½
" choice, per lb.	0 16
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 6½ 0 07½

RICE AND TAPIOCA—Rice is still weak in price, and sales are not large. Tapioca is stronger, and may be higher soon.

Japan rice, per 100 lbs	3 50
Pearl tapioca, per lb	0 04 0 04½

HONEY—The holiday trade in this commodity has been good. The 12-oz. jars are popular, as is also the pail. Indications are that next season's goods will be firmer, as the demand greatly exceeds the supply.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

EVAPORATED APPLES—The market is easier and lower prices are anticipated. The bulk of sales are at 10 cents per pound.

ROLLED OATS—Last week's reduced prices hold to-day.

Rolled oats, 80 lb. sacks, per 80 lbs	1 95
" 40 " " 40	1 00
" 20 " " 20	0 52
" 80 " " 8	0 23½

BARLEY—Prices are unchanged, and sales continue to be good. The market has been strong and wholesalers expect that the demand which is good everywhere on the continent will keep prices up.

Pot barley, per sack	2 60
Pearl barley, per sack	3 65
" per ½ sack	1 90

NUTS—Abundance of the shelled products have gone out, and although supplies have not all arrived, they will next month. Prices are strong.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 27
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Virginia, per lb	10 0 13

BEANS—Prices are going up, owing to the shortage. If the demand continues it will not be long before stocks will be depleted.

3-lb. picker, per bushel	2 10
Hand picked, per bushel	2 20

FRESH FRUITS AND VEGETABLES—The native vegetables are rapidly nearing an exhaustion. As a result prices are firmer. The following fruit prices prevail with a good possibility of a stronger market very soon.

Pumpkins, per lb	0 01
Carrots, per lb	0 50½
New potatoes, per bushel	0 40
Native cauliflower, per dozen	1 00
Native cabbage, per lb	0 03
Native celery, per doz	0 40
Native beets, per bushel	0 40
Native onions, per doz	0 30
Native radishes, per doz	0 30
Native cucumbers, per doz	0 75
Oranges	3 75 4 50
Lemons	5 50 6 50
Apples, Ontario, per bbl	3 75 5 00
Grape Fruit, per crate	5 50
Grapes, per crate	8 00
Bananas, per lb	0 05
Cranberries, per bbl	9 00 10 00

MEATS—

Boneless pigs' feet, round, 1's, 3 dozen	1 95
" " square, 2's, 1 dozen	3 15
Boiled beef, round, 1's, 2 dozen	1 60
" " 2's, 1 dozen	2 85
Corned beef, square, 1's, 2 dozen	1 55
" " " 2's, 1 dozen	2 80
Cambridge sausage, round, 1's, 4 dozen	2 30
" " " 2's, 2 dozen	4 25
English brawn, round, 1's, 2 dozen	1 95
" " square, 2's, 1 dozen	3 15
" " " 1's, 2 dozen	1 95
" plum pudding, round, 1's, 2 dozen	1 65
" " " 2's, 1 dozen	3 25
Geneva sausage, oblong, 1's, 2 dozen	2 35
" " " 2's, 1 dozen	4 25
Jellied hocks, round, 2's, 1 dozen	3 75
" " " 6's, 1 dozen	10 66
Paragon lunch tongue, round, 1's, 2 dozen	3 90
" ox tongue, round, 1½'s, 2 dozen	7 75
" " " 2's, 1 dozen	8 60
Ready lunch veal loaf, square, 1's, 2 dozen	2 50
" " " ½'s, 4 dozen	1 30
Ham loaf, oblong, ½'s, 4 dozen	1 30
Beef loaf, assorted, oblong, ½'s, 2 dozen	2 50
Roast beef, round, 1's, 2 dozen	1 60
" " " 2's, 1 dozen	2 85

EGGS—Prices range from 28 to 30 cents just now. Supplies are all from Ontario, and as winter closes in, a scarcity is noticed. Higher prices seem to be inevitable.

BUTTER—Manitoba creamery is 28 cents to-day. Choice dairy is the same price, while No. 1 is 26 cents and No. 2 24c. There is an active demand for butter and the trade is in an excellent condition.

CALGARY MARKETS.

Corrected by Wire.

Calgary, Dec. 16, 1909.

In groceries the holiday business is now active, indications pointing to a record-breaking trade until Christmas. Most lines have arrived in good time so that the merchants have had ample time to display goods to advantage, which counts for much at this season.

In fresh fruits and vegetables the market is well supplied. A carload of grape fruit arrived last week from Florida and three cars of Jap Oranges direct from Kobe, Japan, (these little oranges retail at 80 to 90c per box). The usual shipments of California oranges and lemons from Los Angeles have arrived. Nuts are none too plentiful, the demand being unusually heavy. In grocery lines several items have advanced. Candied peels are higher; currants, too, have ad-

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St. Nicholas Building MONTREAL

vanced about ½c per lb. California dried fruits are firm. Sugars have advanced. Evaporated milk and cream declined temporarily.

Sugars—		Dry salt bacon,	
B.C. granulated	5 74	smoked	0 16
Raymond "	5 64	Eggs, fresh, case	
Peels—		30 dozen	9 50
Lemon	0 12	Butter—	
Orange	0 13	Alberta creamery bricks	0 30
Citron	0 20	Alta. creamery solids	0 29
Dried fruits—		Alta. dairy	0 26
Apricots, choice	0 16	Alta. tubs	0 25
" standard	0 15	Cheese—	
Peaches, choice	0 10	Ontario, large	0 15
" standard	0 09½	" twins	0 15½
Pears, choice	0 12	" Stiltons	0 17
Pitted plums	0 12	Beans—	
Prunes, 40-50	0 08½	Ontario, hand-picked, bushel	2 40
" 50-60	0 07½	California limas, per lb	0 06½
" 60-70	0 07	Canned fish—	
" 70-80	0 06½	B.C. salmon, sockeye, 48-1's	7 50
" 80-90	0 06	B.C. cohoes, 48-1's	6 25
" 90-100	0 05½	B.C. pinks, 48-1's	4 00 4 25
Evap. apples, 50's	0 11	Sardines, domestic, 100-4	4 00
Produce—		Lobster, 48-1's	17 00
Sugar cured ham 10-12 average	0 18½	" 96-2's	18 50
Sugar cured ham picnic	0 16	Fin. haddie, 48-1	5 65
B. bacon bellies	0 21		
" back	0 20		
Dry salt bacon	0 15		

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, B.C., Dec. 16, 1909.

Changes in prices are all towards increases these days, with the exception of a drop in Quaker lard. The quotation for this has been from $1.25 to $1.32½, but now it is $1.25. Potatoes have started on their winter ascent. The price for Ashcrofts was $22 per ton, but with a day or two of moderate frost, not sufficient to freeze anything inside, the figure has been advanced to $25, and wholesalers declare they will hold it at that, although the weather is warm again. Supplies have not been coming in very fast, and they see a chance of making money. Local potatoes go for $20.

Japanese oranges are of good quality this year, and job at 60 cents a box in large quantities, and 65 cents in small, retailing at 75c.

Sugar, standard granulated	5 60	Butter, local creamery	0 40
Val. raisins, lb	0 05½	Butter, Western	0 22 0 25
Cal. " "	0 07	Eggs, Eastern	0 33 0 35
Prunes	0 05½ 0 07½	Eggs, local	0 60
Currants	0 06½ 0 07½	Cheese, per lb	0 14½ 0 15½
Dried apricots	0 11 0 13	Bacon, premier	0 27½
Flour, Standard, bbl	6 90	Potatoes—	
Cornmeal, p. 100 lbs	2 60	Ashcrofts, ton	25 00
Beans, per lb	0 03½ 0 04½	Local, ton	20 00
Rice, per ton	68 00 76 00	Canned Goods—	
Tapioca, per lb	0 03½	Peas	1 00
Evaporated apples	0 08½	Tomatoes	1 32½
Butter, Eastern	0 29 0 31	Corn	1 00 1 10
		Apples	3 42½
		Strawberries	2 15
		Raspberries	1 65

NEW BRUNSWICK MARKETS.

St. John, N. B., Dec. 16, 1909.

The rush of holiday business with the wholesalers is about over, and the majority of orders going out now are for sorting-up purposes. With the retailers, however, the Christmas rush is now on in earnest; the demand for cooking requisites usual at this time of year being fully up to the average.

Sugar—		Beef, Canadian plate	16 75 17 00
Standard gran.	4 85 4 95	Molasses, fcy. Barbados, gl	0 34 0 35
Austrian "	4 75 4 85	Butter, dairy, lb	0 25 0 27
Yellows	4 35 4 75	Butter, creamery, lb	0 26 0 29
Flour, Manitoba	6 45 6 55	Eggs, doz	0 27 0 35
" Ontario	5 75 6 05	Potatoes, bbl.	1 20 1 40
Cornmeal, bags	1 47 1 50	Canned goods—	
Rolled oats, bbls	5 15 5 20	Peas, doz	1 10 1 50
Buckwheat, west. grey, bag	2 90 3 00	Corn, doz	0 85 0 90
Val. raisins, lb	0 05¾ 0 06½	Tomatoes, dz	0 95 1 00
Cal. raisins, seeded	0 07½ 0 08½	Raspberries, dozen	1 85 1 90
Currants, lb	0 07 0 07½	Strawberries, dozen	1 55 1 60
Prunes, lb	0 05½ 0 09	Salmon, case—	
Rice, lb	0 03½ 0 03½	Red spring	6 50 6 75
Beans, hand picked, bus	2 00 2 10	Cohoes	6 00 6 25
Beans, yellow eye, bus	3 40 3 50	Peaches, 2's, dozen	1 70 1 80
Cheese, lb	0 13 0 13½	Peaches, 3's, dozen	2 70 2 80
Lard, compound lb	0 13½ 0 13¾	Baked beans, dozen	1 15 1 25
Lard, pure, lb.	0 17½ 0 17¾	Fish—	
Pork, domestic mess	28 50 29 00	Cod, dry	2 75 4 00
Pork, American clear	30 00 33 00	Herring, salt, half bbls	2 30 2 60
Pork, clear backs	31 00 31 50	Herring, smoked, box	0 08 0 08½
Beef, American canplate	17 00 18 00		

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, Dec. 9, 1909.

Creamery prints per lb	0 27 0 28	Beef, American p'ate per bbl.	16 50 17 50
Creamery solids per lb	0 27 0 28	Beef, Canadian per bbl	16 00
Dairy, tubs, lb.	0 21 0 23	Hams smoked	0 16½
Fresh eggs, doz.	0 30	Pork, fresh	0 09 0 11
Case eggs "	0 28	Codfish, quintal	5 50
Sugars -		Herring, pickled per bbl	5 00
Extra Standard, granulated	4 80	Apples, per. bbl.	1 50 3 00
United Empire	4 55	Potatoes, P. E. Island, bag	1 15
Austrian, bags, granulated	4 70	Onions, Spanish ber lb	0 02½
Bright yellow	4 60	Onions, American, per lb	0 02¼
No. 1 yellow	4 50	Onions, Canadian, per bag	1 50
Flour h. wheat per bbl	6 55 6 75	Molasses, fancy Barbados, bbl.	0 38
Flour, Ontario blends, bbl	5 75 5 85	Molasses, fancy Barbados, pun	0 34
Cornmeal, bag.	1 70 1 75	Beans, bushel	2 20
Oats	0 54 0 55	Rolled Oats, bbl.	5 50
Pork, American per bbl	26 50 28 50		
Pork, clear bbl	32 50		

HAS SCALE OF MINIMUM PRICES.

Manufacturing Concern Points Out Why This Scale Should be Adhered to.

Many manufacturers have now "terms of sale" for their particular products. The following is a sample announcement of these terms, pointing out why the company wants to be protected by a fixed minimum selling price for its products:

"Is a special product, originated by us, made under our exclusive process, and sold under our trade mark. As the result of great expenditure of money by us, it is widely and prominently advertised and known, which has established for it a certain fixed position and value, in which we alone have any material interest. Our existence depends upon its success in the market, while the trade handling it have no particular interest in it except an incidental one, limited to the small quantity they may have on hand at any one time. And as it is of paramount importance to us that our product shall be distributed through the wholesale trade to the retail trade and thence to the consumer, in perfect condition and on terms equitable to all, we have established the following scale of prices, with due regard to the interest of all concerned, deviation from which by any of the parties concerned will result in injury to our business."

Following this the scale of minimum prices is given, including that from manufacturer to jobber, from jobber to retailer, and from retailer to consumer.

It concludes with the following: "Any factor in the trade not willing to observe this scale of prices is requested not to handle the goods. Should a charge of violating these terms be made, we shall ask from the accused a certificate, to be verified by his oath and the oath of the salesman making the sale, to the effect that they have not violated the same. Refusal to furnish such a certificate will be construed as conclusive evidence that the charge is true, and further orders declined until reparation is made."

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

MacLaren Imperial Cheese Co., Ltd., are putting up Imperial Prepared Mustard in three sizes, and in attractive packages.

The business of the Dominion Brokerage Co., Toronto, which has been taken over by the Lind Brokerage Co., but which retains its name, has secured splendid storage facilities in its move to 73 Front St East. The goods handled include all the grocery staples such as pickles, nuts, raisins, jams, etc.

Memories of the famous "Boston Tea Party," says a Boston despatch, were recalled on Thursday last, by the arrival at the port of Boston of the largest cargo of tea ever landed in Boston, and valued at more than $400,000. The consignment of more than 10,000 chests came on the steamship Kattenturm, from Colombo, Ceylon. The great percentage of this was consigned to the "Salada" Tea Company, Toronto.

Early in November of this year the members of the south eastern section (Great Britain) Sanitary Association, with other distinguished experts, paid a visit of investigation to the factory of Bovril Ltd., in London, Eng. Many compliments were paid the Earl of Arran and other officials of the company, as to the cleanliness and general neatness in arrangement. After a thorough inspection the unanimous report was that there were no suggestions to make.

FRUIT WAREHOUSES DAMAGED.

Fire broke out in the fruit warehouse of White & Co., corner Front and Church Streets, Toronto, on Tuesday night of this week and before it was extinguished considerable damage was done by fire, smoke and water. The roof of the warehouse of McWilliam & Everist, wholesale fruit dealers, Church Street, also caught fire but the blaze was extinguished. Much damage, however, was done by water with which the whole building was soaked.

Business Should be Made a Campaign, not a Battle

Spasmodic Efforts in Window Dressing and Advertising, etc., Not Considered of Great Value—Definite Plan Should be Made and Adhered to—Such a System Shown to Bring Good Returns.

By Victor Lauriston.

"The direct sales resulting from a window display or an advertisment I consider the least part of the returns," remarked an aggressive merchant the other day. "If I run my business along right lines, these direct and immediate returns ought to be small compared with those that flow in in the long run.

"Merchants are sometimes too intent upon the direct and immediate results of their efforts to consider anything outside that. They put on an attractive window display and then, because they don't clear out the whole window in a day or two, they feel sore. Or they advertise a certain line of goods in a couple of issues of a paper, and consider themselves duped if the line isn't depleted inside of the week. They expect to win their business campaign with the very first shot.

"And this," concluded the wise merchant, gravely, "is something I always remember—that life is a campaign and not a battle, and that business is practically life on a slightly smaller scale. It's not the result of a single effort, but the sum total of results from a large number of persistent efforts, that goes to make up a successful business. A campaign—not a battle. Remember that, if you are about to start in business,"

The advice is excellent for the business beginner. It is better still for the business man who, after struggling along spasmodically, feels down at heel because he is not gaining the patronage which he thinks his efforts justify.

In window display, in advertising, in salesmanship, it is not the one day's work, but that of the long series of days that builds up the business.

Take the first instance—the window display.

The flower wears bright colors to attract the bee. The girl wears attractive garments, puts an added touch to her coiffure and an added bit of brightness to her cheeks, to attract the beau. And, for a like reason, the merchant must brighten his store exterior to attract the business of the chance passer-by.

It is not merely for the purpose of selling the goods actually displayed that the merchant makes his show window attractive.

It is in consideration, rather, of the business which will perhaps be driven away if he leaves the window careless, dirty, dusty, unkempt.

A window display does more than actually sell goods—and what it does should be considered by the impatient merchant who feels like declaring that the returns from this window or that do not come near to paying for the time which he himself or one of his salesmen may have spent in dressing it.

The window gives the prospective customer a favorable impression of the merchant himself, his personality and his business ability. And, when you simmer it all down, the average buyer prefers to deal with a good business man.

A good window display may not at the moment sell enough to pay for the clerk's time or the merchant's time in putting it together. But it may, in conjunction with a series of other good windows, be the means of bringing to the store one or two or three permanent customers. And, if every good window display means just one permanent, paying customer, the merchant will contrive to worry along very comfortably, thank you.

But if the window display talks to the man or woman who drifts past the merchant's store, it is through the advertising columns of the newspaper that the merchant must talk to the many who, in the regular order of business, do not come within such close hailing distance.

There are dozens of men who imagine that, because they cannot trace the direct results, advertising doesn's pay—who renew their contracts with the suspicion fondly cherished all the while that they are being duped.

Positive That it Pays.

The other day a merchant who has been advertising, day in and day out, for a couple of decades, who gives the subject daily study, who is probably the best advertiser in his town, said:

"It is hard to trace sales directly back to the advertising."

Then he added:

"But we are advertising and will continue to advertise for a very important reason. It's a professional secret, but I don't mind passing it on to you. It's because—**advertising pays.**"

The gentleman went on to quote instances which did indicate that the firm's advertising was read.

"One time," he said, "we purposely quoted the wrong figure for a certain article—ham, I think it was. It was a ridiculously low price. The answers we got, the orders for ham, the queries as to the correctness of that price, would have astounded you. At another time we advertised that we were putting in a second telephone to accommodate our telephone customers. We could trace direct results from that. The man who comes in, buys an article, and then goes out again does not as a rule tell that he saw it advertised. Neither does the purchaser always buy at the time he reads the advertisement; often he is stocked with the article advertised, and merely makes a note of it. Nevertheless, after an experience extending over many years, I am convinced beyond all possibility of gainsaying, that advertising does bring direct results, and lots of them."

Yet outside all the actual, direct results in promoting the sale of the one article advertised, there are other things to be counted in the final summing up, where advertising is steady and persistent.

The merchant is kept continuously before the public.

Persistent advertising impresses the merchant's personality, and the personality of his business, upon the purchasing public.

The constant dropping of water that hollows the stone isn't in it with the constant advertising that builds up a business, so far as results are concerned.

A single advertisement may not sell enough coffee or cocoanuts to pay for the one insertion—but a series of advertisements, day in and day out, will (as the experience of successful merchants the wide world over has shown) unquestionably bring new customers. It is these new customers, rather than the immediate and direct returns, that pay for the merchant's advertising and give him something extra in pocket besides.

That is why the merchant should remember that successful advertising is a campaign, and not a battle—and that, just like a military campaign, it should be carefully mapped out beforehand.

CHRISTMAS CALENDARS AT CHATHAM.

Chatham, Ont., Dec. 14.—Following a recent resolution of the local Merchants' Association, few of the Chatham merchants this year are giving out calendars.

John McConnell, one of the grocers who is still adhering to the calendar practice, has adopted a decided reform, which aims to eliminate the bad feature of calendar giving. With reference to his 1910 calendar he makes the following announcement:—

"Our regular customers will receive one free. Any others desiring one can have one by purchasing $3 worth of groceries before Christmas or until all are gone. You do not have to buy the goods all at once. Every time you come, you will receive a receipt for money paid. When you have $3 worth of receipts bring them in and receive a calendar."

The experience of merchants hitherto in regard to children clamoring for calendars has been a source of intense dissatisfaction to the merchants, and it was largely this difficulty which lead a majority of them to decide to do away with calendars altogether. Mr. McConnell, as will be seen, is endeavoring to meet the difficulty in another way.

Last Friday a social function including many interesting features was held at McConkey's restaurant, Toronto, where Henry Wright, president of the MacLaren Imperial Cheese Co., entertained the travelers of the firm, several of the office staff and a few friends.

Jno. L. Forrest, general merchant, Dysart, Sask., has assigned to Wm. J. Smith.

Hogs Higher than they Have Been for Many Years

Some Comparisons Made—No Likelihood of any Noticeable Decline in Hog Products—Butter Tends to Lower Prices—Speculation in the Egg Market.

Last year at this time the price of live hogs at country points was $5.75 per cwt., and then everybody thought they were too high. This year they are $7.85, and still the supply is short and the demand good. On the United States market this year they are worth $8 per cwt.; a year ago $5.65, two years ago $4.25, three years ago $6.25, and four years ago $4.85.

It will be noticed how much higher hogs are this year than in years past, and yet on account of the scarcity they are likely to go even higher. Judging from reports from the country there is nothing in sight that points towards lower prices. Even at these steep prices the demand is firm.

With the low prices of butter in England and with so many countries pouring their butter into the English market, and a liberal make here, the likelihood is that butter will do well if it will hold its present prices.

The egg market is very steady. Montreal and Quebec dealers seem to think that their stocks might run short, but on the whole the egg problem will likely work out all right.

MONTREAL.

PROVISIONS—There is a decided tendency toward higher prices in the provision market. As yet it has only made itself felt directly in two lines, dressed hogs and bean pork. Dealers seem agreed that in the near future the whole tone of the market will be higher. Trade has been good and there is a smaller influx of supplies. Other prices are firm.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16½
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16⅞
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16¾
Pails, tin, 20 lbs. gross, per lb	0 16¾
Tubs, 50 lbs. net, per lb	0 16⅞
Tierces, 375 lbs., per lb	0 16¾
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12
" 5 " " " "	0 12¼
" 3 " " " "	0 12¼
Pails, wood, 20 lbs. net, per lb	0 12
Pails, tin, 20 lbs. gross, per lb	0 11½
Tubs, 50 lbs. net, per lb	0 11½
Tierces, 375 lbs., per lb	0 11½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 50
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 14½
Long clear bacon, light, lb	0 15
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14½
Large sizes, 18 to 25 lbs., per lb	0 15½
Medium sizes, 13 to 18 lbs., per lb	0 16
Extra small sizes, 10 to 13 lbs., per lb	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17
" " " small, 9 to 12 lbs., per lb	0 17½
Breakfast bacon, English, boneless, per lb	0 16½
" " " " "	0 16
Windsor bacon, skinned, backs, per lb	0 17
Spiced roll bacon, boneless, short, per lb	0 14½
Hogs, live, per cwt	8 40 8 50
" dressed, per cwt	12 10

BUTTER—Batter is firm with a good demand. Dealers consider the butter situation to be much better than last year, when the slump after Christmas worked such havoc.

Receipts are keeping up wonderfully, in view of the various influences present this year which were lacking at that time. For the week they are 4,657 packages as against 3,627 packages same week last year. For the season they are 376,203 packages as against 402,523 packages same season last year, showing a decrease of 26,320.

Creamery, solids, lb	0 26
Creamery prints	0 26½
Dairy, tubs, lb	0 21 0 22
Fresh dairy rolls	0 22 0 23

CHEESE—Cheese is not in extra good demand just at present. It is thought that matters will improve after New Year's, but until then not much change is looked for. Receipts for the week show an increase over last year's figures, They are 3,359 boxes as against 2,704 boxes for the same week last year. For the season they are 1,953,789 boxes as against 1,953,012 boxes for the corresponding season 1908.

Quebec, large	0 11½ 0 12
Western, large	0 11½ 0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12 0 12½
Old cheese, large	0 15 0 16

EGGS—Fresh eggs are scarce. Heavy drafts have been made on storage stock whereas heretofore supplies have usually been coming in in sufficient quantities to supply the greater part of the demand. Receipts for the week are only 470 cases as against 592 the same week last year. For the season they are 189,789 cases as against 193,026 cases for the corresponding season, 1908.

New laid	0 35
Selects, dozen	0 29
No. 1, dozen	0 26
No. 2, dozen nominal	0 22 0 23

POULTRY—Good poultry is scarce and in view of the heavy demand prices had to go up. It is hoped by dealers that the farmers will take advantage of the situation to bring their stock to market now. Christmas demand is heavy, particularly for good roasting chickens and turkey. Geese are also in good demand.

Chickens, per lb	0 15 0 16
Hens, per lb	0 12
Young ducks, per lb	0 15 0 16
Turkeys, per lb	0 18 0 20
Geese, per lb	0 11 0 12

HONEY—Comb honey is somewhat scarce and in good demand. Other lines are also doing well but not up to the comb. Prices are steady and supplies ample.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½

TORONTO.

PROVISIONS—"Some years ago, it took us all our time to get rid of the goods, but now the trouble is altogether on the other side. The trouble is to get the goods to give the people what they want." This was remarked by one of the dealers, and this is not the case with one line only but with almost all farm products. Hogs are still scarce and no chance of them being plentiful for some time. In view of this, prices are sure to remain sky high. The local demand continues well up to the supply and prices are firm and unchanged.

Long clear bacon, per lb	0 13½ 0 14
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14 0 14½
Light hams, per lb	0 15
Medium hams, per lb	0 15
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 17½ 0 18
" pea meal	0 18 0 18½
Heavy mess pork, per bbl	26 00 27 00
Short cut, per bbl	28 00 29 00
Lard, tierces, per lb	0 15½ 0 16
" tubs "	0 15⅞ 0 16¼
" pails "	0 16 0 16½
" compounds, per lb	0 12¼
Live hogs, at country points	7 85
Dressed hogs	11 25

BUTTER—Receipts of fresh made butter are quite liberal, but a good deal of it is, as usual during the winter, far below the quality the people desire. Cold storage creamery butter is preferred. It is picked up readily and the fresh made is waiting for buyers. With the low price of butter in England and with the heavy receipts from Australia and New Zealand, we cannot expect much demand for our butter from England. Under these circumstances, we will at least have plenty of butter, if not more than will be required. The chances are for cheaper butter especially if too much poor stuff is put on the market. This always has a tendency to lower prices, for the simple reason that it takes at least twice as long to eat 1 lb. of bad butter as it does to eat a pound of good butter.

	Per lb.
Fresh creamery print	0 27 0 28
Fresh creamery solids	0 25 0 26
Farmers' separator butter	0 25 0 26
Dairy prints, choice	0 22 0 23
Tub butter	0 21 0 22
Baking butter	0 19 0 20

CHEESE—In consequence of the fact that cheese is relatively cheaper than meat, consumption has noticeably increased. As the price in our local markets has been steady all summer with a fair margin it is not likely that prices will go any higher in face of the low market in England.

Cheese, new, large	0 12½ 0 12¾
" twins	0 12¾ 0 13

EGGS—The egg market is steady and quite satisfactory. It is working out, as far as can be judged at present, to meet the best interests of all concerned. The stored stock is moving out, but not to cause any alarm. If it did not move now, there would be something decidedly wrong.

Fresh eggs	0 25 0 26
Select eggs	0 28
Strictly new laid	0 35 0 40

POULTRY—Comparatively little poultry has arrived this week above the daily needs, and therefore there is not much on hand to meet the Christmas requirements. Next week, and up to the 22nd will furnish the supply, whatever that will be. Dealers all claim that it is a mistake for farmers to hold their stock until the last few days before Christmas. This gives them too little time to handle them to good advantage. It is supposed that it will take all that can be secured to meet the Christmas demand, and that prices will be good for the farmer, but tough on a great many who would like a Christmas turkey.

Early spring chicken, alive, per lb	11	0 12
Spring chicken, dressed	0 15	0 16
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 18	0 20
Spring ducks, alive	0 11	0 12
" " dressed	0 14	0 16
Geese		0 12

HONEY—Honey trade is steady. The chief demand is for honey put up in glasses. Grocers often neglect their honey when it becomes candied. They should either educate their customers to use it in that way, or else keep it liquefied and clear in the bottles. This can easily be done by placing them over the register over night.

Honey, extracted, 60 lb. cans	0 10½	0 11
" " 10 lb pails	0 11	0 12
" " 5 lb. pails	0 12	0 12½
" comb, per dozen	2 25	2 50

A TRAVELERS' CLUB.

Organization in Montreal for Social Purposes and Entirely Separate From the D. C. T. A.

At the annual meeting of the Dominion Commercial Travelers' Association, held in the Windsor Hotel, Montreal, Saturday evening last, a subject was broached and met with the approval of the members present to such an extent that it was deemed advisable to call a special informal meeting afterward for the discussion of the project—the formation of a social club for travelers. Since the subject was one with which the association as a body can have absolutely nothing to do, it was necessary that it should not be brought up at the meeting of the D. C. T. A., and the after-meeting was the result.

When the club is established—for it was decided to go ahead with the project—members of the club will be able to entertain outside friends, including customers, while they will always have some place to take their local customers when occasion requires. It was clearly explained that the club was to be conducted on strictly business lines, and that it was emphatically not a drinking place, and no misconduct would be tolerated.

It was pointed out clearly by the promotors of the idea that the Travelers' Club was to be absolutely independent of the Dominion Commercial Travelers' Association, and that the two were to have nothing in common. Membership is to be open only to travelers over twenty-five years of age, who are earning sufficient money to insure their moral responsibility. Merchants will probably be given the opportunity of becoming associate members.

A committee was formed composed of the following gentlemen: J. Bevans Giles, chairman; F. N. Picard, Major J. T. McBride, D. M. Lefebvre, Hackett, Austen, W. J. Egan, Samuel Woods and H. B. Levine. These gentlemen will consider the whole question.

Some thirty-five travelers present handed in their names as members of such a club. The fee will be about $25 a year.

On every plate, at the annual dinner of the Dominion Commercial Travelers' Association, a card will be placed, outlining the club proposition, and requesting those in favor of the idea to express themselves, and to attend a meeting, which will be called in the holidays to arrange for the securing of a charter, and the drawing up of the constitution of the new club.

President S. J. Mathewson was in the chair, supported by vice-president Giles and treasurer Max. Murdock. Mr. Mathewson spoke of the courteous action of the Federal Government in changing Thanksgiving Day from a Thursday to a Monday, and Mr. Murdock read a resolution of thanks, to be sent to the Government, which was passed unanimously.

EXPERIENCED TRAVELER AS GUEST.

Captain J. E. Bernier, of Arctic fame, will be one of the guests of the Dominion Commercial Travelers' Association at the annual dinner in the Windsor Hotel, Montreal, on Monday evening next. A last call is issued to travelers, by the executive, to attend. An excellent time is assured, and a large attendance is certain, as over three hundred tickets have already been sold.

The annual dinner of the Drummers' Snack Club will be held at the Arlington Hotel, corner King and John Streets, Toronto, on Thursday, Dec. 23, at 7 o'clock.

WHY RAISINS ADVANCED.

The following is an extract from a letter received by a Canadian importer from the firm he represents in Denia, Spain, and explains the cause of the rise in Valencia raisins.—"We should like you to impress upon the minds of Canadian dealers that weather having been unfavorable for drying the raisins, in the early part of the summer, we, like all other exporters, were bound to buy the fruit that was offered on the market, or close the warehouse. We may assure you that we took every precaution with regards to condition, but when you have to pack 25,000 cwts. of raisins in 70 days, and receive the fruit in lots of from 10 to 25 cwts. each, and examine basket after basket, it is quite impossible to get through without any bother, particularly so, in a season like this, when all the growers offer what they have, and as it happens that all their fruit has been more or less affected by the influence of the unfavorable weather that prevailed whilst being dried, they try to mix bad and good fruit, and some times they succeed.

"As the crop is smaller than last one, and exports up to the present show an increase on those of 1908, stocks remaining here are much reduced. Besides, England that has lately gone up 3s. to 4s. per cwt., will still require the majority of what is left for her spring trade, and so, our market has considerably advanced during these last few days, and we are of the opinion that we have seen the lowest this season."

A MAN OF HIS WORD.

"While I am not in the same political fold as Hon. Wm. Paterson, the Minister of Customs," said a prominent member of the Canadian Manufacturers' Association, who was attending the banquet in Montreal the other night, "there is one outstanding characteristic about him which strongly appeals to me. The Hon. Wm. Paterson is a man of his word. Every time I go to him in regard to any important customs matter, I know that what he says he will do he will do. If he promises to do a thing which he subsequently discovers should not have been done, for the sake of keeping his word he will keep faith with you. Any alterations or changes which he may think necessary will be made afterwards. He has carried through his political life the quality of integrity which characterized him in business life.

"Unfortunately, there are a great many politicians who do not do this. They are strictly honest in business affairs and their word is as good as their bond in that sphere, but for some reason which I have never been able to explain, when they get into politics, too often these qualities, under pressure of political influence and the exigencies of political life, are thrown to the winds. It is not so, however, with the Hon. Wm. Paterson." Concluding, the manufacturer vigorously struck the palm of his hand with his clenched fist by way of emphasis.

PERSONAL NOTES.

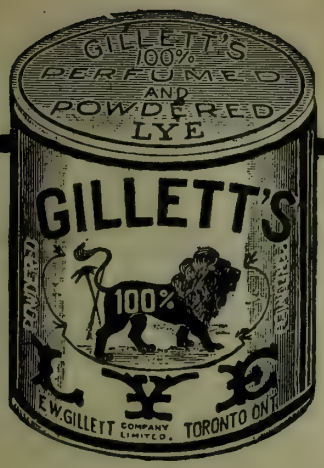
Z. Hebert, of Hudon, Hebert & Co., Montreal, has sailed for Europe. He expects to spend the next two months across the water.

A. H. Brittain, of A. H. Brittain & Co., Montreal, was in Toronto during the week, and made a friendly visit to that office of The Canadian Grocer.

J. Hewitt, general sales agent for Canada of the Canadian Shredded Wheat Co., was presented with a handsome gold-mounted umbrella by the Canadian field staff during a conference last week, held at the Toronto offices of the company.

Ballots for the election of the officers of the Commercial Travelers' Association of Canada must all be in by noon on Monday Dec. 20th. The election will take place on Dec. 23rd, the date of the annual meeting.

Do you want a satisfying and lasting breakfast food? Try "Meat of Wheat"—nothing like it. Every grocer should have it.—Advt.



Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Your Customers Want Clark's Meats

If half a dozen customers want Clark's Meats and the grocer can't supply them, he is losing trade and possible customers.

With their reputation to introduce them and their high quality to sustain this reputation, Clark's Meats are amongst the most profitable goods the grocer can handle.

There is a full line, each the best of its kind.

They are well advertised throughout Canada, and the demand is already created.

Clark's Pork and Beans
Clark's Ham, Tongue or Veal
Clark's Sliced Smoked Beef
Clark's Mince Meat
Clark's Ox Tongue
Clark's Chateau Baked Beans

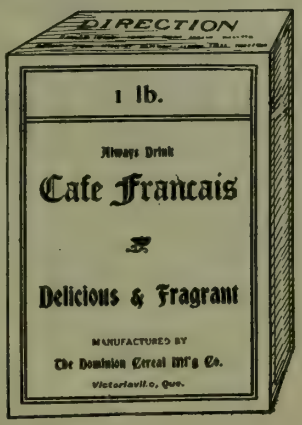
and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WRITE FOR SPECIAL LIST

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties



Cafe Francais

"Coffee without the after effects"

No more splendid seller is on the market to-day than Cafe Francais.

Everywhere appreciated, its sale is increasing in leaps and bounds.

Stock this profitable line before your competitor.

Dominion Cereal Mfg. Co.

VICTORIAVILLE, QUE.

Also Makers of Imperial Self-Raising Flour

Canadian Trade Changes of Recent Occurrence

Many Retail Businesses Change Hands—New Grocers in the Trade—Damages by Fire and Assignments Made — New Companies Formed.

Ontario.

John Flynn, grocer, Ottawa, has assigned.

Wm. M. Fiddler, grocer, Berlin, has assigned.

J. A. Edgecomb, grocer, Toronto, has assigned.

Hackett & Co., grocer, Wiarton, Ont., have assigned.

Henry Cox, grocer, Hamilton, has sold to D. Mcfarlane.

H. L. Nicholls, grocer, Toronto, has sold to Wm. Curle.

P. Champagne, grocer, Ottawa, has retired from business.

W. J. Stewart, grocer, Ottawa, is succeeded by Jno. York.

Frank Felice, grocer, Parry Sound, has sustained loss by fire.

F. L. McLean, grocer, Hamilton, has assigned to C. S. Scott.

W. F. Clarke, general merchant, Leaburn, Ont., has assigned.

W. N. S. Hunter, grocer, Hamilton, has sold to P. H. Timmis.

The Standard Vinegar Co., Toronto, has removed to Stouffville.

Wm. Neale, grocer, Fort Frances, Ont., is succeeded by Frank Geneese.

Campbell Bros., grocers, Kenora, Ont., have assigned to R. H. Moore.

Samuel Hilton, grocer and butcher, Hamilton, has sold to Geo. A. Gow.

C. G. Van Slyke, general merchant, Glanworth, Ont., has sold to R. J. Tremain.

The Fort Frances Trading Co., general merchants, have assigned to W. A. Baker.

P. W. Armstrong, general merchant, Jarvis, Ont., has sold to Miller & McFarlane.

A meeting of creditors of Frank L. McLean, grocer and butcher, Hamilton is called.

D. J. Brodie, grocer, Niagara Falls Centre, Ont., is succeeded by Byron Brookfield.

Wm. J. Pumfrey, general merchant, West McGillvray, Ont., is succeeded by H. W. Brown.

Isaiah Dingman, general merchant, Trent Bridge, Ont., has assigned to A. Sawers, Peterboro.

Nixon & Timmis, grocers and butchers, Hamilton, have dissolved. Frank Nixon continuing.

Cameron & Moore, general merchants, Goderich & Acton, have dissolved, Cameron continuing at Goderich and Moore at Acton.

Humbert Graves, grocer and dry goods merchant, Thamesville, Ont., is selling to W. Watts.

Stock of Hiram Armstrong, grocer, Ottawa, has been damaged by fire and water. It was fully insured.

John Garvey, wholesale. grocer and liquor dealer, London, Ont., has changed his style to John Garvey & Sons.

Burns & Day, grocers, Hamilton, have admitted Thos. Burns as a partner under style of Burns, Day & Burns.

Quebec.

D. Lariviere & Co., grocers, Montreal, have registered.

Assets of J. V. Lafond, grocer, Montreal, are sold.

Lachaine & Trembly, grocers, Montreal, have dissolved.

Bissonnette & Alix, grocers, St. Angele, Que., have dissolved.

Assets of Nap. Morin, general merchant, Lambton, Que., are sold.

John Johnston, who has been in the Delahaye store, Montreal, for many years, has bought Robert Gould's grocery store, at the corner of Hincks and Pembroke Streets.

Maritime Provinces.

Burns & Co., general merchants, Grand Etang, N.S., have discontinued business.

Campbell & Co., grocers, Halifax, N.S., have assigned.

J. H. VAVASSEUR & CO.
LIMITED

4, LLOYD'S AVENUE
LONDON, E.C.

FACTORIES - - - CEYLON

MANUFACTURERS OF FINEST QUALITY
DESICCATED COCONUT
AND
COCONUT FAT
TELEGRAMS---CITRONELLA, LONDON

A QUICK, PROFITABLE TURNOVER—

Any line which guarantees you this is worthy of your immediate attention. For that reason we are particularly desirous of having you give us a trial order for one of our biscuit specialties, say our biscuits in animal form. Speedy sales at a profit are assured.

A Postal will ensure your receiving samples, with a complete list of prices

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

The causes which lie behind Christie reputation.

For over half a century our whole efforts have been concentrated in the making of better biscuits.

We have paid no attention to any side issue—all the ability we possess and every hour of our experience has been utilized for the purpose of bettering Christie biscuits.

Every ounce of raw material is selected and tested—the flour used is a blend of the best flours milled—butter, eggs, sugar and lard must all be high-grade table quality.

Our factory is the biggest, brightest and cleanest in all Canada. Our employees are all healthy and happy and imbued heart and soul with Christie ideals.

Christie ideals—that's the real source of Christie reputation. It's this constant effort to better the product of yesterday—this striving after excellence that has made the name *Christie* a household word all over the Dominion.

Are you making the most of Christie reputation?

Remember, "*Christie biscuits do sell more than biscuits*"

CHRISTIE, BROWN & CO., Ltd.

Lovers of Choice Confectionery

BUY BY THE NAME

Cowan's

YOU WILL FIND COWAN'S

Maple Buds **Chocolate Croquettes**
Nut Milk Chocolate
Cream Bars, Milk Chocolate Medallions
Milk Chocolate Sticks

AND THE REST OF THE LINE GREAT SELLERS

The Cowan Co., Ltd.
Toronto, Canada

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Good Condition



is indispensable if your biscuit trade is going to be a live business. Carr's biscuits, whose unexcelled quality is well known, reach you in a crisp, fresh condition, because they are packed right.

These are the kind to handle.

CARR & CO., Carlisle, Eng.

Order from Agents—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Winnipeg; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal  Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd

EMBCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round
Mott's
"Diamond" and "Elite"
brands of
Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. Q. Bedlington, Calgary

Opinions on Future Values of Flour Not Ventured

Millers at a Loss to Know What Will Next Occur—Raise in Prices not Anticipated—Farmers Slow in Bringing Out Wheat —Cereal Products in Good Demand.

While there may be vast differences of opinions between the buyer and seller of wheat, there is no visible change in the prices of either wheat or flour from last week. Even the oldest millers scarcely dare to venture an opinion on future values. Before they risk to take a large contract for flour they first find out at what they can secure the wheat, and in this way work at a small profit on a safe basis.

The prospects of the Argentine harvest, which was used to move the price of wheat either one way or the other, is now so far advanced that the scare from front can now have little effect. According to the most reliable estimate the wheat crop of the world this year is 120,200,000 bushels more than any previous year, and 355,968,000 bushels more than the average of the last ten years. It is quite true that the stocks held all over the world, were very light, when this year's crop was available, and it is also true that farmers, as far as they are able, are holding back, which all helps to keep up a strong market; but, judging from the quantity, it seems reasonable to suppose that easier prices must rule.

Wheat delivered by farmers at Toronto mills is bought for $1.08 by millers.

MONTREAL.

FLOUR—It is reported that the visible supply of wheat in Canada is less than at this time last year. However, even if this be true, it is more than counterbalanced by the increased European stocks. Christmas trade in flours is very good, and steadily improving. Prices are steady, with no downward tendency. It was thought a short time ago that when the farmers began to bring their wheat in there would be a slight lowering of prices.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

ROLLED OATS—Oatmeal is selling at steady prices. Cold weather is bringing the increase. From present indications this winter is going to be fully as cold as the average, if not colder, and with this in view, dealers expect a heavy demand.

Other lines are firm, but somewhat dull.

Fine oatmeal, bags	2 52½
Standard oatmeal, bags	2 52½
Granulated " "	2 52½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 30
" barrels	4 85

FEED—All lines are having a good sale, with brans somewhat in the lead. There is a very firm tone to the entire market, and from indications of a shortage among some dealers, it would not be surprising to see higher prices in the near future.

Ontario bran, per ton	20 00
Manitoba shorts, per ton	22 00
" bran, per ton	20 00
Mouillie, milled, per ton	27 00
" straight grained, per ton	31 00
Feed flour, 98-lb. bag	1 55 1 75

TORONTO.

FLOUR—The local market is strong, but the prices are unchanged and not likely to go higher. Farmers are slow in bringing out their wheat, and millers have some difficulty in getting a supply of Ontario winter wheat, to meet the requirement of their customers.

Manitoba Wheat.	
1st Patent	5 20 5 30
2nd Patent	5 00 5 10
Strong bakers	4 90 5 00
Winter Wheat.	
Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

CEREALS—The demand for all kinds of uncooked cereals is active. Most people after all, like a fresh cooked hot porridge in the morning, and when the fires are required for other purposes, it makes it convenient to do the cooking. This accounts for the keen demand for these goods. Prices are steady but no change from last week.

Rolled wheat, car load	2 95
" oats "	2 20
Oatmeal, car load	2 50
Rolled wheat in barrels, 100 lbs	3 05 3 15
" oats in bags, per bag 90 lbs	2 30
Oatmeal, standard and granulated, in bags 98 lbs	2 60

TRADE NOTES.

R. Simpson, president of the Guelph Board of Trade, intends leaving Guelph soon for Hamilton, where he will reside.

The Alberta Fish Exchange is a new concern with head office at Calgary, Alta., organized for the distribution of fish, poultry, eggs, etc.

Charles Chaput, of Chaput, Fils & Cie, Montreal, has returned from New York. He was accompanied by Mrs. Chaput.

A. Browne, grocer, corner of Carleton and Ontario Streets, Toronto, has moved into a new store on an opposite corner, and is showing an attractive Christmas window.

The Coledyke Baking Powder Co., with branches at Winnipeg and Portland, Ore., is seeking a site for a plant at the Pacific coast. The question has come up before the New Westminster Board of Trade.

Mr. Kendrick, who for a number of years was in business in Greenwood, B. C., being a member of the Hunter-Kendrick firm, and who has gone to Vancouver, has bought the majority interest in the Empress Manufacturing Co., producing jams, etc. Walter Taylor will retire, but his son will continue with the business.



¶ Think what you lose if you are so short-sighted as not to sell an article for which there is a constant demand!

MOONEY'S
"PERFECTION"
Soda Crackers

are just a little better than the others, because of the extra skill put into their making, and the extra care taken in the selection of materials.

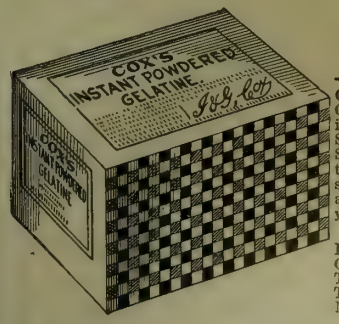
Our methods of packing preserve the individuality of the MOONEY CRACKER and retain its freshness indefinitely.

ORDER TO-DAY

The Mooney Biscuit and Candy Co'y

Limited

Stratford - - Canada



COX'S, GELATINE

COX'S GELATINE is a STEADY SELLER; therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS.

Canadian Agents: J. & G. Cox Ltd

C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

Gorgie Mills EDINBURGH

Christmas Comes but Once a Year

May its coming bring to you this and many succeeding years a full measure of prosperity for the preceding twelvemonth, ensuring a Merry Christmas and auguring well for a most Happy New Year—such is the wish of

THE MONTREAL BISCUIT CO.

Makers of the Original "Bordo Chocolate"

MONTREAL

---

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA



"All Aboard!"

This Traveler Sells

Anchor Brand Flour

Hence the pleasant smile; satisfies both the dealer and the housewife. 26

Bakers, "Get on board!"

LEITCH ANCHOR BRAND OAK LAKE

Manfd. by LEITCH BROTHERS FLOUR MILLS, OAK LAKE, MAN.

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

HOLLAND HERRINGS

In 10 lb. Kegs

—GET—

GARLAND BRAND

They are the best

Packed by

Palvast and Van der Vliss, Holland

WRITE

W. H. ESCOTT

BROKER, - WINNIPEG

Direct Importer, for a Car

TRUMILK

A full-creamed Milk in soluble powder form.

MILKSTOCK

A separated Milk in soluble powder form.

These products are unequalled in quality by any other milk, whether in powder or condensed form. Pure, healthful, digestible, convenient. Guaranteed free from preservatives or adulteration. Dissolve easily in cold water and make perfect liquid milk.

MADE IN CANADA

Canadian Milk Products, Limited

Head Office: TORONTO. Plant: BROWNSVILLE, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.



The Honor of One is the Glory of All

IN Montreal early last week, Brother Grocer, there was quite a mild sensation.

About several grocers who were accused of selling *"watered butter."*

Whatever that means! But if it bears any relation to *"watered stocks,"* sure, 'twere a grievous crime.

* * * *

Be that as it may, the alert reporters got hold and exploited it in the press. Quite a stir. *"Oh, the Grocer!"*

Result—the women's clubs take up the matter, agitate for Women Inspectors, contemplate drawing up for distribution a *"White List"* of Pure Food dealers.

Well! Well!

* * * *

The pity is, Brother Grocer, that those found selling the watered article may suffer *all along the line.*

Confound those reporters, anyway!

Though their other lines may be the best and purest on the market, yet because of the—ah, "watered stock," *all are condemned.*

Such is poor, weak, feminine human nature, and the way it reasons.

* * * *

Now, Brother Grocer, if Mrs. Housewife comes to YOU and you should praise to the echoes a brand of flour which to HER is associated with many unpleasant kitchen recollections —do you make a sale?

Not only do you waste your time (which is money), but you engender in her mind dark suspicions of your intentions and general stock.

Very sad!

Hardly *logical,* you say? But human nature is not altogether logical, especially *feminine* human nature; and women constitute 90 per cent. of the buying community.

* * * *

But if you sell her FIVE ROSES, you handle a flour which for *twenty-one years* past she knows to be *eminently satisfactory,* which has never failed her friends in kitchen or parlor. All your goods shine with reflected glory—*"the honor of one is the glory of all."*

Think well on it, Brother Grocer.

There's something in it—'tisn't *all* water.

FIVE ROSES FLOUR

LAKE OF THE WOODS MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

BANK OF MONTREAL

UNUSUALLY LARGE INCREASES IN DEPOSITS REPORTED—MUCH OF THIS BROUGHT IN BY FOREIGN INVESTORS — SATISFACTORY REPORTS REGARDING CROPS AND FOREIGN TRADE.

The ninety-second annual general meeting of the shareholders of the Bank of Montreal was held in the Board Room of the institution yesterday, at noon.

There were present:—Sir Edward Clouston, Bart., vice-president and general manager; Sir William Macdonald, Sir Thomas G. Shaughnessy, Hon. Robert Mackay, Messrs. A. Baumgarten, R. B. Angus, E. B. Greenshields, David Morrice, Hon. J. K. Ward, G. F. C. Smith, Lieut.-Col. Prevost, James Kirby, K.C.; C. J. Fleet, K.C.; John Patterson, Alfred Piddington, George R. Hooper, B. A. Boas, George Durnford, Hugh Paton, H. Dobell, W. H. Evans, G. Scott, H. Joseph and J. Taylor.

In consequence of the absence of the president, Sir George Drummond, K.C.M.G., through indisposition, Mr. R. B. Angus moved that the vice-president and general manager, Sir Edward Clouston, take the chair.

This was seconded by Mr. E. B. Greenshields, and unanimously concurred in, after which it was resolved, on motion of Mr. Hugh Paton, seconded by Lieut.-Col. Prevost: "That the following be appointed to act as scrutineers: Messrs. G. F. C. Smith and George R. Hooper; and that Mr. James Aird be secretary of the meeting."

The vice-president then submitted the report of the directors as follows:

THE DIRECTORS' REPORT.

The directors have pleasure in presenting the report showing the result of the Bank's business for the year ended 30th October, 1909.

Balance of Profit and Loss Account, 31st October, 1908		$ 217,628.56
Profits for the year ended 30th October, 1909, after deducting charges of management, and making full provision for all bad and doubtful debts		1,826,167.74
		$2,043,796.30
Dividend 2½ p.c. paid 1st March 1909	$360,000.00	
Dividend 2½ p.c. paid 1st June, 1909	360,000.00	
Dividend 2½ p.c. paid 1st Sept., 1909	360,000.00	
Dividend 2½ p.c. payable 1st Dec., 1909	360,000.00	$1,440,000.00
Balance of Profit and Loss carried forward		$603,796.30

Since the last Annual Meeting Branches have been opened at Three Rivers, P.Q., Weyburn, Sask., Oakwood, Ont., Moose Jaw, Sask., Outlook, Sask., Sault Ste. Marie, Ont., and Sub-agencies at Merritt, B.C., Cloverdale, B.C., Spring Coulee, Alta., and Bathurst Street, Toronto.

The Branches at Grimsby, Ont., and Millbrook, Ont., have been closed.

With deep regret the Directors have to record the death of their esteemed colleague, Mr. A. T. Paterson, who had been a member of the Board for upwards of twenty-eight years.

The vacancy on the Board has been filled by the election of Mr. A. Baumgarten.

All the Offices of the Bank, including the Head Office, have been inspected during the year.

G. A. DRUMMOND,
President.

Bank of Montreal,
6th December, 1909.

THE GENERAL STATEMENT.

The General Statement of the Bank on 30th October, 1909, was read as follows.—

LIABILITIES.

Capital Stock		$ 14,400,000.00
Rest	$12,000,000.00	
Balance of Profits carried forward	603,796.30	
	$12,603,796.30	
Unclaimed Dividends	2,580.51	
Quarterly Dividend, payable 1st December, 1909	360,000.00	
		12,966,376.81
		$ 27,366,376.81
Notes of the Bank in circulation	$13,245,289.00	
Deposits not bearing interest	51,401,226.27	
Deposits bearing interest	128,445,206.58	
Balances due to other Banks in Canada	124,648.04	
		193,216,369.89
		$220,582,746.70

ASSETS.

Gold and Silver coin current	$ 5,802,263.05	
Government demand notes	13,240,587.00	
Deposit with Dominion Government required by act of Parliament for security of general bank note circulation	600,000.00	
Due by agencies of this Bank and other Banks in Great Britain	$ 8,719,654.41	
Due by agencies of this Bank and other Banks in Foreign countries	7,425,676.78	
Call and short Loans in Great Britain and United States	77,212,382.00	
	93,357,713.19	
Dominion and Provincial Government Securities	1,445,570.61	
Railway and other Bonds, Debentures and Stocks	9,575,608.66	
Notes and Cheques of other Banks	4,560,501.23	
		28,582,243.74
Bank Premises at Montreal and Branches		600,000.00
Current Loans and discounts in Canada and elsewhere (rebate interest reserved) and other assets	$91,173,656.56	
Debts secured by mortgage or otherwise	143,552.13	
Overdue debts not specially secured (loss provided for)	83,294.27	
		91,400,502.96
		$220,582,746.70

E. S. CLOUSTON,
General Manager.

Bank of Montreal,
Montreal, 30th October, 1909.

The Vice-President.

The Vice-President then spoke as follows:—

The most important change from last year in the statement submitted to you is the unusually large increase in deposits, amounting to $36,000,000. Part of it is temporary, pending large payments in connection with special transactions, part is the natural increase from depositors as a result of the prosperous condition of affairs in this country, but the largest portion of the increase arises from money brought into Canada from other countries. It is quite possible that if the apprehensions expressed in many quarters as to the consequence of the new methods of British taxation are realized, deposits from this last source may be still further enlarged. It is very important, therefore, that nothing should be done in Canada by injudicious legislation, the exploitation of doubtful enterprises, or otherwise, to stop this flow of capital. Our call loans have increased by about the same amount as our deposits, and what is not necessary to retain as a portion of our reserves, will be gradually brought into the country to meet the commercial requirements as they arise.

The profits are some $130,000 less than last year, but considering the low rates ruling for the greater part of our fiscal year in London and New York, the result may be regarded as satisfactory. I am glad to say that the outlook for the coming year, or at least, for the earlier months, is more promising, and I shall be much disappointed if we do not make a better showing when next we meet.

The rapidity of the recovery of trade from the set-back following the monetary crisis in the United States two years ago has been as striking as it is satisfactory. Conditions to-day are, as a whole, excellent. The large harvest gathered in the Northwestern Provinces in itself affords a basis for active and profitable business for some time to come. How considerable a factor in the commercial life of Canada the agricultural output of our Northwest has become may be realized from the fact that the yield of wheat, oats and barley is this year 313,635,000 bushels, as compared with 232,620,000 bushels in 1908, 160,000,000 bushels in 1907, or 32,000,000 in 1900. A tenfold gain in the grain product of the Northwestern Provinces in nine years conveys some idea of the commercial potentialities of the country.

The marketing of wheat has been quite prompt, and the railways have had no difficulty in moving the crops. In the ten weeks to November 14th, there had been inspected in the Northwest 43,866,000 bushels, being 10,300,000 bushels more than in the corresponding period of 1908, while the shipments from Fort William and Port Arthur amounted to 35,815,000 bushels up to November 14th, or 13,300,000 bushels in excess of the preceding year's shipments.

Our foreign trade has not only reached, but has begun to exceed, the high-water mark of two years ago. In the six months ending September 30th, last, imports for consumption and exports of domestic products were of the value of $292,857,000, or $46,000,000 in excess of the corresponding period of the preceding year, imports having been larger by thirty-six millions and exports by ten millions. The adverse balance of trade has thus again begun to grow, but while men and money pour into Canada from abroad the disparity need not cause uneasiness. Domestic industries are, speaking generally, working well up to the limit of capacity. Labor is fully employed; the lumber trade has improved. The export of dairy produce has been larger than last year, with high prices ruling throughout the season; all farm products, indeed, are exceptionally dear.

Such tests as bank note circulation, bank clearings, railway earnings, all point to the great activity of business. At the end of October the note circulation exceeded $89,600,000, or $6,600,000 more than a year ago. Business failures have been neither numerous nor serious, being for the year to October 1st, 1,486, with liabilities of $12,919,000, as compared with 1,629 failures and liabilities of $16,959,000 in the previous twelve months.

Railway construction is proceeding apace over the whole face of the Dominion. West of Lake Superior nearly 1,100 miles have been built this year, and the Western Provinces now have 11,500 miles of railway, as much as the mileage of all Canada twenty years ago.

Immigration has picked up after the short relapse in 1908, the estimate of the number of new settlers this year being 150,000, about one-half of whom are experienced farmers who have moved into our Northwest from the United States. The evidences of expanding trade, accumulating wealth, and material progress and development might be cited at great length, and a pleasant picture painted of our happy condition. There are always, however, dangers to be avoided, and never more so than when the outlook is so bright and inspiriting. A tendency to over speculation in real estate in some parts of Canada is already apparent, and this, like other forms of gambling, can bring only disaster when the inevitable crash comes. How suddenly conditions may change the rapid advance in the Bank of England rate last autumn attests. Only by prudence both in taking and granting credits and by avoidance of wild-cat ventures and exploitations on the high reputation Canada enjoys in the British money market, can we reasonably anticipate a continuance of the prosperity now enjoyed.

There is only one other observation I desire to make. As you are aware, the decennial revision of the Bank Act will take place during the present session of Parliament. In one or two respects changes of a more or less technical character will be found necessary, but the Act has been so thoroughly revised in the past, it withstood so staunchly the trials of 1907, and its operation has been found to conform so admirably to the requirements of trade and the interests of a rapidly developing country, that I hardly think it likely that any material change will be made.

In our note circulation we have a system which enables us by its elasticity to carry out the heavy autumnal demands without creating any monetary stringency; and to show how valuable it is to the whole business community, I need only point to the fact that we are moving the large crop in the Northwest with great ease and without any advance in rates to our commercial customers.

I beg to move: "That the report of the directors now read be adopted and printed for distribution among the shareholders."

This was seconded by Mr. E. B. Greenshields, and unanimously adopted.

Mr. H. Joseph then moved: "That the thanks of the meeting be presented to the president, vice-president and directors for their attention to the interests of the Bank."

Mr. C. J. Fleet seconded the motion, which was unanimously agreed to.

Sir Thomas G. Shaughnessy moved: "That the thanks of the meeting be given to the general manager, the assistant general manager, the inspectors, the managers and other officers of the Bank for their services during the past year."

The motion was seconded by Mr. David Morrice, and was unanimously carried.

Sir Edward Clouston expressed acknowledgment on behalf of himself and fellow-officers.

The Directors.

The ballot for the election of directors was then proceeded with. The scrutineers appointed for the purpose reported the following gentlemen duly elected:

R. B. ANGUS,
A. BAUMGARTEN,
SIR EDWARD CLOUSTON, BART.,
HON. SIR GEORGE DRUMMOND, K.C.M.G., C.V.O.,
E. B. GREENSHIELDS,
CHARLES R. HOSMER,
SIR WILLIAM C. MACDONALD,
HON. ROBERT MACKAY,
DAVID MORRICE,
JAMES ROSS,
SIR THOMAS G. SHAUGHNESSY, K.C.V.O.,
THE RIGHT HON. LORD STRATHCONA AND MOUNT ROYAL, G.C.M.G., G.C.V.O.

At a meeting of the Directors, held later, the Right Hon. Lord Strathcona and Mount Royal, G.C.M.G., G.C.V.O., was elected Honorary President; Hon. Sir George Drummond, K.C.M.G., C.V.O., president, and Sir Edward Clouston, Bart., vice-president.

Believe Organized Efforts to be Necessary

Grocers and Butchers of West Toronto Join Ranks of the Retail Merchants Association—Interested in Division Court Act Legislation and the Collection of Accounts—The Officers Elected.

Toronto, Dec. 14.—The grocers and butchers of the western part of the city, known in olden times as West Toronto Junction, held a meeting last week for the purpose of considering the advisability of forming an association to protect their mutual interests. They, too, feel, like the rest of the merchants all over the country, that their interests suffer if not looked after by united action on their part. While assistance was secured from the Government in the matter of trading stamps, and in defeating the co-operative bill, through the determined fight on the part of the retailers, it cannot be overlooked that the retail merchants have seldom been favorably considered by the Government.

The merchants are a necessary element in the industrial fabric of the country, and are essential to the convenience and comfort of the people, and they have rights which must be respected and maintained. They are called upon in a large city like Toronto, to assist more people than all the charitable institutions put together, and yet when they asked for an ammendment to the Division Court Act, for a simple, cheap system of collecting accounts from those who deliberately take advantage of them, and who dead beat their way from year to year, they were turned down, because it would interfere with the income of some of the officials.

To protect their own interests and secure fair and reasonable legislation, they see the necessity of being organized. The most unanimous feeling prevailed at the meeting in West Toronto, with an enthusiasm that meant business.

T. P. Padget presided, and forcibly pointed out the necessity of united action. The meeting was then addressed by F. C. Higgins, ex-president; E. W. Trowern, secretary, and M. Moyer, treasurer, of the Retail Merchants' Association.

The work of the association was clearly described, and the good results shown from collecting systems in getting after the dead beats, was highly appreciated. From the practical manner in which those present took hold of their work, it was evident that the retail merchants of that part of the city are a good class of business men and will be useful for the betterment of the retail trade.

After deciding to form a district board of the Toronto branch, they at once elected their officers as follows:—

T. P .Padget, chairman; F. Whetten, first vice-chairman; W. J. McCullough, second vice-chairman; J. C. Gilbert, secretary, and H. Rowntree, treasurer.

At the close of the meeting the officers invited all present to an oyster supper, where they became better acquainted with each other and where each found out that they were all jolly good fellows. The following occupied seats at the table:—T. P. Padget, B. Wilson, W. J. Tobin, S. Harris, J. C. Gilbert, F. Whetton, J. H. Rowntree, Hillock & Brown, James Scott, J. S. Adamson, C. W. Spink, T. Chapman W. H. Ford, W. Rowntree, R. Padget, M. Evans, H. McClement, A. L. Anderson, E. M. Trowern, F. C. Higgins and M. Moyer.

BROKE HUXTER BY-LAW.

Woman Fined in London—Association Keeping Eye on Offenders.

London, Ont., Dec. 15.—The usefulness of an association was once more demonstrated to London grocers, during the week, when a woman was fined for breaking the law governing huxters. In spite of warnings from members of the Grocers' Association, and Market Clerk Maker, she persisted in engaging in huxter business on the local market.

The woman pleaded ignnorance of the by-law, but President Ed. Ryan, of the Grocers' Association, stated to the magistrate that he had personally warned her half a dozen times.

"I will have to find you guilty," said the court. "I hate to have to fine a lady, but you certainly broke the by-law. I will fine you $1 and $4.85 costs. I think the by-law is a perfectly just one, and is for the good of the public."

The woman asked if she could appeal if she desired, and the court told her she had ten days in which to do so. She paid her fine, however, and left the court. The case drew a large number of grocers and hucksters to the court, as it was one of considerable interest to them.

"The Grocers' Association intend seeing that this by-law is enforced," states ex-president Thos. Shaw. "The facts of many of the cases are that these hucksters who live outside of the corporation and do not pay any taxes, come into the market very often with empty

POSITION WANTED.

GENTLEMAN, long experience in tea trade, London, England, particularly in blending and as sales man, open for engagement in Canada. Thoroughly conversant with Western conditions; now resident in Alberta. Letters, "Blends," THE CANADIAN GROCER, Montreal. (3p)

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow, Scotland

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade


wagons. They then go around and buy the stuff that growers bring in and carry it to their wagons and then resell it to grocers and the public at a considerable profit. There is a by-law against such practice, and we intend, if possible, to see that it is lived up to."

WHAT CATSUP IS IN MAINE.

As defined in the Maine, U.S.A., food standards, catchup, catsup or ketchup, is the clean, sound product made from the properly prepared pulp of clean, sound, fresh, ripe tomatoes, with spices and with or without sugar and vinegar. Also benzoate of soda may be used provided its presence and amount are plainly stated upon the label.

QUEBEC REPRESENTATIVE.

C. D. Chown, who has been connected with the Montreal office of The Canadian Grocer, has been appointed permanent traveling subscription representative of the paper in Quebec Province. Mr. Chown, who is a retired retail merchant, knows the problems which confront the trade, and his past experience will enable him to intelligently discuss with the grocers and general storekeepers in Quebec, the difficulties they meet with every day. It is the intention of The Canadian Grocer to have Mr. Chown call upon subscribers, and those who should be subscribers, in every part of the province, and merchants will confer a favor by co-operating with Mr. Chown, in furnishing him with their ideas on progressive retailing and their views on the treatment of questions which are daily presented to them for solution.



C. D. CHOWN.

MEN AT THE HEAD.

Maritime Commercial Travelers Elect Their Officers for 1910.

Halifax, N.S., Dec. 15.—The annual meeting of the Maritime Commercial Travelers' Association was held in the Board of Trade rooms on Wednesday evening, Dec. 8. The report of the president and directors show the association to be in a flourishing condition. The membership now totals 926, against 869 for 1908. The resources of the association for the past year have increased nearly $10,000.

The annual banquet of the association will this year be abandoned in favor of a "Smoker," which will be held at the Halifax Hotel on December 30.

The officers for 1910 were elected as follows:—

President—Charles Blackie.

Vice-Presidents for Nova Scotia.—A. Milne Fraser, D. Rutherford, P. T. Strong, William Tapp.

Vice-Presidents for New Brunswick.—R. F. Humphrey, A. E. Massie, H. V. Vaughan, J. E. Petrie.

Directors.—H. E. Pyke, R. A. March, F. H. Keating, J. B. Douglas, L. L. Libby, J. McL. Fraser.

Treasurer.—O. E. Smith.

The new president represents Clayton & Sons, wholesale clothiers, Halifax, and has been on the road 25 years in the interests of that firm.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

ALL XMAS ORDERS FILLED WITHOUT DELAY

Our warehouse was very slightly damaged by fire that broke out in an adjoining building on the night of Dec. 14. This has not interfered in the least with prompt filling of orders for the Holiday Trade.

McWILLIAM Mc. & E. EVERIST

25-27 CHURCH ST. - TORONTO

St. Nicholas

Tracuzzi, Messina, Packer

The Brands OF Lemons You will eventually handle

McCabe, Toronto Agent

Home Guard

The Consumption of Fish Increasing in Canada

Dealers Finding Better Demand From Year to Year—Temporary Scarcity of California Navel Oranges — Apple Prices Becoming Easier—New Potatoes From Bermuda are Rather Expensive.

MONTREAL.

GREEN FRUITS—Dealers are somewhat disappointed in present trade in fruits, except in oranges, grape fruit and cocoanuts. These lines are proving popular, and indications point to a continuation of the present demand. Prices remain firm and steady, with the exception of apples. The export sales of apples have proved disappointing, owing it is thought, to the careless packing which has been on the increase of late years. This lack of demand has caused a slight weakness in wholesale prices, which has not yet reached the retail trade.

Apples, Baldwins, per bbl		4 00
" Greenings, per bbl		4 00
" Russets		4 50
" Kings, No. 1		5 00
" Spies, per bbl		5 00
" Fameuse, per bbl	4 00	4 50
" Mackintosh reds		5 0
" " No. 2		4 50
" Tallman Sweets		2 50
" Wealthys, No. 1, bbl		4 50
" " No. 2, bbl		4 00
Bananas crated, bunch	1 75	2 75
Cranberries, per bbl	7 75	9 00
Cocoanuts, bag		4 25
Grape fruit, Florida		5 00
" " Jamaica	3 50	4 00
Grapes, Almeria, per keg		5 50
Lemons, Verdillis, box		3 25
" Maoris, box		3 25
Limes, per box		1 00
Oranges, late Valencias		5 20
" Floridas		3 00
" California navels	3 00	3 50
" Porto Ricos		2 50
" Mexicans		2 40
" Jamaica, per crate		4 50
Pineapples, Floridas, box	3 00	3 50

VEGETABLES—Parsley and string beans are scarce and higher. It is thought that additional supplies will be forthcoming shortly, which will relieve the situation somewhat. The market generally is dull, with few indications of any return of vitality. Prices are firm and unchanged except in the two above mentioned.

Beets, per bag	0 50	0 60
Carrots, bag	0 50	0 60
Cabbage, dozen	0 25	0 40
Celery, Canadian, dozen	0 75	0 90
Cauliflowers, dozen	1 00	2 00
Cucumbers, Boston, per doz	1 50	1 75
Green peppers, basket		0 75
Lettuce, curly, dozen		0 25
" Boston	0 60	0 75
Leeks, dozen		1 50
Onions, red, per bag		1 00
" Spanish, cases 150 lbs.		2 75
" " half cases		1 65
" " crates 50 lbs	0 90	1 00
Potatoes, Montreal, bag	0 65	0 75
" sweet, per bbl	2 50	3 50
" " basket		2 00
Parsley, dozen	0 40	0 75
Parsnips, per bag	0 90	1 00
Pumpkins, doz	1 25	1 50
Sage, dozen	0 40	0 50
Savory, dozen	0 40	0 50
Spinach, Canadian, box	0 50	0 60
String beans, basket (large)		3 50
Squash, Hubbard, per dozen		1 50
Thyme, dozen	0 75	1 00
Tomatoes, hot-house, lb	0 20	0 25
Turnips, bag	0 40	0 75
" Quebec, per ton	7 50	9 00
Vegetable Marrows, dozen	0 90	1 00
Watercress, dozen	0 40	0 75

FISH Weather has turned more suitable for frozen fish trade, and sales have increased accordingly. On account of exceptionally stormy weather on the fishing grounds, the output of fresh haddock and cod has been short and prices have materially advanced. Smelts and Tommy cods are starting to arrive. Salt and pickled fish have been somewhat neglected of late, while shell fish are much in demand.

FRESH

Market cod, lb	0 05		Dore, per lb	0 08	0 09
Perch, dressed, lb	0 08		Eels, fresh, per lb		0 07
Pike, headless and dressed	0 07		Halibut, per lb	0 09	0 10
Salmon, B.C.	0 12½		Haddock, lb		0 07
Steak cod, per lb	0 08		Herring, per 100 fish		1 75
Barbotte	0 08		Mackerel		0 10

FROZEN

Dore, winter caught, per lb	0 08		Steak cod, per lb		0 06
Flounders	0 06		Salmon, B.C., red, lb		6 10
Halibut, per lb	0 09	0 10	Salmon, Gaspe		0 18
Herring, per 100	1 75		Salmon, Qualla, lb		0 08
Lake trout	0 08½		Smelts, 10 lb boxes		0 12
Mackerel	0 10		Tom cods, per bbl		2 50
Pike, headless and dressed	0 07		Whitefish, large, lb		0 10
			Whitefish, small, lb		0 07

SALTED AND PICKLED

Green cod, No. 1 medium, per bbl	7 00		Salmon, B.C., ½ bbls		8 00
Green cod, small, bbl	5 50		" " bbls, regl		15 50
Green cod, large, bbl	7 50		" " pink		14 00
Labrador herring, bbl	5 25		" Labrador, bbl		18 00
" " ½ bbl	3 00		" " ½ bbls		9 50
Labrador sea trout, bbls	12 00		" " trcs		300 lb	26 00
Labrador sea trout, half bbls	6 50		Salt eels, per lb		0 08
No. 1 mackerel, pail	2 25		Salt sardines, 20 lb pl		1 00
" " ½ bbls	9 00		Sardines, Quebec, bbl		5 50

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs, per lb	0 07½
Herring, new smoked, per box	0 12
Kippered herring, per box	1 20 1 25
Kippered herring, imported	1 25
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, ve, per lb	0 20
Oysters, choice, bulk, Imp. gal	1 40
" "Sealshipt," standards, Imp. gal	1 75
" " select	2 00
" shell, per bbl	7 00 10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	5 50
Skinless cod, 100 lb. case	5 50
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS—The local demand for apples is largely supplied by farmers driving in and selling them to the stores which causes them to move slowly at the wholesale houses. Navel oranges are scarce. Dealers find difficulty in filling their orders, but they hope to be in shape to supply all orders for Christmas. Just now they are selling at about 40c a case higher. They are however of splendid quality, and will more than satisfy the Christmas trade. Florida and Mexican oranges are here, but the California navels get the preference. Grape fruit, almost like oranges, are in great demand and are rapidly becoming an article of regular daily use.

Apples			**Lemons**		
Snows	3 50	4 00	Messina	2 75	3 25
Spies	3 00	3 50	Palermo	3 00	3 50
Greenings	2 25	2 50	**Oranges**		
Bananas	2 00	2 25	California navels	3 00	3 50
Cranberries, bbl	8 00	8 50	Floridas	2 25	2 50
Grapes, Almeria per keg	5 50	6 00	Mexican	2 00	2 25
Grape Fruit	3 50	4 00	Pears, Canadian basket	0 75	1 00
			Pineapples, case	2 40	4 50

VEGETABLES—The potato market is steady with no change from last week. Celery from our Canadian growers is making a good showing.

Imported vegetables are beginning to occupy important positions on our market again, as lettuce, beets, and even new potatoes from Bermuda. With our potatoes at from 60 to 65c a bag at this time of the year when they are at their very best, we get some idea of what people will do when they pay $1 a peck for new potatoes, 25c for a cucumber,

25c for a lb. of tomatoes, etc. Next week will show the largest variety of vegetables and fruit ever shown in Toronto for the Christmas trade.

Beets, bag	0 70	Parsnips, bag	0 75
Cabbage, Canadian, dozen	0 35 0 40	Potatoes Canadian, bag	0 60 0 65
Carrots, bag	0 50 0 55	Bermuda, new, per barrel	9 00
Celery, Canadian, dozen	0 30 0 35	Sweet, basket	0 56
Onions—		" hamper	1 25 1 50
Canadian, bag	1 00 1 25	" barrel	3 50
Valencias, new, crate	2 75 3 00	Radishes, doz	0 20
Spanish	2 50 2 75	Tomatoes, hot house, lb	0 25
Spanish, ½ cases	1 50	Turnips, bag	0 40

FISH—The fish market is active. The demand is good and prices are firm. The turnover is in excess of former years. This may be owing to increase of population, but there is some reason to think that the consumption of fish is on the increase.

LAKE FISH (FROZEN)

Goldeyes	0 05½	Pickerel yellow	0 09
Herring, Lake Erie	0 06	Pike	0 06
" Lake Superior	0 05½	Perch	0 06
" Lake Ontario	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 10

OCEAN FISH (FROZEN)

Cod steak	0 07	Mackerel, each	0 20
Flounders (25 to 50 lb in box)	0 12	Salmon, pink, per lb	0 09
Halibut	0 09	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	3 00	Smelts, per lb	0 12
		Shrimps, per gal	1 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Herrings, Labrador, half barrels	2 90
" tablets, box	1 60	Herrings, Digby, bndle	0 60
Bloaters, per basket	1 00	Herrings, Imported Loch Fyne, per kit	1 10
Codfish, shredded, box	1 80	Kippers, per box	1 25
" Bluenose, "	1 40	Quail on toast, per lb	0 05½
Cod steak, per lb	0 07	Trout, pickeled, 100 lb. barrels	6 00
Cod, Imperial, per lb	0 05		
Ciscoes, per basket	1 00		
Haddie, Finnan	0 08		

SHELL FISH.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

TO USE CO-OPERATION.

Fruit growers in the vicinity of Nelson, B.C., met last week and organized a committee to form an association for the purposes of co-operation in marketing fruit, and in purchasing boxes, fertilizers and other necessary supplies for the cultivation and packing of fruit. The details of the organization will be carefully worked out, and to secure as many members as possible, a canvass will be made of the district.

DECREASE IN SALMON TRADE.

Vancouver, B.C., Dec. 14.—At the meeting of the Board of Trade on Tuesday evening, R. H. Alexander, who was the delegate from here to the Chambers of Commerce of the Empire, in Sydney, Australia, reported the canned salmon trade was rapidly disappearing, so far as New Zealand was concerned. While in the Antipodes, he noticed that a large business was being done in canned herring from the Old Country, and he could not see why a good trade along this line could not be worked up from British Columbia. The market was close at hand, the demand was already established and there were large quantities of herring here to be caught. He made the suggestion that the plants of the salmon canneries might be used for the packing of herring.

FIRE NOTICE!

Our warehouse at corner Church and Front Streets having been damaged by fire on the night of December 14, we are doing business at our other warehouse, 18-20-22 Church Street. All orders filled without delay.

WHITE & CO., Limited

Toronto and Hamilton

NEW ARRIVALS

Fancy Sweet Sonoras

California Navels

AND Florida Oranges

FINE RIPE New Messina Lemons

Almeria Grapes

ALL OF FINEST QUALITY

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO



Are there not better Lemons? Yes, there are not.

FRATELLI FOLLINA, Palermo, Messina

This name on a box means the same as Sterling does to Silver.

Our Best Brands: BUSTER BROWN, HIAWATHA, LORD BERESFORD

It's the Sign of Quality.
The Guarantee of Value.
The Standard by which others are compared.

W. B. Stringer - Canadian Agent - Toronto

Many Maritime Potatoes are Spoiled by the Rot

But for that this Year's Production Would Have Been Record-Breaker—Large Quantities go to Cuban Market—Some Dealers Think Spring Will Show Shortage.

Special Correspondence

Halifax, N.S., Dec. 15.—The potato situation in the Maritime Provinces, even at this late date, is somewhat uncertain. The crop in New Brunswick is not as large as usual and the quality is below the average. The stock that has been sold here is turning out poorly, and the dealers are greatly disappointed. Large quantities of New Brunswick potatoes are sold here every season and they command a higher price than the local grown or P. E. Island stock. The imports of potatoes from Prince Edward Island this season are below those of last year. Various causes are assigned. Some of the dealers say that the crop is short, while others claim that so many of the potatoes are affected with dry rot that they are unfit to market. Despite these rumors, however, the quality of the potatoes now offered for sale ex-vessel at the wharves is fairly good. The consumers here prefer the blue calico, and those offering find a ready sale. The demand, however, is not as heavy as usual. The dealers are not laying in as large stocks as last season, owing to the uncertainty of the keeping quality of the stock. The price quoted is 35 cents per bushel.

Nova Scotia potatoes are in good demand and all the stock marketed finds a ready sale. The quality of the potatoes is good, but there is the same uncertainty regarding the keeping of them for any length of time. They are quoted at 50 cents per bushel. The higher price, however, causes many to take their chances with the Island stock. Nova Scotia still sends large quantities to the Havana market and large shipments are being made to the southern climate this season. Some of the shipments have totaled ten thousand barrels. Good prices are obtained for the stock. There is a general feeling here that before the spring comes around there will be a shortage of potatoes, and that they will command high prices.

CUBA A GOOD MARKET.

St. John, N.B., Dec. 15.—Despite the fact that potatoes have been shipped from New Brunswick at the rate of over 10,000 barrels per month since the first of September, there still seems to be a plentiful supply available for export. Shippers who are in close touch with the farmers report that there are at least 50,000 barrels yet in the hands of the farmers, over and above what will be needed for home consumption.

Shipments from New Brunswick this season have been confined almost wholly to the West Indies, where the Cuban market alone requires 450,000 barrels. The establishment of potato warehouses by the New Brunswick Government, at St. John and Havana, has contributed largely to the increase in the exports in the tubers. The shipments in November totaled 20,000 barrels, worth in the Cuban market $40,000.

Early in the season it was expected that this year's crop would be the greatest ever, but heavy rains had a detrimental effect and a large portion of the crop has rotted. Shipments received in St. John for forwarding to the West Indies have to be sorted over and from 5 to 10 barrels in a hundred are found to be bad. The ruling price is now $1 per barrel of 180 lbs., f.o.b., at the shipping point.

BIG DISPLAY NEXT WEEK.

The fruit and vegetable dealers of Toronto, are making elaborate preparation for the most extensive fruit and vegetable display for the Christmas trade ever seen in that city. They are determined to have on hand samples of almost everything the world produces, at any cost. They will have strawberries, fresh fruit and vegetables, picked fresh from the gardens of the sunny south, and delivered here for the Christmas festivities. This is a unique attempt and the enterprising dealers deserve credit for trying to show the people how the products of the earth, where they ripen every day in the year, can be brought in good shape from summer to winter climates.

D. C. T. A. BANQUET.

Capt. J. E. Bernier has accepted an invitation to attend the annual banquet of the Dominion Commercial Travelers' Association in Montreal, on Monday next. Other speakers include Sir Frederick Borden, R. L. Borden, Henri Bourassa, F. Robertson, Hon. Frank Oliver, and W. Cauldwell.

A last call is being sent out by the executive, requesting travelers generally to attend.

An official of a large British fish company states that London, Eng., consumes between twenty and thirty millions of oysters every year. He states that out of the large number of consumers in that city only two known cases of illness can be attributed to oysters. The discussion arose over the fact that a hotel-keeper was fined because one of his guests became ill with typhoid fever, the alleged cause being diseased oysters. Critics claim that no trouble can arise from bad oysters if the bivalves are only allowed to be taken from beds certified to be strictly sanitary.

CATALOGUES AND BOOKLETS.

Leonard Bros., Montreal, have issued a comprehensive advent price list, in which are quoted all varieties of fish and oysters. It is being distributed to responsible dealers free of charge.

Alderman A. J. Carson, Haileybury, Ont., has moved into his new grocery store in the Post Office block, which has recently been completed on the west side of Ferguson Avenue. The building is one of the finest of the new blocks to have been erected in Haileybury this year.

King of breakfast food, "Meat of Wheat," made from Manitoba No. 1 hard wheat, rich, nutty, flavor, makes muscle, brain and nerve.—Advt.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager



Ask for
"ALBERT & CIE"
French Sardines
This popular and world renowned brand is packed in FRANCE from specially selected fish only.
AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.

FRESH CURED HADDIES

Something tasty for your particular customers. New stock just in store. Specially cured for us by a process which makes the quality particularly high. We have them in 15 lb. and 30 lb. boxes. You cannot buy better haddies for your high-class trade.

OYSTERS FOR CHRISTMAS!

Order early so as to be sure of your supply. We can ship you, promptly, "Sealshipt," Malpeques, Caraquets, Bulk and Shell.

When you write secure our quotations in all kinds ***Fresh, Frozen, Pickled, Dried, Salted,*** and ***Prepared Fish.***

SPECIAL—Our ***new*** price list is just off the press; any reliable merchant will be mailed a copy on request.

WE SELL TO THE TRADE ONLY

BRANCHES: St. John, N.B., Grand River, Gaspe.

LEONARD BROS.

The Largest Fish and Oyster Warehouse in Canada.

YOUVILLE SQUARE (Near Customs House.) MONTREAL

Four Long Distance Telephones

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.

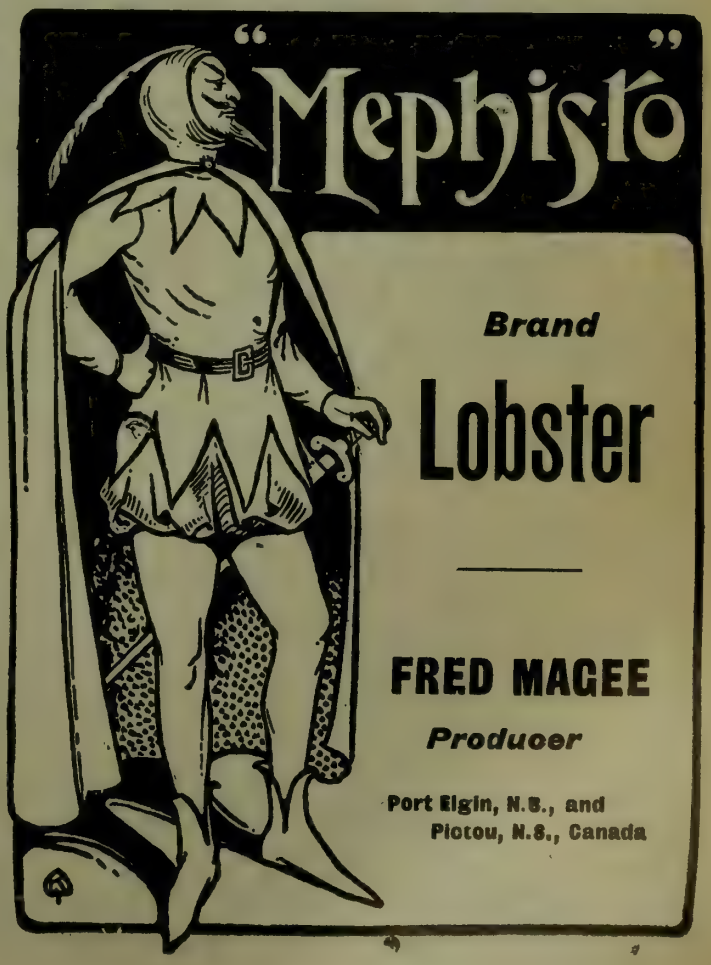


The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.

SOUTH NORWALK, Connecticut.



Brand

Lobster

FRED MAGEE

Producer

Port Elgin, N.B., and Pictou, N.S., Canada

SEND ALL YOUR POULTRY

TO

P. POULIN

Highest market prices paid for

Turkeys **Geese**

Chickens

Fowls **Ducks**

Prompt remittance is made. Stock must be in first-class condition.

Reference: Any Bank

SHIP IMMEDIATELY

P. POULIN & CO.

30 Bonsecours Market, Montreal



Our new cold storage warehouse, which will hold 1,000,000 lbs. poultry

TO THE

Merchants of Canada

We are sole Canadian Agents for and are now offering the FINEST grade of

FINNAN HADDIES

ever produced, the famous

WACHUSETT FINNAN HADDIES

packed by

FREEMAN & COBB CO.

(Incorporated)

FISH

BOSTON - - MASS.

and sold by progressive dealers everywhere. Each haddie is branded with the Freeman & Cobb Co. (Inc.) NAME and TRADE MARK and each one is guaranteed. All are smoked, strictly fresh-caught, shore haddock.

JUST WHAT YOU WANT FOR ADVENT

Packed in 5, 30 and 50-lb. boxes.

Prices on application.

D. HATTON & CO.

18 Bonsecours St. - - - - - MONTREAL

What's a grocer's tongue for?

WHY! Just 2 things!

First to find out how good a thing tastes, and then to tell his customers.

First chance you get just try your tongue on

GOLDEN KEY and CROWN LOBSTERS

By our process of packing, the fish retains all its natural delicious flavor, and you have our guarantee that each can contains nothing but the finest fresh fish.

SEND FOR PRICES

SOLE PACKERS:

W. S. LOGGIE CO., Ltd.

CHATHAM, N.B.



It's knowledge that directs the successful grocer in stocking up with

Brunswick Brand Sea Foods

—a knowledge born of experience that it only pays to handle canned fish that has "made good."

You will always be on the safe side if you sell "Brunswick Brand," because this is the "quality" brand, and we leave no stone unturned to maintain the high standard we have reached. Order to-day.

CONNORS BROS., Limited,

Black's Harbor, N.B.



AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard, Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B. C.; The Alf. Denis Co., Ltd., Edmonton, Alta.



Friend Retailer—

You have heard the story of the insurance agent that insured the merchant's stock, building and fixtures, and then went outside, stopped to take a look through the plate glass window at the advertising design, and then went away contented.

But that plate glass was not insured. He looked too far.

You are probably doing the same. You wonder why your sales do not increase as you would expect. You overlook "BEACON BRAND" HADDIES AND OYSTERS as a business building line. Oysters sealed at the Coast and haddies cured by our Scotch experts.

Good enough to guarantee. Think of it, friend retailer. When your customers ask for it have the "real thing."

The F. T. JAMES CO., Limited

Fish and Oyster Distributers TORONTO

WALKER
PATENTED
—BINS—

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

THE
WALKER BIN & STORE FIXTURE CO., Ltd.
Berlin, Ontario

Imitations of

Fels-Naptha soap direct the house-keeper's attention to the superiority of the original; they resemble the original only in name.

And after the short career of imitations of Fels-Naptha soap, the sales of the genuine increase and Fels-Naptha's popularity grows greater than before.

Let your customers be always supplied with Fels-Naptha soap.



THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

Mr. Merchant,
Are you handling
Royal Purple Stock and Poultry Specifics
the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.
The W. A. Jenkins Mfg. Co.,
LONDON : : ONT.



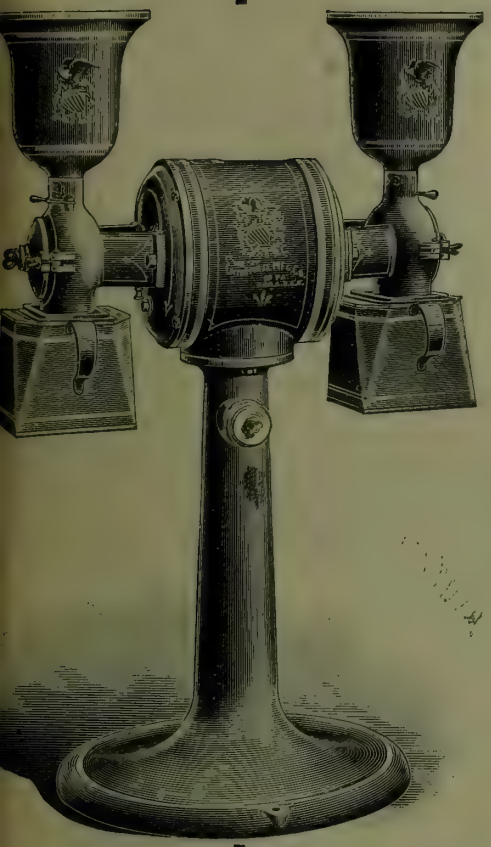
ABSORBINE
Removes Bursal Enlargements, Thickened, Swollen Tissues, Curbs, Filled Tendons, Soreness from any Bruise or Strain, Cures Spavin Lameness, Allays Pain Does not Blister, remove the hair or lay the horse up. $2.00 a bottle, delivered. Book 1 D free.
ABSORBINE, JR., (mankind $1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize ½ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.

21 Murray Street, New York — 544 Van Ness Ave., San Francisco



See Here!

We can tell you just what is needed to give the finishing touch to your grocery store—you want an

ELGIN NATIONAL COFFEE MILL

This mill is the easiest running and fastest grinding on the market and is well-built with steel grinders. Particular attention has been paid to its shape and finish, so that it is an ornament as well as an indispensable article in the store. *The cost is low.*

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

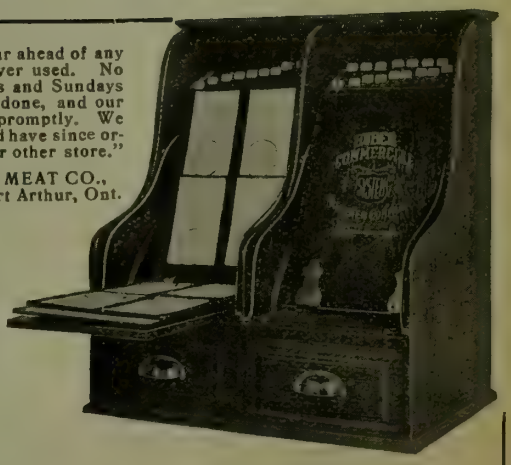
MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

"We consider it far ahead of any System we have ever used. No more working nights and Sundays to get our posting done, and our customers pay up promptly. We first bought one, and have since ordered another for our other store."

THE BROWN MEAT CO.,
Port Arthur, Ont.



The interior takes out and fits any safe, thus giving complete fire protection.

Huber Account Register and System

has done away with all bookkeeping and posting, and by avoiding errors has gained the customers' confidence. It s the latest, most accurate and most satisfactory way of keeping accounts, and is adaptable to any business. Shall we send you our Catalogue?

We Want Salesmen—Live Ex-Merchants Should Apply

R. B. Belden & Co.,

178-180 Victoria Street - - Toronto

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

AGENCIES WANTED.

AGENTS WANTED—For Halifax, Quebec, Montreal and Toronto for high class firm of Scotch confectioners, chocolate makers, jam and marmalade manufacturers. Apply with particulars and references to John Buchanan & Bros., Ltd., Stewart Street, Glasgow, Scotland. (51p)

FOR SALE.

FOR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont.

HONEY—Choice white clover extracted honey, well ripened and of fine flavor. Speak quick as my stock is limited. CHAS. T. ROSS, 15 Liverpool Street, Sherbrooke, Que. (1p)

ESTABLISHED grocery in fast growing suburb of Vancouver, splendid location. Stock runs about $900; fixtures, including horse and rig, $700. We can offer this good buy at invoice. See Vancouver Business Mart, 9 Hastings St. E., Vancouver, B.C.

FOR SALE—National Cash Register, No. 92, Improved check and detail strip. Printing device, six clerks' initial keys, charge, received on account, paid out. One cent to ninety-nine dollars and ninety-nine cents. Allan Cameron, Brockville, Ont.

FOR SALE AT A SNAP—One 6-drawer National Cash Register—self adder. A beautiful piece of shop furniture, cost $650, only two years old. Will sell cheap. Also a set cash carriers, new Lamson make, four stations, at a big sacrifice. Correspondence solicited. R. H. Benson & Co., Copper Cliff, Ont. (50)

FOR SALE—Six cylinder coffee roaster; centrifugal cooler. One horse motor. Hangers, shafting, pulleys, belting—everything complete and in perfect order. Only used one year. Space required 14 x 60 inches. One of the best window advertisements any up-to-date grocer could have. Will pay for itself in six months. Write Box 327, CANADIAN GROCER, Toronto. (52)

BUSINESSES FOR SALE.

FOR SALE—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; good clean stock; at 90 cents, turnover $10,000. Brick building, for sale or rent, easy terms. Clear profit last year $2,200. Address Box 316, CANADIAN GROCER, Union Bank Building, Winnipeg. (50p)

GROCERY BUSINESS FOR SALE on Main Street, Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

GROCERY BUSINESS in City of Kingston—Stock $2,000. Weekly sales average about $390. Business practically on cash basis. Splendid accomodations. Rent reasonable. A rare opportunity for an up-to-date man. Address Box 326, CANADIAN GROCER, Toronto. (53p)

SITUATIONS VACANT.

GROCERY CLERK for Port Arthur. Must be number one, able to window dress, decorate and manage high class business. Married man preferred. State salary and experience. P.O. Box 511, Port Arthur.

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest $300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

WANTED—Experienced traveler for British Columbia to specialize confectionery and confectioners' sundries. State age, experience and salary expected. Address, K.M., Box 395, Vancouver. (52)

WANTED—Grocery man of ability and energy. Give particulars. Send photograph and references. Also state salary expected. Apply to T. P. Malone, Strathcona, Alberta. (50)

WANTED—A thoroughly competent specialty man to work with the retail grocery trade in the Provinces of Quebec and Ontario. Must be energetic, persistent, conscientious and reliable. State experience, age and connection. All communications treated strictly confidential. Apply to Staple Line, care of CANADIAN GROCER, Montreal.

SITUATION WANTED.

MALE Invoice Stenographer (grocery) wants change position. Desires better opportunity learn business. Salary secondary. "Steno," c/o H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (1p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Ltd., 8 John St. N., Hamilton. (tf)

CASH AND PACKAGE CARRIERS—Better and quicker service in your store results from the installation of the "Gipe" system of cash or parcel carriers. They are the latest, strongest, simplest and most effective on the market. Will centralize your business and more than pay for themselves in the first year. Write for catalogue. Gipe Carrier Co., 97 Ontario St., Toronto. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom handpower elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

A book-keeping staff in itself—doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge Street, Toronto.

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regiets. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	15 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

	Per doz		Per doz
Aylmer Jams		Peach	1 80
		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk.

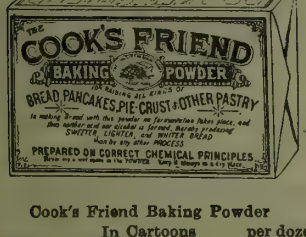
	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

	In Cartoons per dozen
No. 1, 1-lb., 4 dozen	2 40
" " 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" " 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " 2 "	2 20
No. 12, ¼-oz., 6 dozen	0 70
" " 3 "	0 75
	In Tin Boxes per dozen
No 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 25
" 17, 5 lbs	14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.60.

White Swan Self-rising Pancake Flour, per doz., $1.60.

White Swan Wheat Kernels, per doz. $1 40

White Swan Flaked Rice, per doz. 1 00

White Swan Flaked Peas, per doz. 1 00

Blue

Keen's Oxford, per lb. 0 17

In 10-box lots or case. 0 16

Gillett's Mammoth, ¼ gross box. 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—

Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.

	Per lb.
Unsweetened Chocolate	
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Tees & Persse, Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.
G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 26
1 lb "	0 27
½ lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18		0 16
Special Shred	0 17		0 15
Ribbon	0 19		0 17
Macaroon	0 17		0 1
Desiccated	0 16		0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00



Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 33
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per dz. $ 25

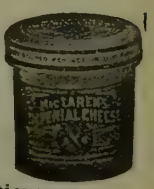
Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

'Vita" Pasteurized Extract of Beef.	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	7 60

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " "	1 75
2½ " "	2 00
4 " "	3 00
5 " "	3 75
8 " "	5 50
16 " "	10 00
32 " "	18 00

Discounts on application.



Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 3 and 2 pails in crate per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	07

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans all kinds, doz. 90c. No. 10 cans, tomato only, doz. $6.50.

Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. 95c. Salad Dressing, Mayonnaise—Bottles (10c. size only) doz. 90c. Tomato Ketchup—Bottles (10c. size only) doz. 90c. Tabasco-Ketchup—Bottles (10c size only) doz. 90c. Chili Sauce—Bottles (10c size only) doz. 90c. Assorted Condiments—Case contains 6 bottles each—salad dressing, tabasco-ketchup, tomato ketchup, Chili sauce. Bottles (10c. size only) doz. 90c. Mustard (prepared)—With spoon (new) doz. 90c.; No. 80 jars, doz. 90c.



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

We want your trade in

Whitewash and Kalsomine Brushes

and we are going after it with a new line which should leave no doubt about our getting it. You cannot afford to place your order until you see our new samples and quotations.

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO

Mr. Grocer:

When buying canned goods always remember that

"CANADA" "PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE,
LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg
LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

MacLaren Imperial Cheese Co., Limited.

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.



Assorted Case,	Contains 4 do ...$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight, 8 lbs. to case. Freight rate. 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95



List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 12½	
½-bbls. 0 12½	
Tubs ,60 lbs. 0 12½	
20-lb. Pails. 2 60	
20-lb. tins .. 2 50	
Cases 3-lb.. 0 13½	
" 5-lb.. 0 13½	
" 10-lb.. 0 13½	



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces.... 0 12½	
Tubs 0 12½	
20-lb. pails. 0 12½	
20-lb. tins.. 0 12½	
10-lb. " 0 13	
5-lb. " 0 13½	
3-lb. " 0 13½	
1-lb. cartons 13½	

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz....	1 55
2-lb. " " ..	3 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Sbredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3 50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ½-lb. tins	per doz.	$ 1 40
" ¼-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham ¼-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ½-lb. tins	per doz.	0 85
" ¼-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	12 00
Gloriola soap	"	13 08
Straw hat polish	"	10 80



3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.55 each. (The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 8-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 40 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

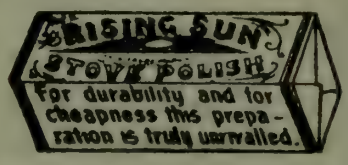
Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO.
London, Ont.

One case, 30 fifty cent packages (assorted)	$10 00
Six pails (retail $1.50)	6 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 60
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
12a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03½ "
¼-barrels, 175 lbs	0 03½ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case.
5 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO.,
Hamilton, Ont.



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	$1	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's and ½'s	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 50

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



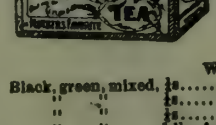
BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	50c.	60c.
Lavender Label 1's and ½'s	60c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters			
Gold Tins, 5's	35c. 1.75	50c. 2.50	
Gold Tins, 3's	35c. 1.05	50c. 1.50	
Gold Tins, 1's	36c. each	50c. each	
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.	
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.	

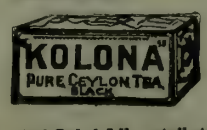


HELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c	0 28	
Green Label, " " 40c	0 30	
Cream Label, " " 40c	0 30	
Red Label, " " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 56	



Pure Gold Jelly Powder	90 cents per doz.
Pure Gold Salad Dressing Powder	

Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
½-lb. paper pkgs., 4 doz. in case	0 90
¼-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ½-lb. paper pkgs. / 2 doz. ¼-lb. paper pkgs. } assorted	7 20
	Per doz
½-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	46
Pay Roll 7s	56
Plug Smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S



BAKING SODA

You can talk Baking Soda to advantage by suggesting only and always

"Cow Brand" Baking Soda

Your customers will invariably insist upon this brand after one trial---they will appreciate its purity, strength and uniform quality.

It's good policy to sell "Cow Brand" Baking Soda.

CHURCH & DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority.

The Beardwood Agency

313 New York Life Building - MONTREAL

LUMP ROCK SALT for Cattle

and all other kinds

Quality and satisfaction
our constant study

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S CONDENSED MINCE MEAT

(in Cartons)

Just as staple as sugar

No Grocer's Stock is Complete Without It

If your jobber cannot supply you —write us direct.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Quick Shipment

Empire Brand
THE GUARANTEE OF QUALITY

Wire, phone or write us. You will not be disappointed.

4
TELEPHONES
USE THEM FREELY

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON, - - - - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C. Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, DECEMBER 24, 1909. NO 52.



ROBINSON'S PATENT BARLEY

You, Mr. Grocer, are the right man to handle all food products, and our Patent Barley is a ready seller which in many parts is handled only by the druggists. Get to work selling it! There's money in it for you. Write for particulars and sample.

Agents for Dominion

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

SYRUP SALES WILL BE SATISFACTORY

both from the point of view of volume and profit, if you are handling

"Crown Brand" Table Syrup

There's no syrup to which such care has been given to guarantee purity. Try this well-known line, and give it prominence. It will pay you to do so!

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

A Pure Hard Soap

SURPRISE SOAP

Makes Child's Play of Wash Day

(Good for all uses)

THE ST. CROIX SOAP MFG. CO.

St. Stephen, N.B.

Branches : Montreal, Toronto, Winnipeg, Vancouver, Newfoundland, West Indies



To Maintain and Increase Permanent Trade

We handle only articles of known worth—the tried and tested kind—articles whose intrinsic merit has raised them far above the commonplace. We do this because we like to feel that the folks who buy them are, year after year, adding permanent trade to the business of the grocer who sells the goods. From our own selfish point of view we believe the principle applies with telling force.

We Know of No Safer or Surer Way

There is a good living profit on every article we are privileged to represent—each of its kind is, to our way of thinking, a splendid example of honorable manufacture. And because of that important fact, we advertise their strong features fearlessly, over our own name, in The Canadian Grocer and elsewhere, every week of the year.

The Best Only—Always the Best

ARTHUR P. TIPPET & CO.

8 Place Royale,
MONTREAL

84 Victoria Street
TORONTO


Montreal Office

Manufacturers' Agents and Brokers' Directory


Winnipeg Office

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East
"Face-to-Face Business" HAMILTON

WRITE TO
10, Garfield Chambers, Belfast, Ireland
For sample copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish Trade

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
MONTREAL
General Commission Merchants
Representing Morris Packing Co.
Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities
Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

Try a Condensed Ad. in the Grocer.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
SASKATOON,
Western Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines.

Selected Raisins, Currants, Evaporated Apples.

Prices Right.

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A.B.C, 5th edition, and private.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

An inch space in this department costs 77 cents per week or $40.00 per year.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

SPOT GOODS
Muscavado Sugar Sultana Raisins
Two and Three Crown Shelled Almonds
Rolled Oats Flaked Wheat Split Peas
Pot, Pearl and Pinhead Barley
Prices on Application
DOMINION BROKERAGE CO.
73 Front St. E - - - Toronto

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted
E. SAVILLE WEBB
7 St. Stephens Street
BRISTOL, :: ENGLAND

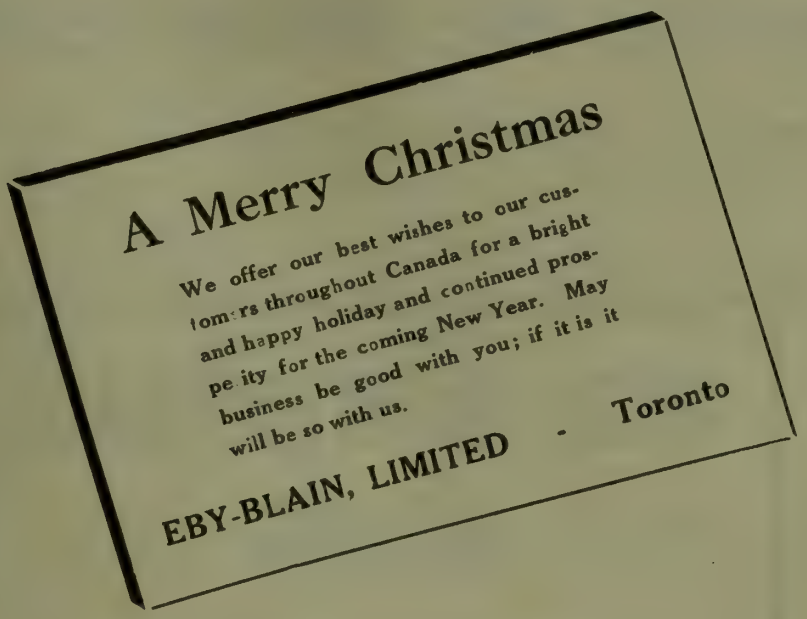
TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer
Montreal Toronto Winnipeg



Worth Digesting

Mr. Grocer,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs	you	20c. for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1.00	"	"	"	70c.

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St., MONTREAL

There's No Use Talking

gentlemen. No argument, no demonstration can show more actual points of merit than are contained in

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

and the reason's not far to seek!

Old Homestead Fruits and Vegetables are submitted to rigid inspection before they are allowed to enter our factory, and during the whole process of canning the utmost sanitary precautions are taken. The goods are handled in the most approved scientific manner by skilled workmen, and the result is a line of Canned Goods **without a peer** on the market. Try them and be convinced!

THE MARGIN OF PROFIT FOR YOU IS MORE THAN SATISFACTORY

OLD HOMESTEAD CANNING CO.

PICTON :: ONTARIO

Compliments of the Season

Borden's new 5c. package has been a big success—



UNSWEETENED

Retails at 5c.

$2 per case of 4 doz.

IN planning for a big increase in business during 1910, put first on your list of good resolutions: "I will double my sales of Borden's Brands." You can always be sure of pleasing your customers if you recommend them yourself and instruct your clerks to do so as well.

Borden's Condensed Milk Co.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.
Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

From COW to CAN, the preparation of

CANADA FIRST EVAPORATED CREAM



is one long tale of care and cleanliness. Each can is guaranteed pure and fully sterilized.

THE FINEST SUBSTITUTE FOR FRESH MILK.

ORDER FROM YOUR JOBBER

Children thrive on it. The best for invalids, convalescents and household use.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

A MERRY XMAS

TO ALL OUR CUSTOMERS

S. T. NISHIMURA & CO.

Montreal and Japan

Tartan BRAND

SEASON'S GREETINGS

WE wish our friends in the trade a Happy Xmas and a Prosperous New Year, and trust that in 1910 the increase in their business will greatly surpass their most liberal expectations.

WE desire to express our appreciation of your patronage in the past, and to assure you that Tartan Brand Goods –|– Superior Service will make us deserving of your business in the future.

BALFOUR, SMYE & CO., WHOLESALE GROCERS . . **Hamilton**

LONG DISTANCE PHONE 596

A LEADER
FOR OVER
50 YEARS



W. D. McLAREN, LIMITED
Manufacturers
583-585 St. Paul Street - MONTREAL

Snap Sells



¶ Not alone the service you render carries weight, but the goods you sell, when the question of influencing trade to your store arises.

¶ The daily household work entails soiled hands ---and SNAP is the most easily applied, and most effective preparation for the cleansing of soiled hands.

¶ Snap is antiseptic and beneficial to the skin, and the selling of SNAP means repeat orders and good profit.

The Snap Co., Limited
MONTREAL



WE KNOW WHY CAMPBELL'S SOUP IS IN EVERY ORDER AND YOU SHOULD KNOW, SO WE ARE GOING TO TELL YOU.

Every one to whom you sell CAMPBELL'S SOUP will be back for more, because no other soup is as good and none so economical. This will interest your customers—and when you interest your customers you tie them to you.

CAMPBELL'S SOUPS pay YOU 33⅓% profit and you don't have to sell them—just hand them out. We have sold them for you by the best and widest kind of advertising. THIS INTERESTS YOU. When we interest both you and your customers, we figure that we have done it all.

JOSEPH CAMPBELL COMPANY, - Camden, N.J.

ROSE & LAFLAMME, Limited, 400 St. Paul St., Montreal—Canada Selling Agents.

21 kinds—look for the Red and White Label.

Canadian made Licorice
Y&S BRAND
All Druggists.



Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton



Made in Canada

Going Backward Forward or Standing Still?

Were your profits satisfactory for 1909?
Have you lost any accounts?
Have you had any disputes with customers?
Have your clerks forgotten to make charges or credits?
Has your valuable time been taken up in keeping books?
Have your collections been slow?
Do you have to employ a book-keeper?

Do You Want to Make More Money in 1910?

Some people think they are standing still.
It's impossible—the world moves.
You are either going ahead or going backward.
You are in business to make money.
The way to make money is to save it.
The way to make money is to stop the leaks.
Over 50,000 merchants are stopping the leaks and making money by keeping their accounts by the

McCaskey Credit Register System

Information is free for the asking.

DOMINION REGISTER COMPANY, Limited

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue TORONTO, CANADA

Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Shell" Soap. Antiseptic, sanitary, clean. Not a "tallow soap"—no decaying animal matter in it. Absolutely pure.

Pure Oil

"Shell" Soap

Bramwell's Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary "salts" of commerce. They are in a class by themselves.

"Bramwell's."

Epsom Salts

Pastacaldi's Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected peel—drained. Pastacaldi's name on every box.

"Peels"

PASTACALDI'S **Leghorn** CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS
Montreal, Canada

To All and Singular to Whom these presents shall come Greeting

WHEREAS in times of yore it has been the custom in sundry places, and in divers manners, at this Festive Season for all good people to send felicitations and good wishes to their best and dearest friends and acquaintances,

NOW THEREFORE, know ye that the good things said and done in the Olden Tyme be not forgotten and fall into desuetude to the detriment of the good feeling holding between friends,

AND WHEREAS it is good and profitable to the souls health to interchange sentiments of good will, particularly at this time, and especially towards those for whom a sincere regard is entertained,

AND WHEREAS it is desirable that this commendable custom should be maintained.

WE HEREBY in all good faith and honesty send these presents—Wishing all of our friends Good Health, Happiness and all the Compliments of this Joyful Season, with the Loyal and Fervent Hope for a Bright, Prosperous and Happy New Year, aided by the still further use and enjoyment of Delicious "SALADA" Tea.

AS WITNESS our HAND and SEAL this Twenty-Fourth Day of December in the Year of Our Lord, One Thousand Nine Hundred and Nine.



Signed "Salada" Tea Co.

We pave your way to greater profits

Apart from the undoubted excellence of

"E.D.S." Brand Jams and Jellies

you must realize how profitable it is to handle a line of goods backed by regular consumer advertising. This is what we are now doing—creating a demand for you.

Any proposition that brings trade to your store is worth investigating, isn't it? Give "E.D.S." Brand a trial. There's money in it for you.

Made by E. D. SMITH, at his fruit farm

WINONA, : ONTARIO

Stock our newest line—UNFERMENTED GRAPE JUICE

STORAGE IN HAMILTON

A new fireproof Storage Warehouse.

TRACK FACILITIES

Every convenience to reduce the cost of handling Merchandise

IN BOND OR FREE

Lowest Insurance

Experienced Warehousemen

Accounts Solicited

Storage and Transfer Co., Limited

Hamilton - - - Ont.



Saves time,
Saves money,
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.

19 Wellington St. West, TORONTO



THE PUREST AND BEST

MR. DEALER

Have you stocked the new **5c.** tin

St. Charles Brand ?

Some of your customers will want it and any jobber can supply you. It's a convenient package and only **$2.00** per case.

Manufactured by



St. Charles Condensing Co.

INGERSOLL, ONTARIO

CANADA



LAUNDRY



RUBBER STARCH

HAVE YOU TRIED

Laundry Rubber Starch?

Strongest, Whitest, Best

Requires no cooking.
Is a cold-water starch.
Laundry purposes only.

Ask your grocer for it or drop a card to

The Laundry Rubber Starch Co.
584 Papineau Road,
MONTREAL

Stop That Leak!

Stop the loss occasioned by bad bills—stop the loss of good credit customers because of misunderstandings. There's a simple, easy, practical way.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, U.S.A.

THE PEOPLE OF

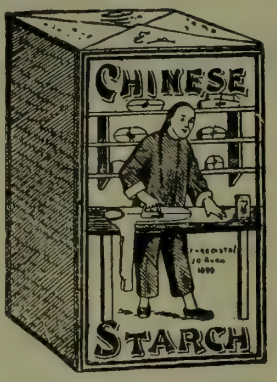
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



CHINESE STARCH

Always Leads
Quick Seller
Big Profits
No Dead Stock

Get Prices

OCEAN MILLS
MONTREAL

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

Low Round Trip Rates to

Ontario, Quebec and Maritime Provinces

Tickets on sale Dec. 1 to Dec. 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 21 and limited to five months from date of issue.

Finest Equipment. Standard First Class and Tourist Sleeping Cars and Dining Cars on all Through Trains. Compartment, Library, Observation Cars on "Imperial Limited" and "Atlantic Express."

3--Through Express Trains Daily--3

THE "TORONTO EXPRESS"

leaves Winnipeg daily at 22.40, making connections at Toronto for all points East and West thereof.

The "Imperial Limited" leaves Winnipeg daily at 18.15 and the "Atlantic Express" at 8.00 daily, making connections at Montreal for all points East thereof,

Apply to the Nearest C.P.R. Agent for Full Information.

CANADIAN PACIFIC

WESTERN EXCURSIONS

Single Fare

Plus $2.00 for the Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.

OUR ENVIOUS POSITION

in the Cocoanut Industry to-day is due to the fact that we have always maintained the same high standard of quality—irrespective of the existing conditions.

You occupy the same position in retail realms if people judge you by your goods, and you are careful to stock the best—such as

White Dove Cocoanut

W. P. DOWNEY

MAKER - - MONTREAL

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG

Mr. Grocer

If there is one canned fish a housewife likes for her table above all others, it is salmon—provided it is *the best.* Recognizing this, we decided to pack a line of the choicest fish procurable in the Fraser and Skeena rivers. This is how

Quaker Brand Salmon

originated. We are immensely proud of it and will absolutely guarantee it as the best on the market. This is the brand for you to stock to please your critical customers.

MATHEWSON'S SONS

Wholesale Grocers

MONTREAL

When you buy

Redpath

Extra Granulated Sugar, you secure the results of the latest process, of modern machinery, and of years of experience.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.



PURITY AND STRENGTH combined have made

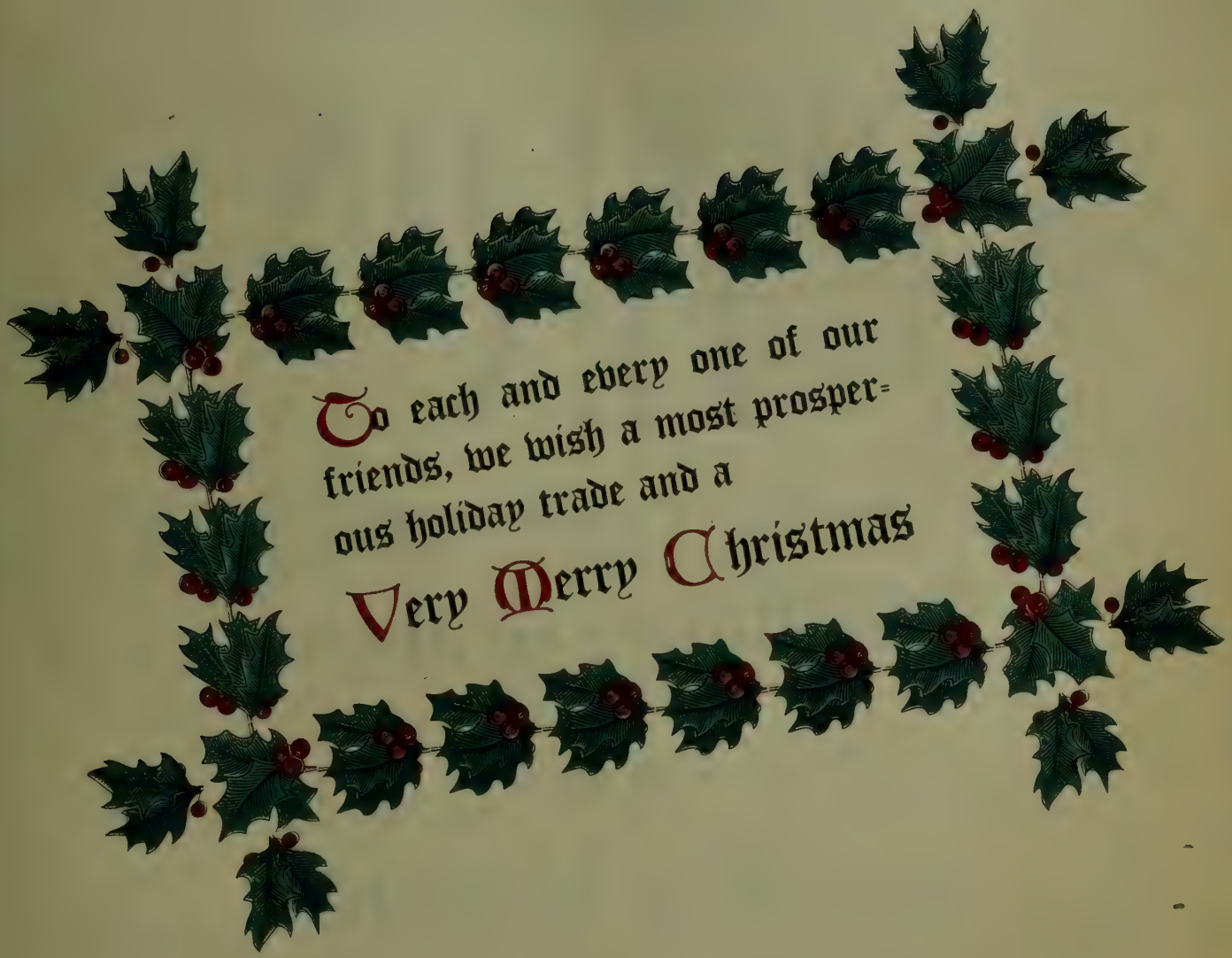
SHIRRIFF'S

FLAVORING ESSENCES

prime favorites with the economical housewife. This is a most profitable line for you to handle, and the goods are especially in demand while winter festivities are on.

See to your stocks.

The Imperial Extract Co., - 8, 10, 12 Matilda St. TORONTO



The
St. Lawrence
Sugar
Refining Company, Ltd.
MONTREAL

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Trade. And It Would Discourage Growing Fine Teas.

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR



LONDON, ENGLAND

Commands a Preference over all others.

IS THE BEST

Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
J. W. Snowdon, 413 St. John St., Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

KEEP IN THE FRONT

STERLING
Brand
PICKLES
and
RELISHES

¶ These are goods you can always recommend to customers with perfect safety

Made in Canada's greatest pickle factory—
of finest grown Canadian vegetables.

The T. A. Lytle Co.
Limited
Sterling Road :: TORONTO, Can.





CHRISTMAS SEASON

Fine Old English

Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.



A Merry Christmas to All of our Friends.

HOLLAND RUSK COMPANY
HOLLAND - - - MICHIGAN

A Merry Christmas



and a year of prosperity to every one of you in 1910 is the wish of

THE CANADIAN COCOANUT CO.
Makers of White Moss Cocoanut, : MONTREAL

The Richards Pure Soap Company, Manufacturers of Richards Pure Soap and Richards Quick Maptha Soap, extends to customers both old and new the Compliments of the Season and best wishes for a Prosperous 1910.

Good Holiday Sellers



Reindeer Coffee and Reindeer Cocoa

are each combined with Milk and Sugar and are ready to use.

No trouble to prepare
Just add Boiling Water.

HOW IS YOUR STOCK?

The Truro Condensed Milk Co., Limited, Truro, N.S.

For the Hearty Support
of the Trade
During the Year 1909
We Extend
Our Best Thanks
and
Wish One and All a Very
Merry Christmas
and
A Prosperous New Year

WHITE SWAN SPICES
and CEREALS LIMITED
TORONTO

Order Ewing's Herbs!

They possess that ever present quality which ensures steady sales. No matter what your requirements in herbs we can supply you. How is your stock of

Sage, Savory, Thyme, Mint, Marjoram?

Talk to Our Travellers or Write Us.

S. H. EWING & SONS 98 King St., Montreal
Also at Toronto

This Is the Bottle!



It contains the purest fruits garnered from the famous Niagara Peninsula, and scientifically packed by a firm that "knows how."

Goodwillie's

Pure Fruits in Glass

have a reputation for quality which is always maintained.

Your wholesaler will quote you prices : : : :

ROSE & LAFLAMME, Limited
AGENTS
MONTREAL and TORONTO

W. P. DOWNEY

(The "WHITE DOVE" Man)

Wishes to Each and Every Grocer

A Merry Christmas

and

A Happy New Year

Send Us Poultry

We will pay you highest market prices (no commission), and make prompt remittance for:

TURKEYS GEESE CHICKENS
DUCKS FOWLS

Must be A1 Stock — Reference: Any Bank

P. Poulin 30 Bonsecours Market **Montreal**

To our Customers and many Friends

We wish

A Merry Christmas

and a

Happy and Prosperous New Year

John Garvey & Sons

London, Ontario

Boston Baked Beans

your customers will appreciate the high quality of our Boston Baked Pork and Beans, plain and in tomato sauce, which line is in all sections proving a great seller.

Attractive Package Price Reasonable

Eastern Canning Co.

PORT CANADA, N.B.

Canadian Agents:—C. A. Chouillou & Cie, Montreal; Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.

We take this opportunity to wish all our friends a

Merry Christmas

and a

Happy New Year

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

The Experienced Housewife

appreciates what a wonderful saving of time and labor is effected by the use of

ASEPTO

Soap Powder

"The Enemy of Dirt"

For use with either hot or cold water, it is unsurpassed in getting the dirt out of clothes with the least amount of 'elbow grease.' ASEPTO is the housewife's friend, and she will be your good friend and patron if you sell her ASEPTO.

The Asepto Mfg. Co.

ST. JOHN, N.B.

BROOMS

We Make

Brooms of Quality

When next in need of this line

ask us for prices

We have the goods for household, mill, factory, warehouse and others .:. .:. .:. .:.

Capacity enlarged to

20,000

dozen per annum

Walter Woods & Co.

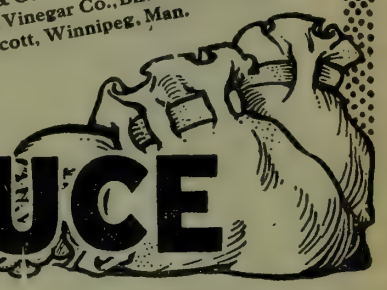
Hamilton and Winnipeg

HOW MANY CUSTOMERS HAVE YOU

who have not asked for H. P. Sauce? Our new extensive advertising is exciting a large demand and your customers are buying it--SOMEWHERE,

Wide-awake grocers are making a leading line of

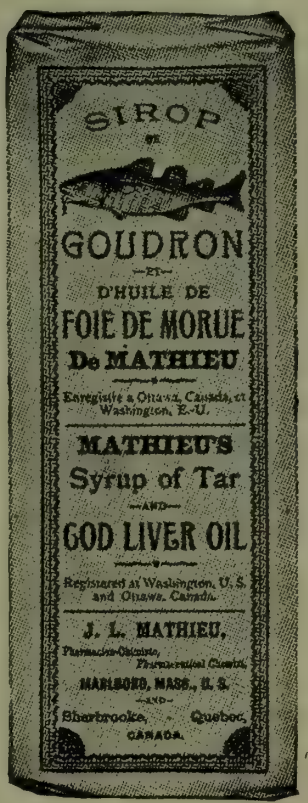
W. G. Patrick & Co., Toronto and Montreal
R.B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Birmingham, Eng.
W. H. Escott, Winnipeg, Man.



H.P. SAUCE

We extend to our Customers and the trade generally, the most hearty wishes for a Merry Christmas and a Happy and Prosperous New Year.

The Canadian Salt Co.
Limited
Windsor - - - Ontario



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

commends itself to dealers.

It has the double advantage of present popularity and future certainty.

Its popularity is due to the wonderful cures it has effected, as attested by thousands of testimonials.

Its future is assured because its history is one of steady and rapid growth.

Of all cough and cold cures none assure the dealer a greater certainty of immediate and future profits.

During Fall and Winter the demand will be continuous.

Keep well supplied and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE



ROWAT & CO.

Glasgow, Scotland

The house with the reputation for highest quality.

For many years known to Canadian grocers through

Rowat's Pickles and Olives

In future to be known as well as the makers of the famous

Paterson's Worcester Sauce

How are your stocks of these specialties?



AGENTS IN CANADA—Snowdon & Ebbitt, 325 Coristine Building, Montreal, for Ontario and Quebec; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.; Nicholson & Bain, Winnipeg, Edmonton and Calgary.

Your Business Barometer

will stand at "SET FAIR" if you are handling goods which bear the stamp of quality!

In no department is this of such vital importance as in your sardines.

You will have no anxiety on this score if you handle—

King Oscar
BRAND
SARDINES

the purest, sweetest and best packed fish on the market.

Canadian Agents

J. W. BICKLE & GREENING
(J. A. Henderson)
Hamilton - Ontario



By Special royal permission

Sardines That Sell

are those that have a guarantee on each tin!

Concord Norwegian Sardines

are finest small autumn fish only, packed, when freshly caught, in high grade oil. Each tin is provided with an extra cover for use after it has been once opened.

The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree.

CCC
Norwegian Canned Goods

Order from any wholesale grocer, and don't forget the name CONCORD.

LIST OF AGENTS:

R. S. McIndoe, Toronto; A. H. Brittain & Co., Montreal; W. A. Simonds, St. John, N.B.; Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.



New Home of the Ocean Mills



The Season's Greetings From Our New Factory



MR. O. LEFEBVRE
Proprietor

WE ARE NOW IN FULL POSSESSION OF OUR NEW AND MODERN FACTORY, AND HAVE GREAT PLEASURE IN EXTENDING TO OUR MANY FRIENDS THE HAPPIEST GREETINGS OF THE SEASON. ✻ ✻ ✻



For many years we have been selling to most of you the old reliable OCEAN BRAND Specialties. These goods appeal to you as old friends.

In our new factory we will be able to look after your interests better than ever. We have new lines coming out, about which we will tell you in due course, and we are going to make better OCEAN goods than ever before—if that's possible.

Keep in touch with us, that we may assist you in making 1910 a most prosperous year.

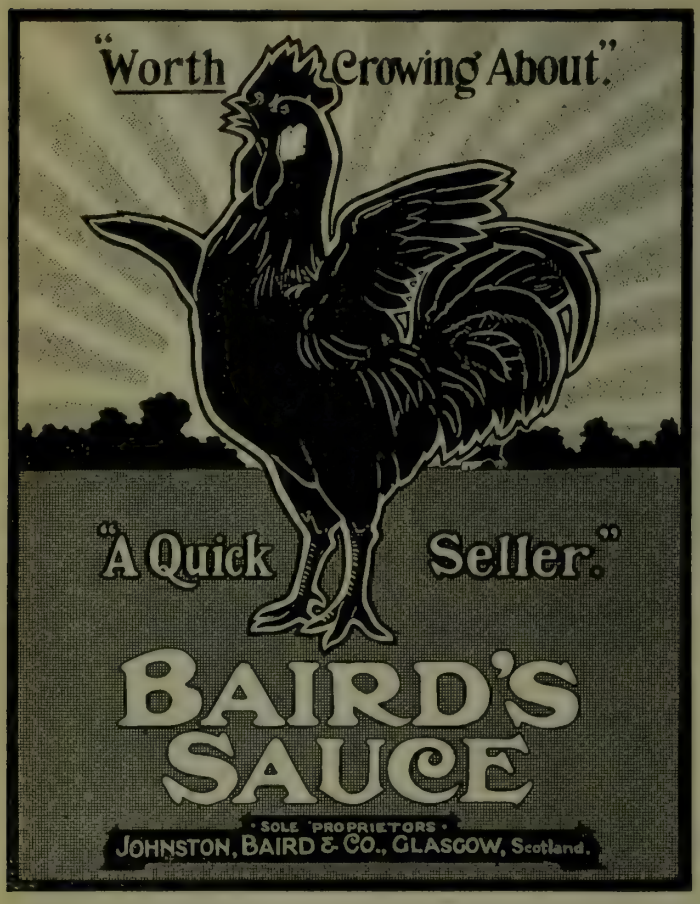
MAY YOURS BE A MOST HAPPY CHRISTMAS

Request us to send you our fine illustrated catalogue, just out. Tells all about our high-class specialties.



Agents: Toronto, Green & Co.; Hamilton, Norman D. McPhie; Charlottetown, J. J. McKinnon; Winnipeg, The Jobin-Marrin Co., Ltd.; St. John's, Nfld., The Lawrence Newfoundland Co., Ltd., and all wholesale grocers from Halifax to Vancouver.

OCEAN MILLS O. LEFEBVRE, Proprietor ✻ ✻ ✻ MONTREAL



10,000 Cash Buying Agents Wanted for

McCLUSKEY'S

REGISTERED

Original T'ETTE Tanninless Concentrated

TEA ESSENCE

In 6d, 1/- & 2/- Bottles.

Per Gross, 57/-, 108/-, 216/-, in 3-dozen cases, each size.

McCLUSKEY'S

Original Concentrated

TEA ESSENCE

In 6d. 1/-, 2/- & 2/6 Bottles.

Per Gross, 54/-, 102/-, 192/- & 288/-, in 3-dozen cases, each size.

Orders—TERMS, for United Kingdom, cash with order, is Carriage Paid. EXPORT, Continental, Colonial and Foreign remittance with order, is delivered free to any ship in United Kingdom port, by the Sole Inventor and Maker.

Patrick McCluskey

Manufacturing and Export Chemist

LIVERPOOL

An additional $1 worth of goods to each of Grocer's 7,000 readers:

If 7,000 of the best grocers in Canada held a meeting every week at Toronto, Montreal, Winnipeg or some other point, what would a manufacturer pay for the privilege of giving them a series of talks about his goods?

If this manufacturer was able to demonstrate the solid worth of his product, and show that it paid the dealers a fair profit, could he induce each one of them to buy an additional $1 worth of it in a year?

$1 worth of any manufacturer's goods would make a pretty small parcel. Yet multiply that quantity by the number of dealers and you find that it means $7,000.

There is only one way in which a manufacturer can address the 7,000 leading buyers of grocery lines every week. That is through The Canadian Grocer.

If he approaches his talks in this paper as carefully as if he were actually addressing a meeting of these buyers—says something worth while—do you mean to say that he could not make it worth many times what it costs?

A space this size costs $425 for 52 weeks, which means that a manufacturer using it could talk to about 10 good buyers for every cent expended. The value of the space to him would depend entirely upon what he said in it.

"MELAGAMA"

CEYLON TEA

At the close of this the most prosperous year in our history, we wish our many customers and friends

A Merry Christmas and a Very Happy and Prosperous New Year

MINTO BROS. - - TORONTO and BUFFALO



A Merry Christmas and a Bright and Prosperous New Year to you all.

Toledo Computing Scale Company, Limited

TORONTO

Our Meadow Cream Sodas not only sell, but they sell other lines as well. You stock a few cases and see for yourself. Our price is the same as that charged by others for biscuits not quite so good.

The W. J. Crothers Co., Limited

KINGSTON, - ONTARIO

LIPTON'S

BY SPECIAL APPOINTMENT

TO H.M. THE KING

TEA

YOU can make no better resolution for the New Year than that you will display and recommend Lipton's Tea during 1910.

In cash returns and the appreciation of your customers you will be doubly repaid.

To our friends in the trade we wish, in all sincerity, the compliments of the season.

Thomas Lipton

75 Front Street East,
Toronto, Ont.

A1 SAUCE

This sauce has been delighting the palate for 100 years, and is still giving a zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominent display and asking your customers to try it. Sample it yourself, though, first.



GENERAL AGENTS :

H. HUBBARD, 27 Common St., Montreal. THOS. O. BAXTER, 27 Front St. E., Toronto. R. T. TINN, 337 Hastings St. W., Vancouver.

We also make a full line of Meat Extracts, Essences, Soups and Potted Meats.

BRAND & CO., Limited, Purveyors to H.M. the King **London, England**

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Albert & Cie. 62
Allan, Robt., Co. 2
Allison Coupon Co. 11
American Tobacco Co. 58
Andrews & Munn. 44
Asepto Mfg. Co. 18
Aylmer Condensed Milk Co. 5

B

Balfour, Smye & Co. 6
Belden, R. B. 67
Benedict, F. L. 52
Bickle, J. W., & Greening. 20
Blue Ribbon Tea Co. 9
Borden Condensed Milk Co. 5
Bostock, J. J. 44
Bowser, S. F. & Co. 66
Brack & Co. 2
Brand & Co. 25
Bristol, Geo. & Co. outside back cover
British American Assurance Co. 66

C

Campbell Co., Jos. 7
Canada Maple Exchange 56
Canada Sugar Refining Co. 12
Canadian Biscuit Co. 54
Canadian Cocoanut Co. 15
Canadian Milk Products, Ltd. 56
Canadian Pacific Ry. 11
Canadian Salt Co. 19
Capstan Manufacturing Co. 53
Cargill, H. 56
Ceylon Tea Ass'n. 16
Champion & Slee. 15
Christie, Brown & Co. 53
Clare & Little. 2
Clark, W. 51
Clawson & Co. 2
Concord Canning Co. 20
Connors Bros. 65
Constant, H. 56
Cowan Co. 53
Cox, J. & G. 55
Crothers, W. J. 23

D

Davies, Wm., Co. 48
Dignard, Ltd. 53
Dominion Brokerage Co. 2
Dominion Cereal Co. 51
Dominion Molasses Co. 18
Dominion Register Co. 7
Dominion Warehousing Co. 2
Downey, W. P. 11 17
Duncan, W. W. 44

E

Eastern Canning Co. 18
Eby-Blain Limited. 3
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 45
Epps, James & Co. 56
Erb, Herman 44
Escott, W. H. 56
Estabrooks, T. H. 45
Evans, F. G., & Co. 44
Ewen, J. W. 56
Ewing, S. H., & Sons. 16

F

Fearman, F. W., Co. 48

G

Garvey, John, & Son. 17
Gibb, W. A. Co. 62
Gillard, W. H., & Co. 7
Gillett, E. W., Co., Ltd. 51
Goodwillie & Son. 17
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 12
Gray, Young & Sparling. 56
Greek Currant Co. 71
Guelph Soap Co. 59
Gunns Ltd. 48

H

Hamilton Cotton Co. 67
Hamilton Stamp & Stencil Co. 67
Hatton, D. 63
Holland, Rusk Co. 19
H. P. Sauce. 19
Huber Account System. 18

I

Imperial Extract Co. 12
Imperial Tobacco Co. 58
Irish Grocer. 2
Island Lead Mills Co. 70

J

James Dome Black Lead. 70
James, F. T., Co. 65
Jameson Coffee Co. 44
Jenkins Mfg. Co., W. A. 52
Johnson, Baird & Co. 22

K

Kemp, Ltd., Geo. 52
Kilgour Bros. 10

L

Lake of the Woods Milling Co. 57
Lambe, G. W. A. 2
Laundry Rubber Starch Works. 11
Leonard Bros. 63
Lipton, Thos. J. 24
Lytle, T. A. Co. 15

Mc

MacNab, T. A., & Co. 2
McCabe, J. J. 60
McClusky, Patrick. 22
McDonald, Gordon & Co. 68
McDougall, D., & Co. 58
McGreegor Specialty Co. 15
McIntosh, F. R., & Co. 44
McLaren, W. D. 6
McLeod & Clarkson. 44
MacLaren Imperial Cheese Co. 2
McWilliam & Everist. 60

M

Magor, Frank. outside front cover
Mahiques, Domenech. 17
Malcolm, Jno, & Son. 48
Marshall, E. A. 44
Mathewson's Sons. 12
Mathieu, J. L., Co. 7
Midland Vinegar Co. 19
Millman, W. H., & Son. 2
Minto Bros. 23
Montreal Biscuit Co. 56
Mooney Biscuit and Candy Co. 55
Morse Bros. 62
Mott, John P. & Co. 54

N

Nagle, H. 21
Napanee Canning Co. 71
National Licorice Co. 7
Nelson, Dale & Co. 54
Nicholson & Bain. 47
Nickel Plate Stove Polish Co. 70
Nishimura, S. T. & Co. 5

O

Oakville Basket Co. 66
Oakey, John & Sons. inside back cover
Ocean Mills. 11 21
Old Homestead Canning Co. 4

P

Pickford & Black. inside back cover
Poulin, P. 17

R

Richards Pure Soap. 16
Robertson, R., & Co. 44
Robinson, O. E., & Co. 62
Rowat & Co. 20
Royal Polishes, Ltd. 70
Ryan, Wm. Co. 48

S

St. Charles Condensing Co. 10
St. Lawrence Sugar Refining Co. 13
Salada Tea. 9
Sanitary Can Co. inside back cover
Scott, David, & Co. 60
Sealshipt Oyster System. 63
Sherbrooke Cigar Co. 59
Smith, E. D. 10
Smith & Schipper. 56
Snap Co., Ltd. 6
Snowdon, J. Walter. 11
Sprague Canning Machinery Co. 58
Spratts Limited. inside back cover
Stewart, I. C. 11
Storage and Transfer Co. 10
Stringer, W. B. 61

T

Thurston & Braidich. 45
Tippet, Arthur P., & Co. 1 8
Toledo Scale Co. 23
Toronto Salt Works. 58
Truro Condensed Milk Co., Ltd. 16
Tuckett, Geo. E., & Son Co. 59

V

Vavasseur, J. H., & Co. 54
Verret, Stewart Co. outside back cover
Victoria Fruit Exchange. 44

W

Wagstaffe, Limited. 15
Walker Bin and Store Fixture Co. 66
Walker, Hugh, & Son. 61
Warren, G. C. 2
Watson & Truesdale. 2
Webb, Saville E. 2
Weese, G. Wallace. 2
Western Assurance Co. 66
West India Co. 44
Wethey, J. H. outside back cover
White & Co. 61
White Swan Spice & Cereals, Ltd. 17
Wilson, W. Harry. 44
Wiseman, R. B. & Co. 72
Wood, Thomas & Co., Ltd. 70
Woodruff & Edwards. 67
Woods, Walter, & Co. 18

Y

Young, W. F. 66

Planning a Building to Get Low Insurance Rate

Why Architects Should Confer With Competent Insurance Men — Instances Where Savings Well Worth While Have Been Brought About—Avoid Carelessness in the Store—Watch Negligent Tenant.

When a merchant or manufacturer, at an expenditure of $500, reduces his fire insurance rate by 28 cents on every $100 of his $30,000 policy, he has all of the elements of a good investment if he will only look at it that way.

"There are many business men who feel that, to investigate their own interests in the matter of insurance, is only courting additional expense," said an insurance man to The Canadian Grocer. "It is easy for them to ascertain that such an attitude is certainly not to their advantage.

"The same may be said of the insurance man who considers that conditions which maintain high premiums are the more desirable. The agent who knows his business, that his people are getting good value for their money, that they are fully aware of the weak spots in their risks and what they must do to improve them. The agent who takes the greatest interest with the object of bringing about improvement of risks where possible, even though premiums may thus be reduced, and not be afraid of competition. He will show the business man that significance of the good and bad risks, not only in their individual application, but also to the community—from an insurance standpoint."

The Agent's Duty.

The above statement coming from an insurance man is important, since it indicates that it should be the agent's duty to afford the insured every facility in posting himself upon details of his risk and rate.

Inquiry by this paper goes to show that there is greater investigation in this matter at present than ever before. In some of the larger towns and cities considerable reduction in rates have been brought about as the result of conference between insurer and insured. In every case reductions in rates have followed recommended changes, and these have always made for improvement in premises.

One instance in particular may be cited. Prior to changes a merchant had a rate of 93 cents. He figured that this was rather high and consulted an insurance agent. The building was inspected. It was recommended, as a result, that his freight elevators and stairs be properly enclosed, and the entrance to cellar protected. He had this done and his rate dropped from 93 to 72 cents. Then he installed pails and a stove-pipe and roof hydrant, and his rate fell to 65 cents, or a saving of 28 cents on every hundred dollars' worth of insurance. This, considered in its proper relation to outlay, was well worth while. There are many such instances.

One thing should always be borne in mind by merchants or manufacturers when about to remodel their old premises or build anew. Plans should be submitted to a competent insurance man in order that the essentials of low insurance rates be not overlooked. Too often is it the case that after a fine building has been completed, the owner has found that he has not done himself justice in this particular.

In striking the rate, the insurance man figures upon merits and demerits as compared with requirements in a standard building. This is one having walls of brick or stone (brick preferred) not less than 12 inches thick (one and one-half bricks) at top storey, 16 inches if stone, extending through, and 12 inches above roof in parapet, coped, on all sides, and increasing four inches (one-half brick) in thickness for each storey below to the ground, or of an equivalent average thickness, the increased thickness to be utilized for beam ledges, or wall corbelled to provide same.

Elevators and stairways cut off by brick walls, or by concrete plaster on metallic studs and metallic lathing, continued from basement up through roof, communication at each floor protected with approved tin-covered doors or metal doors with wire glass if lighting is necessary; sills to be incombustible, skylight over elevator to be of thin glass with approved wire guard over; all weights, cables and other elevator connections except motor to be enclosed in elevator shaft; skylights not permitted unless of wired glass set in metal frames; floor lights to be not less than ¾ of an inch thick; windows and doors on front, sides or rear of building, when exposed, to be protected by approved tin covered doors and shutters (shutters must be arranged that they can be opened from outside), or wired glass in metal frame, or a water curtain. Windows are exposed when within 100 feet of another building.

Heating by hot water or steam at low pressure.

Lighting by gas with rigid fixtures.

Interior finish, open, or lath and plaster, or metal.

Wood or other combustible finish prohibited.

Where departure has to be made from these requirements, the builder will not be safeguarding his own interests if he fails to ascertain the best possible substitute.

Negligent Tenant.

Owners of leased buildings should see to it that their tenants understand the penalties which attach to carelessness in disposing of refuse. Not long ago a serious fire started in a large clothing establishment in Toronto. The inspector visited the place, and there was no way to account for the blaze; it was finally attributed to a live wire. This is a somewhat uncontrollable thing, but in an adjoining room the inspector found a pile of stove ashes. The tenant had no explanation. He had been too lazy or too busy to cast the stuff out and what the inspector said to him was a shame. While the cause of one blaze was undiscoverable, that which might have brought the fire to the scene again at any time, was found in another part. It is carelessness which makes much of the protective equipment necessary.

Regular inspection of his building by the merchant is a good plan by which to safeguard against negligence of employes. Back yards, bottoms of elevators, cellars, window recesses, dark corners, combustible materials left unprotected—all of these things and scores of others must come under the managerial eye. Warning notices should be posted up where necessary. Little things may easily make big totals in the insurance account.

SUGAR USED AS A LURE.

John Lyle, London sugar refiner, was in America last week and in connection with sugar in England is quoted as saying: "The refiners are doing better than they were a few years ago, as under the present Brussels Sugar Convention the trade has been steadied and we have a better chance of living without having to meet the competition of bounty-fed sugar. The Greenock, Liverpool and London refineries are supplying the British home demand, which amounts to eighty pounds per capita yearly, reckoning up the consumption of sugar in every form of manufacture. There is a growing desire for the crystal and white sugars and diminishing use of the yellow sugars, though these have a taste favored by large portions of the population. As is the case over here, the grocer treats sugar as an article on which he expects little profit. He gets that from tea, currants or other articles, while sugar is used as a lure with cheap prices."

The death of Andrew J. Stewart, founder of the A. J. Stewart Co., manufacturing confectioners, occurred at Owen Sound, last week.

The Abenakis Mineral Springs Co., Arthabaska, Que., is a new company with a Dominion charter, organized to carry on business as dealers in aerated or other mineral waters. Those interested in the incorporation are: D. H. Pennington, Lyster, Que.; J. J. Connelly, Island-Pond, Vt.; G. L. Hume, Sherbrooke, Que.; W. E. Watt, Richmond, Que., and Henri Jodoin, of Arthabaska, Que.

Need of Giving Information in Writing Ad. Copy

Something Should be Included to Gain the "Point of Contact" of the Prospective Buyer—The Good Points in the Accompanying Ads. and Suggestions for Improvements—The Quoting of Prices a Good Feature.

By Jas. Thompson.

While many improvements have been made by retail grocers in writing copy for their newspaper advertisements, there is plenty of room for a great many to produce better results. This will be seen from the accompanying cuts of ads., which have appeared in Canadian papers. Some of them have been written with care and with the thought of the best possible results in mind, but the same can scarcely be said of the others.

The A. D. Ingraham ad. has been reduced from a space 5 inches by 4 inches in dimension, which it occupied in the two places. A talk calling attention to the fact that the holiday season was here would strengthen the ad.

Kirkup & Wilkie are a Fort William firm and are good writers of ad.-copy. Their talk in the accompanying cut is a splendid one, but the whole ad. might have been improved, if the attention of the reader had been called to some definite grocery article or two with prices given.

Corey's ad. from the Brantford Expositor, lacks "sociability." There is

Both A. L. Campbell and Robson are Lindsay, Ont., grocers whose ads. appeared in the Daily Warder. The former is nicely set up, with splendid talks and may be considered a well-written ad. A few prices might have made it more effective.

The oyster ad. of Robson's is good. The information such as conveyed by explaining what "drunk" oysters are is something that enlightens the reader and makes her more intelligent in her purchasing, and hence in the discharge of her household duties. She feels that she has improved her mind and will feel disposed to patronize a grocer who knows something about the goods he sells.

EXPORT NEWS.

It would be a very good idea, according to G. A. Harris, Canadian Trade Commissioner at Yokohama, Japan, if the manufacturers of flour, pulp, con-



Reproductions of Seven Grocery Advertisements taken from Canadian Newspapers

Sydney, C.B., Post. While the ad. has some good features about it, such as the quoting of prices, and the symmetry of its make-up, the talks might have been made more convincing as: "We have just received a few lines of fresh dried fruit in advance, which will equal if not excel in quality, anything in town—and we bought them at the right prices. Here is what we offer."

The Lacroix ad. appeared in a space 2¼ x 4¼ inches in the Quebec Telegraph. The feature of it is the quoting of prices. The space used at the top for the grocer's name might have been utilized to better advantage. Since the name appears below, it is hardly necessary in hardly anything about it, to gain the "point of contact" between advertiser and prospective purchaser. Should a woman enter a grocery store and ask about nuts, the good salesman will not likely say: "Almonds, 15c; walnuts, 15c, etc.," but rather something like this: "We have some splendid fresh almonds with which we are sure you will be pleased, at 15c per lb." He thus gains the interest of the purchaser and she is much more likely to buy, especially if she can purchase almonds somewhere else at the same price or a little cheaper. The same may be said of the R. A. Dutton ad. although the latter lacks the price quotations.

densed milk and any other small article that would be salable there, would send samples and prices to that office. In a great many cases, while the Japanese people prefer Canadian goods, they are obliged to take other lines, as there is no one there who can furnish them with samples and prices. As a general rule, when they wish to purchase these articles the order is placed at once. They cannot wait for further correspondence with manufacturers or until the agent writes to Canada.

If these prices and samples were available in the office at Yokohama more business could be done between the two countries.

Practical Methods Used in Retail Grocery Stores

Merchants Making Use of Circulars to Sell Christmas Goods—A window Floor Made of Tile—Western Merchant Doesn't Like too Much Buying on Instalment Plan—Woodstock Grocer Believes in Attractive Store Fronts.

Christmas Circular Brings Trade.

Port Hope, Ont., Dec. 22.—McKenny's Grocery got out a Christmas season circular in November, which the proprietor found to be exceedingly valuable. The circular was placed in every home in Port Hope and improved the business greatly. While it might have been set up in the printing office a little more attractively, the talks given were splendid.

At the head of the page were the words: "Good, Better, Best," and in the next two lines, "We never let it rest until our good is better and our better best. Quality right, price right and our service right at McKenny's Grocery." On one side of the list of goods with their prices in a narrow column are the following talks: "The Christmas store now at its best—the wise and considerate are doing their Christmas shopping now—Are you among them?—Our stock is full, fresh and complete," and on the opposite side the words: "See our window this week—goods are sold at this store for what they are and at the value their quality justifies."

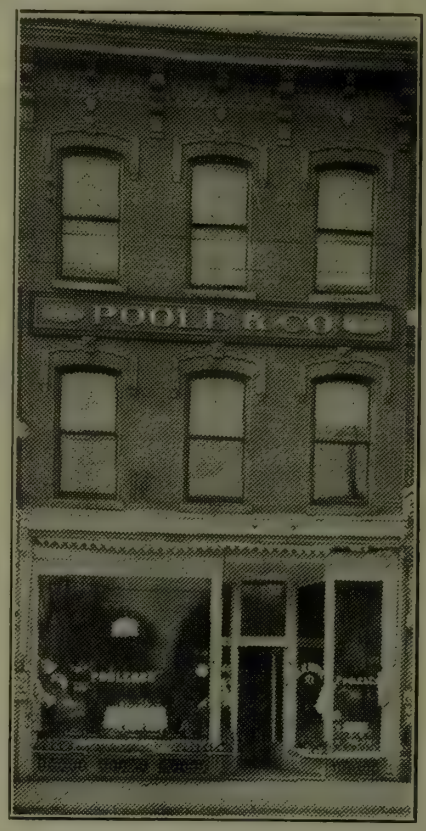
Handsome Christmas Circular.

Vernon, B.C., Dec. 1.—In order to attract Christmas buyers to his store, W. R. Megaw, general merchant here, got out a handsome four-leaf circular nicely illustrated in red and green, particularly the front page. This has a pretty wreath of holly half-way around and a cut of a little girl reaching up to a shelf on which is Christmas turkey. The paper used is fine linen, making the appearance all the more attractive. The two inner pages are taken up in giving the store news regarding groceries, oysters, fruits, confectionery, fancy china, etc. The introductory paragraph reads:—"Once again we are ready for the holiday season with the choicest range of fancy groceries the world's markets had to offer. When you see this selection you will appreciate our good luck in securing that class of goods particular people want. Everything for the puddings, pies and cake, and the dining table, is here in great variety. Everything of the highest quality, choice, clean and fresh, and you will find our prices right. Your orders will receive prompt and careful attention whether you call in person, telephone or write."

An Attractive Store Front.

Woodstock, Ont., Dec. 22.—The aggregate grocery trade of Woodstock is not as large as it was a few years ago, but the business of Poole & Co. increases steadily. This is pretty good evidence that Mr. Poole is a shrewd and successful merchant. He is a man still on the sunny side of life's peak, vigorous and progressive. The store staff consists of seven clerks in addition to the office staff and there are two delivery wagons.

Mr. Poole does not conduct a school for grocers, but it is one of his characteristics that he is a keen judge of men and boys and some of the most capable young grocers in Ontario received their training in his store. One of the brightest of them is his present head clerk.



Cut Showing Front of Store of Poole & Co., Woodstock, Ont.

Jas. McCallum. The accompanying picture shows the front of the store building. In addition to groceries, Poole & Co. conduct a crockery and china business that is quite as successful in its way as the grocery.

Buying on Instalment Plan.

Portage la Prairie, Man., Dec. 22.—"It does not pay to lay out too much every week on the instalment plan," remarked a grocer the other day. "Many retailers buy most of their fixtures in this way, and think they save by so doing. To begin with they pay a fancy price for any articles bought in this way. If they would stop to think, it would be very evident that the man who allows long time payments cannot sell as cheaply as the one who sells for cash or on 30-day credit. Ten dollars a week here, another there, and a third somewhere else means a heavy weekly drain that is sure to tell in the end."

Window Floored With Tile.

Dundas, Ont., Dec. 22.—R. Clark having recently purchased the residence of the late Dr. Howard, has had it remodelled, making a comfortable dwelling house and a convenient grocery store. The show windows are fine in appearance, the floors being of tile, laid in cement, in which there will be a fountain spray, where all kinds of vegetables will be kept fresh and clean. The entrance will not be finished for a while, but will be made with inlaid mosaics, when the weather will permit. The interior is handsomely finished, and the fixtures made to order, are up-to-date.

Dresed in Holiday Garb.

St. John, N.B., Dec. 22.—The retail groceries are now all resplendent with fancy paper draperies and greening and Christmas chinaware and crockery, fancy confectionery, fruits and nuts occupy conspicuous positions. Many of the window displays are tastefully arranged with these goods.

Central Delivery at Leamington.

Leamington, Ont., Dec 22.—Though the fact is not generally known, Leamington has for upwards of a decade possessed a general delivery system, similar in some respects to those which have of late received considerable notice through the columns of The Canadian Grocer. The main difference is that the local system is a privately owned one, instead of being co-operative.

The system was inaugurated on April 17, 1899, by Charles Scratch. When he started he delivered for two stores and had one rig. At the time of disposing of his business a few days ago to Wm. Kewen, of Blenheim, he delivered for all the concerns in town, but two, and had three rigs constantly employed.

Mr. Scratch's rigs started on their rounds at 8 a.m., and continued often till 11 o'clock at night. Each of the merchants paid a small sum weekly. The scheme has been very successful, and though the number of articles delivered has run away up into the tens of thousands, few errors have been made.

Curiosities in Windows.

Chatham, Dec. 22.—There is no window display, no matter how attractively devised, that can draw such a crowd as one live animal or a curiosity. This fact has been demonstrated here time and again.

Some time ago a merchant who put on a stock food display put in the window a hen and a brood of newly hatched chickens. From dawn till dark and away into the night, there were always people congregated in front of the window watching the chickens. A recent hunting display in which a couple of Belgian hares figured, produced similar results.

Quite a number of merchants make a practice of putting in their windows, articles in the curio line. A big potato, an old military medal, an ancient book, or something of a similar nature will often find a small corner in a window, and will excite an amount of attention which would never have been given to the real window display, but which helps to bring the latter before the public. One merchant here invariably shows the latest work of a local artist, who possesses national prominence; and these paintings always have one or two admirers looking at them.

While there is no immediate profit in the showing of articles of this sort, which usually have nothing whatever to do with the business carried on inside the store, nevertheless, they help to attract attention to the business itself. Of course, discretion should be used in the exhibition of curios. The skull of some bygone Indian chief does not, for instance, add to the attractiveness of a grocery window.

Another General Delivery.

Lindsay, Ont., Dec. 22.—A local carter has decided to inaugurate a central delivery system in Lindsay, and it is understood that a number of grocers are included on his list. It is his intention to make three trips a day to various parts of the town and the whole delivery system will be along lines similar to those in force in the town of St. Mary's. It is expected that this will prove beneficial to those who will have their parcels delivered.

Politeness in Telephoning.

Montreal. Dec. 21.—In talking over some of the best methods of holding customers with Murphy Bros.' manager of their St. James Street store, he said he knew of no quicker way to lose one than to be impolite over the phone. Instructions to their clerks on this matter were very explicit. No impoliteness would be tolerated, no matter what the provocation.

Sells Only Two Kinds of Tea.

Hartford, Ont., Dec. 14.—Only two kinds of tea are sold by R. J. Thomas, of this village. He handles his own bulk tea at 30 cents per pound and a good package tea. Mr. Thomas regularly publishes a circular in his own establishment, and advertises his teas to the public.

Gave a Convincing Talk.

Peterboro, Ont., Dec. 22.—The following reader, advertising the goods of J. M. Donovan, a local grocer, ran in the newspaper here and, according to the proprietor, brought good results:—

STOP IT!

You're grumbling about the scarity of eggs and the inferior quality of butter. I have all the eggs you want, and as for butter, well, there's no better in the city. I can give you a fine butter for 25c. a lb. Phone 652, or better still, call around to the Collegiate grocery, corner of Aylmer and McDonnel and be convinced that fresh eggs and good butter is not as dear and scarce as you think. We have many other toothsome dainties for the Christmas trade. Pure raw sugar for your Christmas cake, and all goods in this store will be found to be of first class quality and at prices you can't complain of, and where you will find courteous clerks and prompt attention shown to all.

While opportune I wish to thank my many customers for steadily patronizing me during the past year, and also those who have in the least given me a share of their trade. I wish each and all of you a merry and joyful Christmas and many returns from the incoming 1910.—Yours truly,

J. M. Donovan.

The talk given by Mr. Donovan on butter, eggs, etc., is a good one and because of its convincing characteristic it sold the goods.

The Whistling Salesman.

Richmond, Que., Dec. 21.—Referring to the question as to how salesmen should act in the store, a Richmond grocer did not believe that they should go about whistling.

"If you have ever allowed it," he remarked, "you may have noticed the peculiar expression of a sensitive lady, who hears the operatic performance in A flat of some musically minded clerk. It doesn't do any good, and may do considerable harm."

A Tea House Window.

Chatham, Ont., Dec. 21.—A rather novel display has occupied one of the windows of the local branch of Bradley & Sons, during the past week, and has attracted much notice. It is a tea house, the entire house being constructed of packets of tea. The house itself is aoout six feet in height and occupies the larger part of the show window. It has gable roof, and two chimneys, together with spaces to represent doors (with steps leading up to them) and windows, the latter having mica instead of glass and being draped inside with miniature curtains. At the rear, the window is walled off to a height of a foot or more with tea packets, while the lawn about the house is represented by loose tea leaves, green tea representing the lawn itself, while walks leading up to front and side doors are marked off with black tea. A couple of potted ferns represent trees. At night an incandescent light suspended inside the house adds immensely to its home-like aspect. A small doll sits in the front doorway.

Put Yourself in Customer's Place.

Hamilton, Ont., Dec. 21.—"Do you know what I find the great difficulty in preparing attractive advertising?" remarked a grocer the other day. "It is, that I cannot, honestly cannot, feel sure that the advertisement which appeals to me as convincing, will appeal in the same way to the man who reads it. The only remedy I find is to put myself, mentally, in my customer's place; and that is why, when things are a bit quiet, I like to get out among the people and talk groceries to them—or rather, lead them to talk groceries to me."

This point is one which the seller should bear in mind. When he is writing an advertisement or designing a show window, he should try to imagine how his words will appeal to the newspaper reader or the chance passerby.

No fact is oftener lost sight of than that the buyer of goods approaches the act of transacting business in a different frame of mind from the seller. The customer's point of view is by no means the same as that of the merchant. The latter is familiar with the good points of his store and his stock. He forgets that to a majority of the public these good points are still news. Things which he never thinks of, which familiarity leads him to suppose the man in the street is taking for granted, will be entirely new to the latter. Hence, just because he thinks that his customer is familiar with them, the merchant often fails to make use of what would prove his most convincing arguments. Further, the argument which to the grocer's trained mind would be convincing might in all likelihood repel the purchaser. Such is known to have been the case.

Thus it will pay every merchant to spend a little time in looking at his business from the customer's point of view. His advertisements will probably be more appealing, his window displays more effective, and his whole store management may undergo radical changes as a result.





SAMUEL J. MATHEWSON.
The President, whose Absence was Due to Illness.

Commercial Travelers Make Merry

Staff Correspondence.



TREAS. MAX MURDOCK.
One of the Busy Men at the Banquet.

Montreal, Dec. 22.—Three hundred and fifty travelers gave themselves up to the enjoyment of "annual banquet night" at the Windsor Hotel, Montreal, on Monday evening, Dec. 20th. Loyal members of the Dominion Commercial Travelers' Association, were they, members of a society which in these days is growing as fast as the population of the Northwest. Acting chairman vice-president J. Bevans Giles, in his remarks, called attention to the 400 new members who had joined during the year—and he never turned a hair in making the statement—and those who know him will understand why he did not. Friend Giles simply has to be economical in some things.

But it was a grand night, with a supplementary grand morning, and no one felt that there could have been greater bliss provided.

President Was Ill.

Only one damper was cast on the enjoyment of the evening, and that was the absence of the president, S. J. Mathewson, who, at the last moment, was taken ill, and ordered to bed. He was greatly missed, for his humorous remarks the previous year, and his witty introductions of various speakers made a name for him as a chairman and toastmaster a year ago. Numerous expressions of regret were heard on all sides.

To get down to a report of actual proceedings, perhaps it would be well to describe the geographical lay out of the Red Dining room of the Windsor, and its occupants, and to trace the source of the streams of eloquence usually called "flow of soul" by enterprising newspapermen who have been taking care of other flows—and not ice water floes at that.

As previously inferred, Bev. Giles acted as chairman, being in the central seat of the guests' table. He was bounded on the north and the south by Bordens, Sir Frederick on the right and R. L. on the left, while to the east, in front of him, he beheld the "flower of the association," seated in groups of six and eight at tables whereon were served the viands and pictures of our old friend Cap. Bernier. To the rear of the worthy chairman was located the door provided for the escape of innocent spectators in the event of the political nature of speeches delivered arousing the fighting blood of muscular followers of our parliamentary leaders on both sides of the House. This wise precaution on the part of the Dinner Committee is to be commended.

Max and the Explorer.

It appeared, after a casual glance around, as if that tireless worker Max.



BRUNO TRUDEL,
One of The Directors of The Association

Murdock, the treasurer, was rusticating in the refreshment parlor in the basement, but a second look disclosed him seated next to Captain Bernier, whom he was endeavoring to influence for some purpose or other. Some stated that he wished the Captain to organize a branch of the Association in the Artic circles, but those who best knew the treasurer were convinced that he simply desired to have Bernier join the St. James Literary Society.

As for Bill Egan, we didn't exactly lose him, for we could always see him towering head and shoulders above everyone, but it was almost impossible to talk to him. He was very busy, with the accent on the very. Where he sat during the greater part of the evening no one knew. He was seen occasionally to whisper advice to R. L. Borden, whose speech was, as a result, a masterpiece.

Missionary Life.

Sir Frederick Borden, the first speaker, sent everybody into the seventh heaven of delight, made every man present feel he had wings sprouting, by stating as his opinion of the commercial traveler, in a few words, that he was the ideal missionary. He tumbled his listeners from the seventh floor, and caused the wings to "ingrow," however, in the next breath, explaining that he referred to trade when he applied the term missionary. The compliment was accepted with thanks, however, inasmuch as its truth was recognized. Proceeding, he called the traveling man a disseminator of ideas, which was further gospel, for the average commercial man of to-day is a man of higher intelligence and broader ideas than most other average men following a different trail to the grave. Sir Frederick told his listeners something about the policy of the Government in the matter of defence, and everyone was greatly interested, for no more patriotic Canadian exists than the traveling man who has been over the Dominion and recognizes what a magnificent country we have.

Lead the Boosters.

Hon. Frank Oliver told the boys that they were the only true and ever-existing optimists. Their spirit of optimism,

he said, had done as much as anything else to build up the west. He claimed credit for the west for the origin of the expression in vogue in that portion of Canada, "It's cold, but you don't feel it."

Hon. Jacques Bureau put in, among other things, a good word for the hotels in Three Rivers. There are some good ones there now. Hon. Jacques did not say that the spectacular fire in Three Rivers several months ago was arranged with a view to securing for Three Rivers more than one first-class hotel. Doubtless this, though, was in his mind. The boys who cover Quebec Province are not sorry that there are now more good hotels in the little city.

R. L. Borden, the Conservative leader, was given the glad hand when he arose. He knows about as well as any speaker how to tell a lot of men what fine fellows they are, without saying it in just those words. His address was interesting and well received.

Cheer up the Weary.

F. D. Monk was given a reception which proved that he was also considered a good fellow. He remarked that he had frequently run across traveling salesmen in his own journeyings, and they had cheered him and encouraged him in his work. One does need and appreciates some cheer and encouragement when those "dry" towns are encountered when navigating the stormy political sea. Travelers certainly are a man's best friends.

Max Murdock found time, despite his many self-imposed duties, to propose the toast, "Our Guests." He did it nobly and well. Judge Lafontaine, Ald. Carter, R. C. Smith, Henri Bourassa and Captain Bernier responded. His Lordship referred to the excellent system of technical education being introduced in Quebec Province. R. C. Smith made a stirring and patriotic speech. Ald. Carter, who represented the Mayor, and who has been doing great work toward securing the enactment of a by-law for the early closing of saloons, made a neat address.

Of Henri Bourassa we cannot say too many nice things, since he is soon to be confrere, through the establishment of a new daily paper. But he made a speech in which he said much, and gave his auditors what he called the French-Canadian side of the Defence question.

The Gum-Drop Market.

Captain Bernier made a distinct hit. He was introduced as the greatest traveler in Canada. Becoming reminiscent he related his early struggles in the north, when he was in the "retail" business, annexing for Canada small sections of ice floes and islands of 22,000 square miles or more in extent. Latterly, as traveler, he had been doing some "wholesale" business, having taken possession of one piece of country of an area of 500,000 square miles. He cordially invited the boys to spend their week ends on Melville Island, but suggested bringing a gun along in all parties over five. Speaking of trade prospects in the north he said that there was room for great expansion in the distribution of old bonnets and gum-drops. Someone asked him about Cook, and the Captain carelessly replied, "Cook is an uncharted rock. We haven't placed a buoy on him yet."

Some of the Workers.

Everything considered, the dinner was a huge success. All praise is due to the dinner committee, of which W. J. Egan was chairman, and the following gentlemen the other members: A. J. Brown, P. H. Burns, A. Chaput, F. S. Cote, E. Daoust, J. A. Dawson, L. Decelles, J. T. Dwyer, A. M. Ellicott, J. B. Giles, H. Langelier, J. O. Laporte, D. M. Lefebvre, H. M. Levine, S. J. Mathewson, Major J. T. McBride, Max. Murdock, Luke F. Moore, F. N. Picard, Chas. Petrie, Bruno Trudel, R. C. Wilkins, I. Stuart Wotherspoon, S. Woods, John E. Wright, H. W. Wordsworth, secretary.



LUKE F. MOORE,
A Director of the D. C. T. A.

Salted Almonds.

J. O. Laporte distributed good smokes on behalf of J. M. Fortier. They were much appreciated.

Bruno Trudel, an old traveler himself, and now manager of the tea department of Chaput Fils & Cie., did his share to keep the ball a-rolling. He is a new director, and a good one. He has been associated long enough with good fellows to make him a prince of entertainers at a table.

Our friend Kusanobu was there again this year, accompanied by the genial "W. H." Halford, also a partner in the firm of Nishimura & Co. Both are the right kind.

That Maraschino Punch was great, but how the taste did linger! Ask him who knows.

A neat box of chocolates was presented to each one fortunate enough to be near the "passer-out."

A. P. Tippet, and his trusty right-hand man, of military renown, Col. Schneider, were seen in earnest conference with one politician. The inference is that Cox's gelatine will soon be used exclusively in Government circles in Ottawa.

Luke Moore was not there. He was on a trip he could not postpone. Too bad. Luke is a fine fellow, and a decided acquisition to a gathering of any kind. He is another new director of the association.

"C. W." forgot his latch key and took home a bottle opener. Hope he got in without trouble.

Charles Gurd, one of the guiding stars of the association was present, as usual. His sound advice is freely given whenever requested, and is invaluable.

MUTUAL BENEFIT OFFICERS.

Toronto, Dec. 23.—The President of the Commercial Travelers' Mutual Benefit Society for the coming year is Mayor Oliver, Toronto. The annual nomination of officers took place on Saturday at St. George's Hall, Toronto. The other officers elected were vice-president, Robert Maxwell; treasurer, H. Goodman; Toronto trustees, John Gibson, R. G. Hector, C. T. Parsons, S. R. Wickett, S. M. Sterling, A. J. Tipping, Robert Forbes, John Burns, and W. T. B. Laurie. All the trustees for outside points were also elected by acclamation. Since this society was formed thirty years ago over half a million has been paid in death benefits to widows and orphans of the members.

OFFICERS RE-ELECTED.

Quebec, Dec. 23.—The Quebec Commercial Travelers' Association held their annual meeting last Saturday. Officers were elected for the ensuing year. No changes were made, all former offices being re-elected. They are as follows:

President—Jos. Poirier.
1st Vice-Pres.—Jos Cote.
2nd Vice-President—Ovide Hamel.
2nd Vice-President—G. Van Felson.
Secretary—Arthur Tremblay.
Assistant Sec.—Almazar Richard.
Treasurer—Jules Lanonette.
Directors—G. C. Giguere, P. Tremblay, A. Morency, E. Lemieux, Louis Trepanier, George Simoneau.

The annual report showed that the finances were in a very prosperous state.

A fire in the plant of the Dominion Tobacco Co., Montreal, did damage to the extent of about $6,000, last Tuesday morning. It was covered by insurance.

C. S. McGillivray, government inspector of canneries, has been inspecting those in Quebec and the Maritimes. He finds conditions satisfactory.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng

OFFICES

CANADA—
MONTREAL - - Rooms 701-702, Eastern Township Bank Building Telephone Main 1255 J. J. Gallagher
TORONTO - - - - 10 Front Street East Telephone Main 7324 W. H. Seyler, Manager
WINNIPEG - - - 511 Union Bank Building Telephone 3726 F. R. Munro
VANCOUVER - H. Hodgson, 11 Hartney Chambers
ST. JOHN, N.B. - - - - - W. E. Hopper

UNITED STATES—
NEW YORK - - - - - R. B. Huestis Room 1109-1111 Lawyers' Title, Insurance & Trust Co. Building, 160 Broadway, New York, N.Y. Telephone, 1111 Cortland.

GREAT BRITAIN—
LONDON - - - - - 88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim

FRANCE—
PARIS - - - - - John F. Jones & Co., 31bis Faubourg Montmartre

SWITZERLAND—
ZURICH - - - - - - - Louis Wolf Orell Fussli & Co.

Subscription, Canada and United States - $2.00
Great Britain, 8s. 6d. - - Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

HERE'S TO YOU.

The Canadian Grocer extends to its many readers a Merry Christmas and wishes them continued prosperity in the years to come.

That the past year has been one that most Canadians will look back upon with pleasure, needs no elaboration. Farmers have garnered big crops, mechanics have worked overtime and merchants generally have done a business which equals if it does not excel any previous year.

The Canadian Grocer has shared in the betterment in conditions which have been the outstanding features of the year fast drawing to a close. The advertising announcements of manufacturers, wholesalers, commission merchants, etc., have contained descriptions of many new articles and improvements, and a change has also taken place in the style of the advertisements, many firms having adopted the policy of giving educative talks, descriptive of the selling qualities of the articles illustrated. This is an advance step toward more profitable publicity. Another feature noted in the advertisements is the tendency of manufacturers and jobbers to take advantage of their trade paper's pages, in which to make special announcements regarding changes in the price of their products, as well as giving an expression of their good will at the close of a successful season.

While few circular letters would escape the waste paper basket at this season, the retail grocer will be sure to read his trade paper.

That their Christmas may be a merry one is the wish of The Canadian Grocer to every manufacturer, jobber, salesman, retailer, clerk, warehouseman and delivery boy in the Canadian trade.

HOGS MUST DECLINE.

The price of hogs at present is undoubtedly too high for the general good of the hog-raising and the packing industries in Canada. Hogs should be bought here on an expert basis as Canada cannot consume all the bacon that can be made from hogs raised in Canada.

This year exports to Great Britain have fallen off considerably as packers could not export without loss, and today the Canadian bacon sold in London is being sold at a loss.

These conditions should not exist and the cause is that packers have to pay too much for the raw material. The farmer seems to be getting all the profits, and this applies to almost everything he has to sell.

The only remedy is that bacon must go up in England or the raw material must decline in Canada.

So far as the British market is concerned there appears to be no hope. Trade over there has been bad. Large shipments of Danish killings have been made, so that agents for Canadian bacon are bound to keep selling a certain quantity. They see nothing to warrant higher prices for the time being. The majority of the agents are asking 64s for the best weights of Canadian bacon, and this is costing them from 68s to 70s. Danish is selling as low as 65s and 66s, and Siberian at 58s, all of which affects the sale and price of the Canadian product.

There seems only one way out of the difficulty—only one remedy for the placing of Canadian bacon on a sound foundation on the British market—and that is the lowering of the prices of raw material. To save the situation the price of Canadian hogs must decline.

COULDN'T AFFORD ANOTHER $5,000.

It is to be regretted that the Department of Trade and Commerce has decided to let at least another year go by before appointing a separate Trade Commissioner to New Zealand. The matter of cost appears to stand in the way. As the cost is only in the neighborhood of $5,000 a year it is rather extraordinary that it should be used as an excuse by a Government which has so often been characterized as progressive rather than otherwise.

When the present government came into office Canada had one Trade Commissioner. Since then the Trade and Commerce Department has appointed on an average more than one a year, there now being 18 in different parts of the world.

Mr. Larke, the Commissioner at Sydney, Australia, is supposed to look after New Zealand as well, but as that Island is 1,000 miles away from his permanent office it is only once in a year or two that he is able to visit the field.

Parliament has voted $50,000 for a steamship subsidy between Vancouver and New Zealand. Surely the department ought to be able to persuade the House to grant an additional $5,000.

Possibly Sir Richard Cartwright does not like to move as fast as necessity demands that he should. Last year the House voted $85,000 for the Trade Commissioner's service and the estimate this year calls for an additional $10,000, or $95,000 in all. When Sir Richard Cartwright was in opposition he was a stickler for economy. He is evidently still characterized by this quality ; in fact to an abnormal extent.

He might just as well have rounded off the sum asked for from Parliament by making it a clear $100,000. The business men of the country would have endorsed him. The Canadian Manufacturers' Association would have even applauded. They want the Commissioner.

Our trade with New Zealand is rather at a stand still. Our exports to that country have never yet totalled $1,000,000, but they have been very close to it. Last year was the best on record when we sold to the Island $996,901 worth of goods. With a live Trade Commissioner on the spot this amount would naturally be increased.

In food stuffs our chief exports to New Zealand are fish and fish products, the canned salmon exported being valued at $102,465. Breadstuffs last year only amounted to $2,128, while the year before the figures were $41,684. We sent material for giving light to the extent of 116,000 lbs. of candles valued at $8,078.

Preferential trade exists between Canada and New Zealand, and an enterprising business man would not under similar circumstances hesitate to add another salesman to his staff in order to bring more business.

Governmental departments can, like individuals, evidently be penny wise and pound foolish.

WANT BETTER FACILITIES.

It is quite evident from the communication appearing below that trade relations between the British West Indies and Canada are not what they might be. This letter was written to the Canadian Grocer by a commission

merchant in Kingston, Jamaica, and tends to show that the Royal Commission was not appointed any too soon :

Editor Canadian Grocer,—"We would like to see closer relationship between this island and the Dominion of Canada, but we must confess that the methods adopted by the Canadian firms in doing their business, certainly do not tend to promote this end.

"We are in the habit of executing orders for Canadian firms on an f.o.b. basis, we insure the goods at the expense of the purchasers, advise the company in which they are insured, and we value on our clients at 10 days, at their request, but while the ships trading with the Canadian port of Halifax take 10 days after leaving this island, to reach their destination, there is considerable delay through railway accommodation and other causes for goods reaching their destinations, such as Montreal, Toronto, and other inland cities and towns, with the result that when our drafts are presented with B-L. attached, our banks are informed that the receivers refuse acceptance as the goods have not arrived.

"We maintain that we in no case guarantee the arrival of goods sold on an f.o.b. basis Jamaica, and it is one of the greatest stumbling blocks in the trade with your country. We are in the habit of shipping goods to far off Australia, Trieste, Odessa and such like places, bought on the same terms as our Canadian friends, and we have never on one occasion been told the bills have been refused acceptance because the goods have not arrived.

"We know that some of our Jamaica firms act in this manner in regard to Canadian fish stuffs, being of a perishable nature, but the articles which we ship do not come under that head, and we wish you would take this matter up and endeavor to enlighten your friends and cause discussion on the subject, so that we might have a more lucid understanding. If the dealers desire only to pay on arrival, we are quite prepared to draw at longer dates at their expense, it is simply a matter of exchange, but when we have to draw at 10 days and wait 25 for payment, it neither tends to promote business or goodfellowship."

The above are matters which should be given careful attention by the Dominion authorities, if we are to have a closer relationship between the two countries and the finding of the Royal Commission is something to be looked forward to if it is going to benefit transportation facilities and place our trade and commerce with the West Indies on a smoother foundation.

TRADE PAPER SUPPORTS FIRE INSURANCE MONOPOLY.

The Western Canada Trade Gazette, Calgary, published in the interests of the wholesale and retail trade, in its December issue gives its first two pages of reading matter to the Fire Underwriters Association, and the All-Canada Fire Insurance Federation, the two organizations which are endeavoring to amend the Insurance Act adopted by Parliament last winter in such a manner that the Canadian companies will obtain a monopoly of the fire insurance business in Canada.

In other words, the insurance companies want to force all Canadian premium payers to first offer insurance to all licensed companies without regard to the amount they decide to accept or to their record, resources or standing, and upon their own terms and conditions. What this means can be understood when it is remembered that companies transacting 88 p.c. of the fire insurance business, as reported to the Dominion Government, are bound hand and foot by the rates, rules and conditions of the Canadian Fire Underwriters' Association, and it is manifest that the enactment of any such legislation as desired will not only develop the practical monopoly now existing, but will also strengthen and reinforce a combine, which, even as it now stands, is unique in its power and ramifications.

The Trade Gazette in publishing these articles favoring the fire underwriters, without commenting editorially or saying a word regarding the interests of the premium payers, must have done so without realizing that the interests of the manufacturers, wholesalers and retailers are on the side which will make it possible for them to get the maximum of insurance for the minimum of cost, reasonable security, of course, being assured. The Trade Gazette, in its January number, will correct its position and speak in "the interests of the wholesaler and retailer," or mercantile interests in Alberta must consider it as being published in the interests of the fire underwriters combine.

A resolution passed by the Alberta branch of the Fire Insurance Federation is published in the Trade Gazette, and it is stated that the signatures of all fire insurance men in the district are being sought for presentation to M. S. McCarthy, M.P., for Calgary and Senator Lougheed, Calgary, in order that they may present the resolution and signatures in Parliament and Senate.

The Trade Gazette, or some other concern or individual desirous of protecting the interests of wholesalers, retailers and buyers of fire insurance generally, should put in circulation a counter petition to be presented by Mr. McCarthy, M.P., and Senator Lougheed, pointing out that the interests of all premium payers are opposed to the further entrenchment of the insurance combine.

"Because of the combine," says the Committee of Premium Payers of Canada, an organization formed by representative business men in all parts of Canada, including P. Burns, one of Calgary's best known citizens, "rates are excessive and insurance required to reasonably expedite large business transactions cannot be obtained. Necessary and very desirable forms of insurance in the proper conduct of business are not procurable, and on the other hand, conditions are imposed by the Licensed Companies which are not required by other offices, and the operation of which entail additional burdens upon the Premium Payers of Canada. Other insurance than can be obtained in Canada is therefore most desirable, and in many cases, absolutely essential, and the Premium Payers want the Insurance Act to provide the means whereby the right of private contract outside of Canada, now an inalienable right of the citizen, may be carried out, and the co-incident requirements of inspection and adjustment of losses within Canada not interfered with. The Premium Payers do not wish the Insurance Act to lower the bars whereby unlicensed insurance companies would be permitted to canvass or solicit business in Canada, to advertise or open offices in the country, but they strongly protest against any legislation which will restrict their right of contract, by imposing penalties on the individuals who will perform in Canada, the acts incident to that contract, as for example, the inspection of a risk or adjustment of a loss."

The Canadian Grocer again urges manufacturers, wholesalers and retailers to write the M. P. and Senator representing their district, urging them to protect the interests of the vast number of insurance buyers. Petitions signed by the retail merchants in each town or city, or endorsed by the various Boards of Trade througnout the country should also be sent to the local M. P. and Senator for presentation when the matter comes up in the Senate after the Christmas holidays.

Any readers who desire further information as to the operations of the insurance laws as they affect premium payers can be informed by writing the secretary of the Committee of Premium Payers of Canada, 113 Board of Trade Building, Montreal.

A Plan to Eliminate the Cutting of Prices

Manufacturing Firm Devises System so That all Retailers Can Make Fair Profits on the Goods—Fixes Prices Between Wholesaler and Retailer and the Prices to Consumer—Special Label Containing the Minimum Prices Attached to Every Box.

From the Journal of Commerce.

That price-cutting is the greatest foe to the successful prosecution of the grocery trade has long been recognized by every honest and discerning student of trade ethics and economics. It not only defeats the one great principle of trade—selling merchandise at a profit—damaging the merchant who practises it, but it undermines the groundwork on which all fair competition must rest and demoralizes the reputation and standing of the goods which are made the object of the reprehensible practice.

For years there has been a strong desire on the part of both manufacturer and merchant to prevent ruinous price-cutting. The chief difficulty in the way of devising any successful plan is the much distorted and grossly misapplied argument that, when a merchant has bought and paid for goods, they are his and may be sold just as he pleases, whether it suits his competitors or the man who made them. By an unfortunate twist of logic such specious argument conforms very conveniently to the principles on which most of the conspiracy and anti-trust laws are based; wherefore most of the efforts to protect a product from the price cutter have met legal barriers which have been difficult to overcome.

The most effective and successful system yet devised appears to be the "Pacific Coast Selling Plan," and one of its most earnest champions in endeavoring to put it into operation in the Pacific States is the N. K. Fairbank Co. of Chicago. Already their efforts have been crowned with a large measure of success, and the company is understood to be preparing to apply the system to the national field as soon as certain legal elements have been clearly tested. In the hope of presenting this plan intelligently to our readers an interview was secured with J. B. McMahon, vice-president and general manager of the company, during a recent eastern visit. Mr. McMahon spoke freely as follows:

"I have no hesitation in saying that we are pleased with our experience thus far with the Pacific Coast plan, and if we find the trade disposed to reciprocate we will very likely extend it into other territories. I want it to be distinctly understood, however, that whatever we do is our own affair, and undertaken in our own behalf, and in no way as a result of any collusion with any dealers or association, or aggregation of the trade. We have long recognized that it was bad for us to have our goods cut by the trade, either wholesale or retail. When we have spent hundreds of thousands of dollars in introducing a product, advertising it and giving it a reputation in the trade, our best asset is a state of trade whereby the grocers, wholesale and retail alike, can handle it with profit. Our efforts are largely in vain if we cannot have their cordial co-operation. On the ground, then, of self-protection we were interested in seeking some way to protect our goods.

Devised Their Own Plan.

"It is true that retail grocers' organizations, especially on the Pacific Coast, had struggled with this problem, but in the present movement we are merely seeking to protect our own property and reputation. We investigated the various plans which were proposed, and finally devised one for ourselves which appeared to us to meet the perplexing exigencies of the situation. Our plan has been put in operation under advice of eminent counsel in the East and West, and the progress of the work is being followed with very intent interest by our counsel and ourselves. One of the chief obstacles in devising a satisfactory plan was the fact that our goods are sold through the jobber to the retail merchant, and while we could prevent the jobber from cutting our price, thus depreciating and discrediting our product, it was not so easy in our case to arrive at a device by which we could likewise control the man to whom the jobber sold the goods and prevent him from in turn demoralizing our business, and, of course, any plan had to be a matter of agreement between individuals and ourselves rather than with grocers in combination; hence the application and operation of our plan have involved an immense amount of personal negotiation. At all events, we believe we have finally evolved a plan which has overcome all the objections to the average method.

"It was two years ago that we first attempted this plan on Cottolene. More recently the plan has been elaborated and extended to our soap products. As a result, price-cutting has been very largely diminished, and we confidently believe it is only a question of a short time before it will be practically eliminated from the trade in our specialties. This plan is now in operation in the States of California, Oregon and Washington, and a canvass of the trade shows the consensus of opinion among the retailers to be decidedly in favor of the plan. Here and there a case of wilful price-cutting creeps out, but we are making plans to attack one of these instances for a test case in court, and we will not hesitate about resorting to the courts when the time appears to be expedient for this action.

Want Commercial Success.

"The extension of the protected price system to other territories, however, depends on the retail merchants throughout the Pacific Coast territory giving a conclusive demonstration as to their ability to make a commercial success of the proposition. I have less fear about its eventual legal success than I have about its commercial success, and, of course, unless it proves to be a commercial success on the goods to which the plan applies it cannot survive; much less could it be extended to other territories under these circumstances. At the present time the plan is in operation on the Pacific Coast on our four leading specialties in that territory.

"The plan offers to the retail merchants of the Pacific Coast a great opportunity to demonstrate their capacity to get a profit, but this profit can only be retained, as I have intimated before, by sustaining and developing business in all lines on which the protected price policy is being attempted. Therefore the retail merchants have not only a grand opportunity presented to them, but in seeking and accepting this opportunity they also have incurred very serious and specific obligations, which can only be discharged by favoring and preferring at all times, and over all others the goods that are protected in price."

Deal With Incidentals.

Mr. McMahon explained the details of the operation of his company's plan on the Pacific Coast. As he indicated, the

steps are all taken with individual grocers. The fundamental features of the plan are two contracts: the first between the N. K. Fairbank Company and the wholesale grocer; and the other between the wholesale grocer and the retail grocer. The wholesaler agrees that he will not cut the wholesale price, nor allow it to be cut; that he will sell only to those who will agree to maintain the retail price and obligate themselves to that effect. Each violation of this condition will render the violator (whether wholesaler or retailer) liable to the company in the sum of $50 for each violation—this sum to be construed as liquidated damages and not as a penalty—it being recognized that any such violation would result in material damage to the company, the actual amount of which it would be extremely difficult or impracticable to fix. The company may prosecute any dealer for any such breach in its own name.

Lest there still lurk some misunderstanding of these agreements (agreements in each case of an individual with the owner of the goods whose reputation and property it is sought to protect), a special label printed in white letters on a bright red background, is attached to every box of the goods sold—thus reminding the distributer, whether wholesaler or retailer, of his individual agreement with the company. This label announces the lowest retail prices that may be accepted for the goods contained in the box to which it is affixed.

"It seems to us," said Mr. McMahon, "that this plan will prove an effectual protection for everyone concerned. Thus far it has not been necessary to sue for the recovery of any damages, but, as I have said before, we shall begin an action as soon as we find it convenient, and we have no doubt as to the outcome.

"I cannot refrain from again referring to the importance of the retail merchants supporting the protected price policy; in fact, I go further than this, and insist that both wholesale and retail merchants have a common interest in the success of this principle.

"This protected price policy can only succeed on the goods of manufacturers who distribute through the wholesale grocery channels when the relations of both wholesalers and retailers are more or less harmonious in the sale of these goods. As it is our general policy to distribute through the wholesale channels, the wholesale merchant is a very important link in the chain by which the manufacturer can reach the retail price cutter, and I cannot conceive of any justifiable motive for the wholesale distributor of protected price goods not ardently supporting the principle involved and likewise favoring these goods in his distribution. In any event, the final test of the success of this proposition, in my opinion, lies in its commercial success, because I have no other fear of the final success of this proposition, by one means or another, provided the merchants who are vitally interested in securing a profit do their full duty to themselves and to the manufacturers interested. If this movement on the Pacific Coast is defeated, or should its progress be retarded by any apathy or indifference on the part of the great body of wholesale and retail merchants who are not price-cutters, it will prove a great blow to their future prosperity, because if the few manufacturers who are doing the pioneer work in this great reform should be disheartened or defeated in their work, the movement may come to an abrupt ending, and the loss for the distributors, both wholesale and retail, would be beyond recovery.

Must Give Aggressive Support.

"No failure of the protected price policy would reduce consumption, and the manufacturers could still dictate their own prices and, by creating demand, sustain their own business; but if either class of distributors wish to participate in the profits on the sale of these goods, they must support the manufacturers' policy in no uncertain or equivocal manner; their support must be cordial and aggressive.

"I am involving the wholesale grocer in this proposition because, where he distributes the goods to the retail grocer, it is important that he should avoid a policy which would dissatisfy or demoralize the retail trade. A wholesale price-cutter can injure the manufacturer's trade as well as a retail price-cutter, hence both classes of distributors must be controlled, and both should co-operate towards the same coveted end. Fortunately for the Fairbank Company, each wholesale grocer on the Pacific Coast has accepted the terms and restrictions that we have imposed on each individually, and now it only remains in this particular territory for the retail merchants to respond with an emphatic demonstration of their interest in the proposition in order to make it a commercial success.

Will Protect its Rights.

"Also, fortunately for the company, the same as all other manufacturers, the wilful, persistent price-cutters on the Pacific Coast are comparatively few in number, and if the smypathy of all other dealers—both wholesalers and retailers again included—is arrayed against this malicious and demoralizing type of merchant, his attempt to obstruct a definite price plan can be overcome successfully. About this, as I have said before, we have no fear, because, while legal precedents may still be lacking, legal resources are yet plentiful, and once the merchants of the Pacific Coast, wholesale and retail, have given a satisfactory demonstration of their sympathy with its plans, the company will not hesitate to take any judicious step that may appear advisable or necessary to establish the legality of the protected price plan as applied to its exclusive specialties.

"The Fairbank Company feels that it has acquired valuable property rights in its trade-mark specialties, and it proposes to protect these rights to whatever limit the encouragement of the general trade justifies us in going."

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

E. & T. Pink, of London, Eng., report numerous recent enquiries from Canada for strawberry jam, of which there is a present scarcity. In this connection it is of interest to note that during the season, fifty tons of strawberry jam are put down by the Pink people in a day.

Spratt's Patent Ltd., of Fenchurch Street, E.C., London, England, have issued their 1910 calendar, and are offering copies to any of their customers and customers' friends whose names are handed to them. To the lover of dogs and pets, this calendar is of especial interest. Each of the twelve sheets contains a colored plate, representing prize dogs, cage birds or poultry. The January illustration is very apropos, showing Lord Charles Beresford in a typical English garden with four celebrated bull dogs in leash. On another sheet are shown two Basset hounds, the property of Her Majesty the Queen. There is also an excellent copy of Sir Edward Landseer's "Suspense." Several sheets are devoted to Orpington fowls, game fowls, etc., while on the back of each sheet there is considerable information respecting the breed illustrated, together with hints on feeding, etc. To any readers of The Grocer, Spratt's offer to send copies direct to their customers and marked with the retailer's name, an offer which should be accepted by those who have customers amongst owners of dogs and other pets.

CALENDARS FOR 1910.

An attractive calendar has been issued by J. J. McCabe, fruit broker, Toronto. The picture is that of an Irishman using the telephone, the illustration, being embossed, making it stand out more prominently.

Green & Co., grocery commission merchants, Toronto, are sending out a very attractive calendar—an American Princess— which is being received with much favor. The same company is sending an attractive and nicely worded greeting card to customers.

The Canadian Canners

Limited

Extend to the Wholesale

and

Retail Grocery Trade of Canada

the

Season's Greetings

and sincerely trust that

they

all may have a

Joyous Christmas

and a

Prosperous New Year

ONLY A DREAM, BUT—A CHRISTMAS FANTASY

By H. D. McMullen

Christmas had come and gone. To John Craven, bachelor, it had been a season of eat, eat, and then eat again, always with some of the particular Christmas delicacies such as plum pudding, mince pie, or some similarly indigestible viands, to finish off the dinners.

On Christmas day it had been a particularly good, but indigestible meal. One of his benedict friends had extended a hospitable invitation to the lonesome one, and in the cheery home life he saw that day and evening, John became more and more envious of it all. A good cigar after dinner served to ease his ruffled feelings somewhat, but the thought kept recurring every few minutes, "why haven't I a home like this?"

Now Craven was a large wholesale grocer, who did a good deal of manufacturing in certain lines. Also he had made a great deal of money in a remarkably short time. Envious competitors said he adulterated his goods, or it would not be possible to amass the fortune he had, in the time it had taken. John would only say that he was no worse than the others, only a little more successful perhaps. At any rate he had the money, whether by questionable methods or not.

About eleven o'clock John decided that Christmas was about over for him and wended his way to his flat. It seemed to him that he had not been in bed more than a few minutes at the most, when he became aware that he was not alone in the room. As his eyes became more accustomed to the light he made out several strange looking figures moving about. They seemed to be in groups, each with one who seemed to be a leader, followed by a crowd of fantastic, misshapen individuals who all seemed to be in serious trouble of some kind.

That there was anything strange about the scene did not at first strike Craven, but finally curiosity impelled him to call, "who are you?" One of the largest figures left the rest and came toward the bed. To John, it was the most peculiar looking creature that he had ever seen. The head was large and almost round; the skin dark chocolate in color. There seemed to be very little body, while legs and arms were mere spindles.

"You don't seem to recognize your acquaintances," said the creature.

"I certainly haven't ever seen you before, to my knowledge," replied Craven.

"That is very possible," was the answer. "However you know me only too well. Haven't you ever eaten plum pudding?"

Craven immediately became interested. It was his first speaking acquaintance with any of his Christmas dinner "victims."

"What is your trouble?" asked Craven.

"This is a delegation from the poor, mained, adulterated products of your store. We want to see if the tale of our troubles will not have some beneficial effect on your future treatment of us. We have, as you can see, suffered extremely from your past crimes. For instance, take my poor friend, Pepper, here. His eyes are so full of dust and ground shells that he cannot see, and has to be led by my friend, Coffee. Coffee, poor fellow, is so weak on account of the chicory you have made him absorb, that he can hardly stand up alone.

"Then there is my friend, Tea. Now who would take him for a first-class specimen of his kind? Yet he is supposed to be of the half-dollar per pound variety. Just look at these poor creatures and see what your cruelty has accomplished. The current expression, "he is only half there," fits in almost every case. Yet we are put out as first-class in every respect, by your house. You should, at least, furnish an asylum for the lame, the halt, and the blind, whom you have created. Once we were full of life, and as vigorous specimens of our kind as one could wish to see.

"Speaking for myself, I have been produced from poor grade flour, sold as first-class; from poor currants, which were sold as fine filiatras, and too many other makeshifts to mention in the short time I have to put our case to you. Just think of the woe you have caused to human stomachs from the inflictions you have placed on them, not to speak of the sufferings we, your creatures, have had to undergo.

"I know your defence will be that you have made more money by it all, but what good has it done you? You suffer from indigestion, caused either by yourself, or others, as bad as you are. You have no family, because of bad temper and general inadaptibility, caused by this indigestion. Money is not everything. Happiness and a clear conscience are synonymous. Try the clear conscience after New Years and you will achieve the other. It may take more time, but it will come if you will only give it half a chance.

"I could give you tales from personal knowledge that would wring pity from a stone, much more from you, for at bottom you mean no great harm, and hardly realize what you are responsible for. Probably you do not realize that you are directly responsible for the possibility of this delegation visiting you. It was from your store that my ingredients came, and I am the direct cause of our being able to visit you as we have. You will remember you ate considerable of me at dinner to-day. Well, this is my revenge, and yet it is not entirely revenge. I only wish justice for my comrades in misfortune and myself."

During this appeal Craven had been thinking rapidly. It was true, indeed, that he suffered tortures from indigestion. It was true that he lacked a home and the happiness he had witnessed in that of his host of the day. Was it possible that, directly or indirectly, his business policy was responsible? At any rate it would do no harm to see if a difference in his future business conduct would tend toward the happiness he had envied his friend to-day. The poor creatures in front of him, lame, half blind, or distorted in some way, aroused some hidden corner of his heart to action.

"Do you really mean that happiness would result from a change in my business policy," he asked. "I can see that it is unjust in many ways to do as I have made a practice of doing, yet I can hardly see how it would alter my personal affairs to change my business policy."

"Can't you see?" answered the pudding, "that it is because of the cold-hearted treatment you have given us, and through us your customers, which has made you less susceptible to the emotions of the average man? Give yourself, as well as those whom we represent, a fair chance, and see if what I have prophesied does not take place."

There was a moment's pause, while Craven thought it over. After all, what did a change for, say a year, matter. It was worth trying, at any rate.

"Well, I will try it for next year," was his final answer. "But remember, if things are not better for me by that time I will return to the old methods."

"That is only fair," said the plum pudding. "I only ask a fair trial. We will not call on you again for one year, and possibly not then, if things are still satisfactory to you."

One year later, John Craven was talking to his wife of three months, about the change which had taken place in his life. "I lay it all to my dear friend of last Christmas—plum pudding. If it hadn't been for him, my heart would still have been in its old stony state. I never thought of others before my own interests, and as for thinking of myself as dishonest, it never entered my head. I only thought of such dishonesty as meaning more money for me. What should I care about others? It was just the change in my nature which made me attractive to you, I know, dear, and I have found, and will keep my life's happiness as long as I live. Let's drink a toast, my dear, to my best friend, plum pudding, who put me on the right track just a year ago to-night.

Concerning the Retail Salesman and His Work

What Character Does for Building up a Retail Business and Why Merchants Should be Careful in Employing Salesmen — Trade Will be Lost by Clerks Careless of Their Moral Standing.

By B. H. Thomas.

The employment of good store salesmen is something that every retail merchant is directly interested in. Merchants know that they are necessary if the business is going to grow.

Character is essential and is one of the most important factors in every successful business. The character of a business house is often judged by the character of its employes. It is, therefore, wise to secure the services of good honest, straightforward help and not be partial to friends and relatives.

The man who has succeeded in building up a good, strong, sound mind in these days of temptation is entitled to some consideration. It should be the aim of every merchant to secure the services of such men. Young men and boys who start in business at the very bottom—which is to my mind the only way to start—should remember that character will play an important part in their lives, and they should not be discouraged at the many apparent hardships which are bound to come. It is overcoming these difficulties that strengthens the mind and builds up will power.

Boys that are kept hustling, with their minds constantly occupied, are fortunate, inasmuch as they can not find time to think and do foolish things.

Hard Work Necessary.

In starting out in the mercantile business it is well to remember that it takes lots of laborious work to accomplish things, and no real success can be achieved without useful effort. Hard work helps develop character as well as brains, both of which are absolutely necessary if one is to be successful in these days of progressiveness.

After a young man has done a hard day's work he should not look for degrading recreation. All of us require good, clean recreation to enable us to perform our daily duties without looking upon them with dislike. It is surprising how little one accomplishes along any line that does not appeal to him.

Young men should not make the mistake of thinking that they are making wonderful headway in life if after their day's work in the grocery store is finished they proceed to do things that will reflect upon their moral character just because they think they will make them "big" men.

Success in the mercantile business depends largely upon the selling end of the business. If a merchant does not employ salesmen of character the reputation of the business is at stake, and if he continues to employ irresponsible salesmen he will soon discover that its business is falling off, and no matter if such a man offers the highest quality goods it is very hard to dispose of them.

When a merchant once loses his reputation it takes many years of toil and honest endeavor to regain the good will which was lost in an apparently short time. It is, therefore, of great importance in any line of business to conduct the same on such lines as to command the good will of the trade.

Proprietors and managers should not forget that it is very trying upon a salesman to sell goods for a store that has a poor standing and a poor reputation in the trade, and often the proprietors and managers are responsible for the poor standing.

One must work hard to build up character and one must also work hard to keep it, but is it not worth working for?

TO CONDENSE MILK.

Another Factory Proposed for British Columbia—Tobacco Growing Begun.

Vancouver, B.C., Dec. 21.—Parkinson & Archibald, who have been with F. R. Stewart & Co., for a number of years, one in the warehouse and the other in the office, have started in the wholesale fruit and vegetable business for themselves.

H. E. Almond, of the City Dairy Co., and J. L. Ahlers, manager of the Vancouver Cream Co., both of this city, are with C. Yungen, interested in the establishment of a milk condensing plant at Chilliwack. They are now looking over the ground. Chilliwack is about to have electric tram connection with Vancouver, and consequently attention of those interested in industrial plants is being directed that way. The condensing plant proposed will handle 50,000 pounds of milk per day, the capitalization being $30,000. No financial aid is asked or is looked for by the company. Speaking of the proposition, Mr. Yungen claims that the company will be able to pay five cents more per pound for milk than the creameries can afford, and this amount will repay the dairyman for the loss of the by-product of the cream, and at the same time be as much as the milk companies in the cities can afford to pay and ship it out.

As an instance of what can be done in the Okanagan, John Conlin, of Kelowna, this season sold $600 worth of tomatoes from 1½ acres of land at ¾c per pound. Owing to transportation facilities not being adequate, considerable quantities of tomatoes were never harvested. Canneries are being established in this district, and these will utilize all the product. Mr. Fleming, also of Kelowna, sold $500 worth of onions, and last year $600 worth from 1½ acres. John Casarso grew thirty tons of onions to the acre this year.

Another successful industry in the Okanagan is the growing of tobacco. L. Holman, of Kelowna, grew between 8,000 and 9,000 pounds, or about 1,000 pounds to the acre. The crop of Thompson & McTavish also promises to turn out well and will probably reach the same average, which is an exceptionally high one for Havana tobacco. The weather has been good this season, and all of the tobacco, even that which was late, is good. The total yield this year will be between 25,000 and 28,000 pounds, and next year there will be a large increase in production, now that certain markets are opening up for the leaf.

THINGS THAT SHOULDN'T BE.



A Clerk Sitting in a Chair Waiting for a Customer to Give Him Her Order Before He Gets Up.

The Markets — Currant Vineyards to be Uprooted

This is the Report That Comes From Greece—Growers Think Market is too Low —Valencia Raisins Very Scarce—Nut Market Becoming Bare — Advance in Bean Prices.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Sugar—Weaker.
Coffee—Very firm.
Nutmegs—Scarce.
Walnuts—Bare market.

Montreal, Dec. 23, 1909.

Jobbers report an unprecedented rush of small orders, fillers, showing that the retailer must have been doing great things this Christmas season. The original orders showed that good business was expected, so these additional orders make it look as if our friend Santa Claus must be looking after the retail grocer in first-class shape this year. It always leaves a good taste in the mouth to have a good finish for the business of the year.

Luxuries are the order of the day just at present, but an unlooked-for feature is the way some of the staples have been holding their own. Molasses, for instance, has lost very little of its former popularity on account of Christmas.

Walnuts and citron peel are practically off the market. Dealers are looking for small lots eagerly and none have been allowed to be offered twice.

The grade of imported dried fruits, particularly raisins and currants, is not up to standard this year. It is also reported on good authority that in Greece, growers of currants are uprooting part of their vineyards, so that next year's crop will be small enough to enable them to obtain higher prices. If the Grecian Government has sanctioned it, as is stated, it seems a comparative certainty that the desired result will be obtained.

Both jobber and retailer seem well satisfied with present business and future prospects look bright for the New Year.

SUGAR—Raw sugars are weaker. No effect has been shown as yet on the retail market prices. Sales have been only fair as compared with the same week last year. Dealers and refiners expect an improvement after New Years.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " " 50 lbs.	5 60
" " " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" " 100 lb. boxes	5 50
" 50 lb. "	5 60
" 25 lb. "	5 80
" 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—It was hardly expected by local jobbers that trade in these articles would keep up through the Christmas season as it has. There has not been such a demand for molasses at this time of year for some years past. Prices are steady, and a big trade is looked for early in January.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03½
" ¼-bbls.		0 03½
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

TEA—Tea business is good just now for any importer who has any stock to speak of, but they are few and far between. Prices remain firm and stocks held are almost negligible. Most of the jobbers are still well supplied, however, so there seems no immediate prospect of higher prices. Japans show the greatest scarcity.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—Coffees are firm, particularly Rio and Santos, in view of the fact that the export limit set on these two lines will probably be reached before the end of January. This will mean higher prices inside the next thirty days. Prices as yet have not been affected.

Mocha	0 18½	0 25
Rio, No. 7	0 10	0 12
Santos	0 14	0 17
Maracaibo	0 15	0 18

SPICES—There has been an exceptional demand for some lines of spices this week, particularly nutmegs, ginger and peppers, which are always popular at this time of year. While the primary market is higher in these lines, no change has yet taken place to the retailer. Dealers report trade very good in all lines.

	Per lb.	
Allspice	0 13	0 18
Cinnamon, ground	0 15	0 19
" whole	0 16	0 18
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Mace		0 75
Nutmegs	0 30	0 60
Peppers, black	0 16	0 22
" white	0 22	0 29

DRIED FRUITS—The market is bare of citron peel. A few cases which were in the hands of one of the local dealers were snapped up immediately. Valencia raisins are very scarce, and those on sale are pronounced of only mediocre quality. It is reported that the Greeks are even going to the extreme of uprooting sections of their vineyards to keep up the market for currants. The Government is said to have sanctioned the plan, and if it is followed, higher prices will be in order next year.

Currants, fine filiatras, per lb., not cleaned	0 05½
" " " cleaned	0 06½
" Patras, per lb.	0 07½ 0 08
" Vostizzas, per lb.	0 08 0 09
Dates—	
Hallowees, old, per lb.	0 04 0 04½
" new, per lb.	0 05
Sairs, old, per lb.	0 04½
" new, per lb.	0 05
Raisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs.	0 07
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07½ 0 08
" " 4-crown, per lb.	0 08½ 0 09
" sultana, per lb.	0 07½ 0 10
Valencia, fine off stalk, per lb.	0 05½
" select, per lb.	0 06½
" 4-crown layers, per lb.	0 06½

NUTS—All lines of nuts are in great demand. Walnuts and almonds present the feature in their scarcity. There are few first-class shelled walnuts on the market, and prices seem sure to go up for this line. Limited quantities of almonds are to be had, but they are rapidly being taken up. Other lines are firm, with brisk sales.

In shell—	
Filberts, Sicily, per lb.	0 12
" Barcelona, per lb.	0 10½
Tarragona Almonds, per lb.	0 11½ 0 12½
Walnuts, Grenobles, per lb.	0 13 0 15
" Marbots, per lb.	0 12½
" Cornes, per lb.	0 11½
Shelled—	
Almonds, 4-crown selected, per lb.	0 32 0 33
" 3-crown " "	0 31
" 2-crown " "	0 30
" (in bags), standards, per lb.	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
French, No. 1	0 07½ 0 07½
Spanish, No. 1	None
Virginia, No. 1	0 10
Pecans, per lb.	0 65
Pistachios, per lb.	0 75
Walnuts—	
Bordeaux halves	0 26 0 27
Brokens	0 18 0 19

EVAPORATED APPLES — As was only natural, Christmas demand has been for other lines than evaporated apples, but in spite of that trade has kept up better than could have been looked for under the circumstances. Prices are firm and dealers look for an increase in trade after New Years.

Evaporated apples, prime	0 09½ 0 09½

RICE AND TAPIOCA—Christmas has a bad effect on the trade in both rice and tapioca, for sales have been very disap-

pointing of late. Prices are lower in the primary market, but though weak, have not altered to the retailer.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

BEANS AND PEAS—There has been an unexpected increase in the demand for beans, and as a result they are up 10c. Supplies are none too good, and dealers are looking for more. Peas are selling well at former quotations, and remain firm.

Ontario prime pea beans, bushel	1 95
Peas, boiling, bag	2 50

CANNED GOODS

MONTREAL.—Owing to the quantities of first-class frozen fish on the market, the demand for canned has dropped considerably. Meats are having a brisk sale, and there seems to be almost a daily improvement.

In fruits and vegetables there has been the usual increase at this season, but as yet no change of price in any of the lines has taken place.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½ 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 65
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00

TORONTO.—These lines are quiet, as they do not figure largely in the requirements for the holiday trade. Prices are firm, but nothing to indicate any change.

Beans	0 80 0 85
Corn	0 80 0 85
Peas	1 05 1 42½
Pumpkins	0 75 0 82½
Tomatoes, 3's	0 80 0 85
Strawberries, 2's	1 40 1 50
Raspberries, 2's	1 60 1 67½
Peaches, 2's	1 65
" 3's	2 65
Lawtonberries	1 65
Red pitted cherries, 2's	1 75
Gallon apples	2 40 2 45
Bartlett pears, heavy syrups, 2's	1 65
" " light " 2's	1 15
" " heavy " 3's	2 40
" " light " 3's	1 70
Lombard plums, 2's	0 80 0 85
Clover Leaf and Horseshoe brands salmon:	
1-lb. talls per dozen	1 90
½-lb. flats per dozen	1 25
1-lb. flats per dozen	2 12½
Other salmon prices are:	
Humpbacks, per dozen	0 95 1 00
Cohoes, per dozen	1 45 1 50
Red Spring, per dozen	1 55 1 65
Red Sockeye, per dozen	1 65 1 70
Lobsters, halves, per dozen	1 85 2 20
Lobsters, quarters, per dozen	1 40

ONTARIO MARKETS

Toronto, Dec. 23, 1909.

Travelers are off the road this week, and although retailers sometimes get tired of them, their value in calling constantly on the trade can, to some extent, be estimated from the constant use of the long distance telephone when they are at home. Orders, although small from this source, are numerous this week. The wholesale trade on the whole has been satisfactory this fall. The most sanguine expectations have been realized, and the trade is ready to enjoy a Merry Christmas.

SUGAR—The New York market has responded to the report of the large production of raw sugar in Cuba, and is, therefore, easier, and about 10c lower. This, however, is not likely to affect our prices here, as our markets are governed more from Europe, and are not on an even footing with the United States in regard to the Cuban sugar. While the market is not lower, it is, however, not active, with the exception of icing sugar, which is in great demand this week.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 100-lb. boxes	5 80
" in 50-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	0 45
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 60
No. 2 "	4 5
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUP AND MOLASSES — There will be little doing in these lines for some time, and therefore the market will be quiet, and steady, without any change.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ "	2 75
20 " ¼ " "	2 70
Barrels, per lb	0 03½
Half barrels, per lb	0 03¾
Quarter " "	0 03¾
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 0 33
" bbls.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

TEA—The tea market fully maintains its firmness, with an upward tendency. The turnover is large and the trade satisfactory.

COFFEE—The statement made last week that Toronto was using a low grade of coffee is emphatically contradicted by an expert coffee man, who claims that the very opposite is the truth. The market is steady with no changes to report.

Rio, roasted	0 12 0 13
Santos, roasted	0 15 0 17
Maricaibo, roasted	0 16 0 18
Mocha, roasted	0 25 0 28
Java, roasted	0 27 0 30
Rio green	0 08 0 09

SPICES—Business in these lines at present amounts to little. Sales for the season are over, and only small orders may be expected for some time, at the regular prices.

Peppers, black, pure	0 15 0 18
" white, pure	0 22 0 25
" whole, black	0 16
" whole, white	0 23
Ginger	18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 20 0 30
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 14 0 16
" whole	0 14 0 16
Mace, ground	0 75 0 80
Mixed pickling spices, whole	0 15 0 16
Cassia, whole	0 20 0 25
Celery seed	0 24

DRIED FRUIT—The output of these goods was very heavy, the retailers are all pretty well stocked up, and it is up to them to get them turned over. Prices are firm, but as the rush for them is over so far as the wholesale houses are concerned, prices are not likely to change. Valencia raisins are scarce, the crop this year being estimated at 20,000 tons, or 5,000 less than last year. A London report states that only about 1,200 tons are left, and that the farmers and growers in the raisin district have sold out. Currants are also higher in the primary market.

	Per lb.
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06
Same fruit in 50-lb. boxes ¼ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 15 0 18
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned ¼c less.	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 06 0 06½ Fards choicest	0 08
Sairs 0 05 " choice,	0 07½

NUTS—The wholesaler is through with this line, with the exception of perhaps a few repeat orders, if the retailer is fortunate enough to sell out and has a chance to sell more. No change in prices from last week, although most lines are firm.

Almonds, Formigetta	0 11½
" Tarragona	0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

RICE AND TAPIOCA—As soon as the holiday trade is over, grocers might do well in talking the value of rice as a food compared with some other lines. It can be used in many ways, and is really a cheap and wholesome food. It is such a common article to sell, that few think it worth while to say anything about its merits, but here is where good salesmanship comes in.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½ 0 04½

EVAPORATED APPLES—The market is dull, and lower, with little demand.

Evaporated apples	0 08	0 09

BEANS—The market in beans is firm and about 10c a bushel higher.

Beans, per bushel	1 80	1 90

MANITOBA MARKETS

Corrected by Wire.

POINTERS—

Advances—Peel, walnuts.
Firmer—Beans, syrup, seeded raisins, figs, nuts.
Weaker—Sugar, rolled oats.

Winnipeg, Dec. 23, 1909.

Local wholesalers were never before so scarce of goods. Many important lines are low in stock and they cannot be had. These include beans, nuts, dried fruits and canned goods. The wholesale trade has been excellent and travelers who were anxious to get into the city last week over the holiday sent in bumper orders the last few days they were in their territory. Southern Manitoba merchants have had a quiet time for a few weeks owing particularly to the severe storms and prolonged cold weather in that region of the west. The fact also that this season's crop in that part of the country was light has tended to restrict the retail trade somewhat.

Merchants throughout the west are generally well satisfied with the trade in holiday commodities. They stocked well in anticipation and they have not been disappointed. The markets continue on the strong side. The shortage of supplies has forced prices up. The dried fruit market is perhaps the most interesting in this connection.

SUGAR—Owing to recent revelations of fraud in the N. Y. sugar market the price has been reduced at several points on the continent. The market is weaker here but we cannot quote any changes. Wholesalers think prices will not go lower here but it will be interesting to watch the market for a few days.

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 25
" yellow, in bbls	4 80
" " in sacks	4 75
Icing sugar, in bbls	5 55
" in boxes	5 75
" " in small quantities	5 80
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	6 20
Lump, hard, in bbls	6 05
" " in ½-bbls	6 15
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES—Now that the Canadian market has conquered the U. S. market on syrup, the Canadian product has become stronger in price. The U. S. manipulators have ceased to cut and the whole market is destined to go up soon.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" 5 " 1 "	2 75
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 50
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses ½ bbls. per gal	0 36

FOREIGN DRIED FRUITS—There is a serious dearth of goods in these lines. Table figs and raisins are well out of stock. The same is true of peel. Seeded raisins will undoubtedly be higher next week. Prunes, currants and dates are stationary and the output is heavy.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " cleaned, per lb	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¾-lb. packages per package	0 06½
" " fancy seeded, in ¾-lb. packages per package	0 06½
" " choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " "	0 06¾
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06
" dry, cleaned, Filiatras, per lb	0 06¾
" wet, cleaned, per lb	0 07¾
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08
Pears, per lb	0 08
Peaches, standard, per lb	0 08
" choice	0 09½
Apricots, standard, per lb	0 15½
" choice, per lb	0 16
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 06½ 0 07½
Figs, per lb	0 04½ 0 05½
Peel, per lb	0 09 0 13½

HONEY—The demand continues heavy and the market is quite stationary at the quotations below. The extracted product is the most popular but the section stuff is being ordered freely.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

CORN MEAL—The market has recently weakened in the west. The eastern houses have all been supplied and the remainder of the large supply in the producers' hands has been forwarded west. The quality is excellent and the following prices may not last long.

Cornmeal, per sack	2 00
" per ½ sack	1 00
" per bale (10, 10's)	2 25

ROLLED OATS—This market is again fluctuating. The milling companies are wholesaling at $2 this week while the wholesale houses are selling at the following prices and in one instance a car load was sent out at $1.85 recently.

Rolled oats, 80 lb. sacks, per 80 lbs	1 95
" 40 " " 40	1 00
" 20 " " 20	0 52
" 80 " " 8	0 23½

NUTS—The stocks are low in all lines. Walnuts are up 1 cent. There is no possibility of a weakness so long as the demand continues as it has for several weeks. Almonds may go up soon.

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 28
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Virginia, per lb	10 0 13

EVAPORATED APPLES—Following the break in the market in eastern Canada, the market has been receding here by degrees. It is a puzzle to local men why stock-holders in the east should hold up the market to the 11 cent point, when supplies were so abundant. The price to-day is 9½ cents.

RICE AND TAPIOCA—Tapioca is growing firmer, the bulk of sales being on the 4¾ side this week. Rice is quite unchanged, the market is ridiculously low.

Japan rice, per 100 lbs	3 50
Pearl tapioca, per lb	0 04 0 04½

COFFEE—While quotations for both future and actual coffees show little or no change, the strength of the spot situation has created an active demand and in turn a better feeling. It is believed that coffees are good property and with the demand that naturally comes each year during the latter part of December and first half of January the tendency will be towards a higher range of values.

FRESH FRUITS AND VEGETABLES—Pumpkins, celery, radishes and cucumbers are off the market. The remaining vegetables are firmer in price. Fruits are unchanged and sales are heavy.

Carrots, per lb	0 50½
New potatoes, per bushel	0 40
Native cauliflower, per dozen	1 25
Native cabbage, per lb	0 01
Native oeets, per bushel	0 40
Native onions, per doz	0 30
Oranges	3 75 4 50
Lemons	5 50 6 50
Apples, Ontario, per bbl	3 75 5 00
Grape Fruit, per crate	5 50
Grapes, per crate	8 00
Bananas, per lb	0 05
Cranberries, per bbl	9 00 10 00

MEATS—

Boneless pigs' feet, round, 1's, 3 dozen	1 95
" " square, 2's, 1 dozen	3 15
Boiled beef, round, 1's, 2 dozen	1 60
" " " 2's, 1 dozen	2 85
Corned beef, square, 1's, 2 dozen	1 55
" " " 2's, 1 dozen	2 80
Cambridge sausage, round, 1's, 4 dozen	2 30
" " square, 2's, 1 dozen	4 25
English brawn, round, 1's, 2 dozen	1 95
" " square, 2's, 1 dozen	3 15
" " " 1's, 2 dozen	1 95
" plum pudding, round, 1's, 2 dozen	1 65
" " " 2's, 1 dozen	3 25
Geneva sausage, oblong, 1's, 2 dozen	2 35
" " " 2's, 1 dozen	4 25
Jellied hocks, round, 2's, 1 dozen	3 75
" " " 6's, 1 dozen	10 66
Paragon lunch tongue, round, 1's, 2 dozen	3 90
" ox tongue, round, 1½'s, 2 dozen	7 75
" " " 2's, 1 dozen	8 60
Ready lunch veal loaf, square, 1's, 2 dozen	2 50
" " " " ½'s, 4 dozen	1 30
Ham loaf, oblong, ½'s, 4 dozen	1 30
Beef loaf, assorted, oblong, ½'s, 2 dozen	2 50
Roast beef, round, 1's, 2 dozen	1 60
" " " 2's, 1 dozen	2 85

CALGARY MARKETS.

Corrected by Wire.

Sugars—		Dry salt bacon, smoked	0 16
B.C. granulated	5 74	Eggs, fresh, case 30 dozen	9 50
Raymond "	5 64	Butter—	
Peels—		Alberta creamery bricks	0 30
Lemon	0 12	Alta. creamery solids	0 29
Orange	0 13	Alta. dairy	0 26
Citron	0 20	Alta. tubs	0 25
Dried fruits—		Cheese—	
Apricots, choice	0 16	Ontario, large	0 15
" standard	0 15	" twins	0 15½
Peaches, choice	0 10	" Stiltons	0 17
" standard	0 09½	Beans—	
Pears, choice	0 12	Ontario, hand-picked, bushel	2 40
Pitted plums	0 12	California limas, per lb	0 06½
Prunes, 40-50	0 08½	B.C. salmon, sockeye, 48-1's	7 50
" 50-60	0 07½	B.C. cohoes, 48-1's	6 25
" 60-70	0 07	B.C. pinks, 48-1's	4 00 4 25
" 70-80	0 06½	Sardines, domestic, 100-4	4 00
" 80-90	0 06	Lobster, 48-1's	17 00
" 90-100	0 05½	" 96-2's	18 50
Evap. apples, 50's	0 11	Fin. haddie, 48-1	5 65
Produce—			
Sugar cured ham 10-12 average	0 18½		
Sugar cured ham picnic	0 16		
B. bacon bellies	0 21		
" back	0 20		
Dry salt bacon	0 15		

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Sugar, standard granulated	5 60	Butter, local creamery	0 40
Val. raisins, lb.	0 05½	Butter, Western	0 22 0 25
Cal. " "	0 07	Eggs, Eastern	0 33 0 35
Prunes	0 05¾ 0 07½	Eggs, local	0 60
Currants	0 06½ 0 07½	Cheese, per lb.	0 14½ 0 15½
Dried apricots	0 11 0 13	Bacon, premier	0 27½
Flour, Standard, bbl.	6 90	Potatoes—	
Cornmeal, p. 100 lbs	2 60	Ashcrofts, ton	25 00
Beans, per lb.	0 03½ 0 04½	Local, ton	20 00
Rice, per ton	68 00 76 00	Canned Goods—	
Tapioca, per lb.	0 03½	Peas	1 00
Evaporated apples	0 08½	Tomatoes	1 32½
Butter, Eastern	0 29 0 31	Corn	1 00 1 10
		Apples	3 42½
		Strawberries	2 15
		Raspberries	1 65

Tea Dust in London is bringing big prices. A Ceylon dust "Diagama" at the last sale brought nine-pence, three farthings, or equal to 21½c net cash, delivered in Toronto.

NEW BRUNSWICK MARKETS.

St. John, N. B., Dec. 23, '09

Indications are for a green Christmas in St. John. Business has been brisk right along, though there would probably be more country produce coming in if the farmers could use their sleds. Turkeys are selling at 21 and 22 cents a pound and eggs are quoted at 28 cents by the case and from 35 to 40 cents for new laid stock. Butter is selling from 24 to 26 cents a pound.

Sugar—			Molasses, fcy.		
Standard gran.	4 85	4 95	Barbados, gl	0 34	0 35
Austrian "	4 75	4 85	Butter, dairy,		
Yellows..	4 35	4 75	lb.....	0 25	0 28
Flour, Manitoba	6 45	6 55	Butter, creamery,		
" Ontario..	5 75	6 05	lb.....	0 26	0 29
Cornmeal, bags.	1 47	1 50	Eggs, doz.....	0 28	0 40
Rolled oats, bbls	5 15	5 20	Eggs, new laid	0 35	0 40
Buckwheat,			Potatoes, bbl.	1 20	1 40
west. grey, bag	2 90	3 00	Canned goods—		
Val. raisins, lb..	0 05½	0 06½	Peas, doz....	1 10	1 50
Cal. raisins, seeded	0 07½	0 08½	Corn, doz....	0 85	0 90
Currants, lb	0 07	0 07½	Tomatoes, dz	0 95	1 00
Prunes, lb	0 05½	0 09	Raspberries, dozen.....	1 85	1 90
Rice, lb .	0 03½	0 03½	Strawberries, dozen.....	1 55	1 60
Beans, hand picked, bus	2 00	2 10	Salmon, case—		
Beans, yellow eye, bus	3 40	3 50	Red spring...	6 50	6 75
Cheese, lb	0 13	0 13½	Cohoes.....	6 00	6 25
Lard, compound lb	0 13½	0 13½	Peaches, 2's, dozen.....	1 70	1 80
Lard, pure, lb. .	0 17½	0 18	Peaches, 3's, dozen.....	2 70	2 80
Pork, domestic mess.....	28 50	29 00	Baked beans, dozen.....	1 15	1 25
Pork, American clear...	30 00	33 00	Fish—		
Pork, clear backs.....	31 00	31 50	Cod, dry. ...	2 75	4 00
Beef, American plate....	17 00	18 00	Herring, salt, half bbls ...	2 30	2 60
Beef, Canadian plate	16 75	17 00	Herring, smoked, box	0 08	0 08½

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, Dec. 23, 1909.

Wholesale grocery dealers say that while business has been good this fall it has been especially good in the distribution of dried fruits of all kinds. This trade, however, is now about over, little being now left for the dealer to attend to except sorting up and attending to some delayed orders. Business has been satisfactory during the fall months, the difficulty at times being to find transportation. The schooners owned in the different ports along the shore, that used to come to Halifax, have almost disappeared, and their places have been filled by the coasting steamers. Occasionally in the rush of business, orders are left out, causing disappointment to the customer as well as the shipper.

Collections are much as usual, fair, but with room for improvement. Dealers say that one of the greatest drawbacks is that customers do not give the necessary attention to their drafts when falling due, and this causes constant irritation to the drawer and a loss of credit to the buyer.

Apples are still coming on the market in considerable quantities, and prices are practically unchanged from last quotations. The continued arivals of Bishop Pippins may, however, have the effect of lowering present prices somewhat. It looks as if the demand for potatoes would be heavy after Christmas, as all the stocks in the vessels in the harbor will be cleaned out during the next few days. There is nothing doing in Nova Scotia potatoes here. at present. Dealers are asking $1.50 per bbl. here while the price is reported to have declined to $1.25 in Havana.

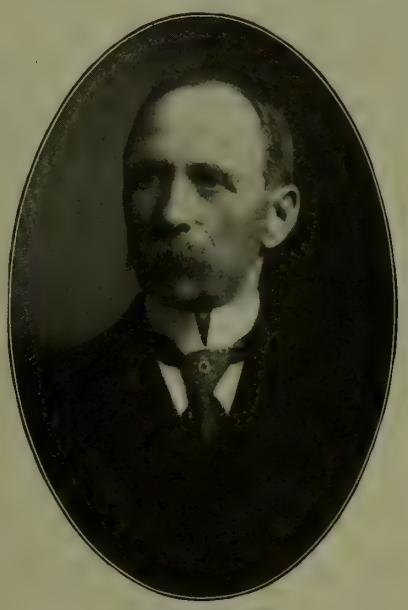
Sales of oranges are reported to be very heavy and will continue so until after the holiday season.

Creamery prints			Beef, American		
per lb.....	0 27	0 29	plate per bbl.	16 50	17 50
Creamery solids			Beef, Canadian		
per lb.....	0 27	0 28	per bbl.....	....	16 00
Dairy, tubs, lb.	0 23	0 24	Hams smoked		0 16½
Fresh eggs, doz.		0 30	Pork, fresh.....	0 09	0 10
Case eggs " ...		0 28	Codfish, quintal		5 50
Sugars—			Herring, pickled		
Extra Standard,			per bbl.....		5 00
granulated		4 85	Apples, per bbl.	1 50	3 00
United Empire		4 75	Potatoes, P. E.		
Austrian, bags,			Island, bag.		1 15
granulated		4 75	Onions, Spanish		
Bright yellow...		4 60	per lb.....		0 02½
No. 1 yellow.... . ..		4 50	Onions, American, per lb..		0 02½
Flour h. wheat			Onions, Canadian, per bag		1 35
per bbl.....	6 40	6 50	Molasses, fancy		
Flour, Ontario			Barbados, bbl.		0 38
blends, bbl...	5 75	5 85	Molasses, fancy		
Cornmeal, bag.	1 57½	1 62	Barbados, pun		0 35
Oats.....	0 54	0 55	Beans, bushel		2 20
Pork, American			Rolled Oats, bbl.	5 20	5 70
per bbl.....		30 00			
Pork, clear bbl		32 00			

A REGRETTABLE DEATH.

Donald Gunn, President of Gunns Limited, Accidentally Killed by an Automobile.

Those in the trade acquainted with the late Donald Gunn, president of Gunns, Limited, Toronto, and those who came into contact with him in a business way,



DONALD GUNN,

President of Gunns' Limited, Who Died on Sunday Morning From Injuries Received in an Accident.

learned with deep regret of his death by accident in Toronto last Sunday morning. On Saturday afternoon he was accidentally run over by an automobile on Yonge Street, and the injuries resulted in death the following morning.

Deceased was born at Beaverton in 1843. He was 28 years of age when he went to Toronto, buying the business of Morse & Taylor, Front Street, produce merchants. The new firm was known as D. Gunn & Co., and under Mr. Gunn's direction the business increased steadily, expanding in Toronto, reaching out to Montreal, and rendering necessary the erection of packing houses at West Toronto and the establishment at several points throughout Ontario of tributary warehouses. Of recent years he had consigned the carrying on of the business to trusted managers, and had returned to his first love, farming. Whenever the opportunity offered he was to be found devoting himself to the development of Dun Robin stock farm, near Beaverton.

His influence with the people among whom he moved will be greatly missed and his absence from participating in agricultural development, in which he was interested, can only tend to be disadvantageous to the agricultural industry.

The funeral, which was held on Tuesday, Dec. 21st, was attended by a large number of friends of the deceased, showing the high esteem in which he was held.

TRADE NOTES.

R. E. Newton, Lethbridge, Alta., has moved to Taber where he has opened a grocery business with Mr. Jensen, of Taber.

R. A. Smith, merchant, Newmarket, Ont., was in Toronto on Wednesday. Mr. Smith is thinking of giving up his business, which he has conducted so successfully for many years. He is one of the "life-long" readers of The Canadian Grocer.

A meeting of the independent canners was held last Saturday in Toronto, but the situation remains much the same as last week. The independents are still between the two fires, as mentioned last week, but from statements of some of them the merger is viewed from a more optimistic standpoint than before.

The Ontario and Western Co-operative Fruit Co., is a new concern, with a Dominion charter, organized to deal in fruits, vegetables, grains, etc., as well as canned and preserved fruits, vegetables, etc. The head office wil be at St. Catharines, Ont., the incorporators being Mary Moylan, Isabel Suddaby, Robert Gowans, Henry Chalmers, A. M. Garden, J. F. Lash, S. G. Crowell, Wm. Bain and J. S. Lovell, all of Toronto.

THE LAST CALL.

Grocers and retail salesmen are again urged to remember the Christmas window-dressing and advertising competitions which have been fully explained in recent issues of The Canadian Grocer. The results so far have been gratifying but much more is expected the last week of the year when the rush is over and merchants have time to think about something else besides dried fruits, nuts, peels and plum puddings.

Kindly send your window photograph with a description of the window attached and also your Christmas newspaper advertisement to the editor of The Canadian Grocer, Toronto, Ont., as soon as you can. This is the last call.

DIRECTORY OF
Manufacturers, Manufacturers' Agents, Brokers, Etc.

BRITISH COLUMBIA

JOHN J. BOSTOCK
Wholesale Broker
SALMON Canned and Salted
HERRINGS HALIBUT
LOO BUILDING, VANCOUVER, B.C.

W. A. JAMESON COFFEE CO.
Importers and Roasters of High Grade Coffees.
Manufacturers and Proprietors of
"Feather-Light" Brand Baking Powder
We also carry a full line of TEAS, SPICES, etc.
Mail orders promptly attended to.
Cor. Langley and Broughton Sts.
VICTORIA, B.C.

F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents
Correspondence Solicited.

VICTORIA FRUIT GROWERS' ASSOCIATION
The largest packers and shippers of first-class Fruits of all kinds in British Columbia.
OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS. - VICTORIA
Branch at 140 Water Street, Vancouver.

We have Competent Salesmen
Best facilities for Distributing and Storing
W. HARRY WILSON & CO.
330-332 Cordova St. W. VANCOUVER, B.C.

R. ROBERTSON J. Y. GRIFFIN
R. Robertson & Co.
25 Alexander St.
VANCOUVER, B.C.
Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters
Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes: A B C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

WILLIAM W. DUNCAN
Broker and Manufacturers' Agent
DISTRIBUTING
Free and Bonded Warehouses
VANCOUVER - VICTORIA

HERMAN ERB
Manufacturers' and Wholesale Commission Agent
P. O. BOX 405
522 Bastion Street, Victoria, B.C.
Open for a few more agencies

THE CANADIAN GROCER
British Columbia Office at Room 11, Hartney Chambers, Cor. Pender and Homer Sts., Vancouver.
H. HODGSON Manager

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

Wholesale Manufacturers' Agents
Correspondence Solicited.
F. R. McINTOSH & CO.
Vancouver, B.C.

W. C. FINDLAY W. CARTER
E. A. MARSHALL & CO.
Manufacturers' Agents
SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.
We have an established connection and can handle a few more good agencies to advantage.
Highest References.

Do you want live representation?
We are in touch with the trade.
Andrews & Nunn
Manufacturers' Agents and Wholesale Commission Merchants
Codes—A B C 5th Edition, Western Union
140 Water St., Vancouver, B.C.
Correspondence Solicited
Highest References

The WEST INDIA CO., Ltd.

Solicits orders for, and enquiries regarding, all descriptions of West India Produce, including:

Sugars Rums Molasses Cocoa
Rice Limes Arrowroot

Prices and full information gladly furnished. Write us to-day.

St. Nicholas Building MONTREAL

Good Reason for Good Cheer

It is good to be in business in Canada with a new period of commercial and industrial prosperity at the doors.

This year just closing has been one of remarkable progress for Red Rose Tea with a new record of sales far above any previous year, and I wish to thank every customer for his or her share of Red Rose business.

To every merchant in Canada I wish a Joyous Christmas, a Happy New Year, and in 1910 a full share of the great wave of prosperity that is breaking over Canada.

Wellington St. E. Toronto, Ont.
315 William Ave. Winnipeg, Man.
} Branches

T. H. ESTABROOKS
ST. JOHN, N. B.

Thurston & Braidich
128 William Street — NEW YORK CITY

Direct Importers of
VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,
W. H. Escott
Wholesale Grocery Broker
141 Bannatyne Ave., East

Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
Limited
VANCOUVER, B.C.

Price-Cutting a Thorn in Side of London Grocers

Trouble Claimed to be Caused by a Few—Better Training Believed to be Cure for Many Ills—One Merchant Doesn't Like Idea of Running Excursions Out of Canada—Wholesalers Critized for Disallowing Cash Discounts.

Staff correspondence.

London, Ont., Dec. 22—During a visit of about ten hours in a place the size of London, one can get only a small idea of the extent and methods of the grocery trade. There are about 200 grocers, scattered over the entire city, and all have good ideas on the important matters affecting the trade. This is due principally to the fact that the London grocers have a strong association, which is most educative in its influence on the members and which has grown rapidly.

Better still, they are all loyal to their association, because they realize its beneficial results in many ways, although they may not yet have overcome the many obstacles that stand in the way.

Considerable complaint has been made about the universal trouble of price-cutting. One grocer is particularly pointed out by others as being guilty of this crime. In speaking of him, however, they all say he is a splendid fellow and is well thought of by his fellow grocers, but he has this one fault, which causes them all some trouble.

This reminds the writer of an incident that happened when he visited an uncle in the United States many years ago. While in the town where his uncle lived, the writer wandered over to a neighbor's garden to have a chat with the owner. During the conversation, which drifted—as conversations sometimes will—towards the uncle, the latter was referred to with much pride as being a relative of your humble servant.

"Is that so?" remarked the neighbor, with an expression that fairly bristled with kindness and tenderness. "Mr. —— is a very nice man, he is a real good neighbor, but he is the biggest liar I ever saw."

Some good fellows sometimes have a few faults, and if they are treated properly they will gradually and naturally grow out of them.

Advises Better Training.

"We never cut prices and never pay any attention to what others do," remarked one merchant. "A grocer that kicks sells too cheaply. I never yet saw one gain customers or make money by cutting prices. The people only go there for bargains, while we sell the goods on which we make fair profits. Grocers should have a better training, and then a good many of our troubles would disappear."

Another grocer has some good ideas regarding cleanliness. "All our clerks must wear white coats and aprons, which must be changed every day. It costs from 40 to 50 cents each man a week, but it pays. Cleanliness is the best advertisement a grocer can have."

"Our excursion last summer to Detroit was a great success, but, after all," said a third, "it seems to be a mistake to take our customers over there to spend their money. Our people are often short in paying their bills, and I begin to think that it is not the best policy to be instrumental in taking them out of the city, and especially out of our country, to spend their money."

"I am an old reader of The Canadian Grocer, and I always look for it; there is certainly nothing, to my mind, that pays as well as the two-dollar investment in The Grocer," were the encouraging words of another. "It is remarkable how a man almost unconsciously grows out of his narrow ideas by keeping in touch with the general trend of the trade."

A Richmond Street grocer makes a specialty of carrying choice goods in order to cater to the best class of trade. "I control the sale of the —— brand of California goods west of Toronto," he said, "and several other exclusive lines. I keep my store clean and tidy, not only where people see it, but just come down into the cellar and see how we keep things there; everything must be in order."

Makes Collections Easily.

"I have not much trouble in making my collections; I believe in being prompt myself, and I let my customers know that I expect them to be prompt as well," were some views of another.

"I am a new man in the business," said one grocer, "and about the first thing I did was to order The Canadian Grocer, which I find a great help to me."

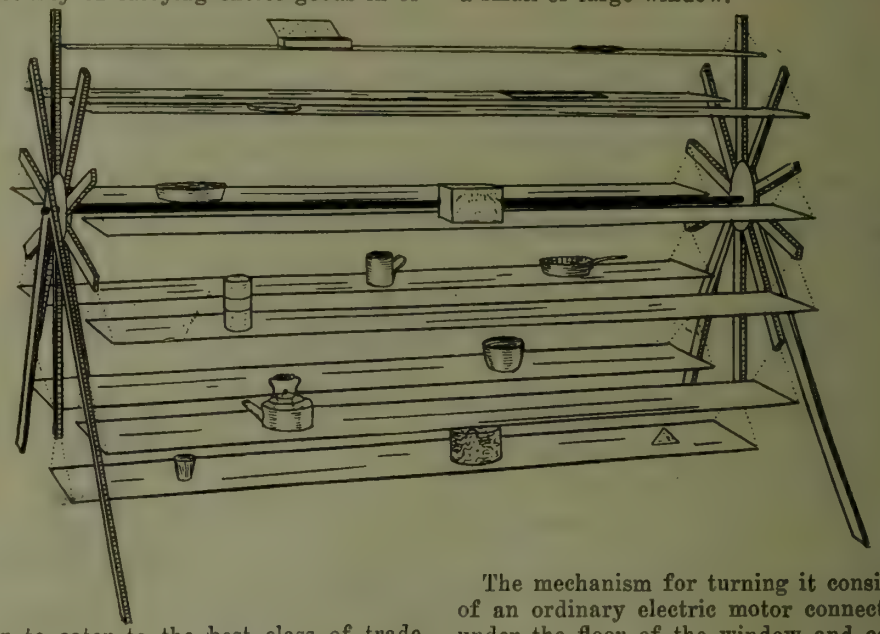
"We will send you a photo of our window and do our best to win the prize—you see the size of our window and with the other advantages we will give the competitors a good chase, even if we do not win."

"We are bothered a good deal in this city with mechanics who have a little money and who start small groceries and make their wives attend to them," remarked another. "They know nothing about the business, neglect their own housework and in about five years they break down from overwork. People should have some qualifications, I believe, before they are allowed to start business, especially handling goods for food."

"I think the wholesale houses made a stupid mistake when they cut out the discounts for cash. This was the only fair and decent way to encourage prompt payment. If they would carry it out properly it would not be so annoying, but some who get down and beg for it, get it, secretly. It is demoralizing trade instead of lifting it."

A REVOLVING SHELF DISPLAY RACK.

The accompanying illustration shows a revolving shelf rack, adapted for either a small or large window.



The mechanism for turning it consists of an ordinary electric motor connected under the floor of the window and connected to the pulley wheel on shaft by a leather belt. The adjustment should be such that the large wheels carrying the shelves should revolve very slowly. Brass plumbers' chain is used to support the shelves. To the persons looking in the window, the shelves then rise gradually to the level of their eyes, and as slowly disappear behind the mandrel.

There is a fascination about the device that draws people to the window. One reason may be that anything in motion is attractive, but another is that with the shelves full of small articles, one has to be a close observer to take them all in before they are carried past the range of vision.

Another way to use the device is to cut out a space a little wider and longer than the shelves at front and back of window flooring then suspend the floor

of the window as a wide shelf to the revolving axle by chain and hooks thrown over the axle. The shelves will then have the appearance of coming up through the floor of the window.

In using this device, or, in fact, any window idea that is at all out of the ordinary, much of the advertising effect is lost if the name of the house using the device is not clinched in the observers' mind as firmly as the device itself. Be sure, therefore, to have your firm name stand out clear on the window or on some card bearing some such phrase as "Buy it at Brown's."

CONFECTIONERY FIRM FAILS.

St. John, N. B., Dec., 22.—A meeting of the creditors of the Phillips & White Company, manufacturing confectioners, was held last week when a thorough investigation was made into the company's business. The company was incorporated about two years ago with a capital of $28,000, of which $20,500 was used. A large amount of this was invested in machinery, leaving the company with insufficient working capital. A committee was appointed to look carefully into the affairs of the company and report back at a meeting to be held shortly. The company will likely ask for an extension of time in order to settle their affairs and still continue the business.

Alderman John W. Vanwort, the Charlotte Street grocer, organized a last-of-the season trip on the river on Thursday, Dec. 16. The party left on a tugboat and intended going up to Evandale for dinner, but were stopped by the ice after they had covered about 20 miles, and were forced to return home. They established a record for late navigation, however.

Miramichi fishermen have been having great luck with their smelt fishing. The catches have been unusually heavy and they are receiving 5½ cents a pound on the ice. One night last week the combined catch totalled to the value of $12,000.

A Canadian canner states that 100 tons of raw pumpkin only produces about 50 ton of canned goods including the tins. Although it may not generally be known, the outside rind on the pumpkin is used. It is claimed to be the best part of the pumpkin for flavoring purposes and that housewives in making pumpkin pie make a mistake when they throw the rind away.

May We Be Partners With You?

May we not help you to introduce your goods to the Hustling West? We have an intimate knowledge of the commercial conditions there, and will give you thorough and conscientious service, if you will allow us to handle your business for you. Our large track warehouses at all the important commercial centres offer you special facilities unequalled by any other firm.

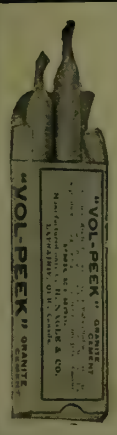
Let us hear from you! There's money in this proposition for you!

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

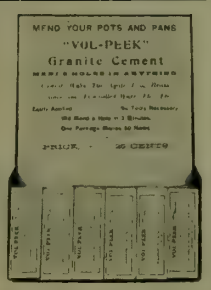


"VOL-PEEK"
GRANITE CEMENT

Mends Holes in Anything Made of Metal

Wanted in every household. Always in demand. A quick seller, yielding excellent profit.

Order a Supply To-day



H. NAGLE & COMPANY, Montreal, Que., Sole Manufacturers

Agents:

N. A. Bedard & Co., Montreal, Agents for Province Quebec.
Watson & Truesdale, Winnipeg, Agents for Manitoba and Sask. (Regina excepted)
C. E. Jarvis & Co., Vancouver, Agents for British Columbia, Edmonton and Calgary.
P. H. Cowan & Co., St. John's, Nfld., Agents for Newfoundland.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

WE WISH OUR

MANY

CUSTOMERS AND FRIENDS

A Merry Xmas

AND

ABUNDANT PROSPERITY

FOR THE

New Year

GUNNS LIMITED Pork and Beef Packers **TORONTO**

We take this opportunity to wish all users of the

STAR BRAND HAMS and BACON

A Very Merry CHRISTMAS

F.W.FEARMAN CO. LIMITED

HAMILTON, :: :: ONT.

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

Dressed Poultry

is our specialty

We are the largest dealers in Dressed Poultry in Canada. A lifetime has been spent by us specializing along this line. This valuable experience is at your service. We want large quantities of

Turkeys, Geese, Ducks, Chickens and Hens

Personal attention given to each shipment. A square deal for all. Payments daily.

THE WM. DAVIES CO., LTD.

Established 1854 James St., TORONTO Phone Main 119

BUTTER
EGGS
POULTRY
GAME

¶ We require large quantities of each of the above lines and shall be pleased to quote prices f.o.b. your station. Write us

The WM. RYAN CO. LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

First Class Bacon Being Manufactured in Canada

Price of Hogs too High to Allow Industry to Develop Properly—Butter Inclining to Lower Prices—Christmas Turkeys Very Expensive—Advances in Lard.

The high price of hogs should certainly induce our farmers to raise more hogs. The packers have provided themselves at great expense with the best possible equipped plants to handle the hog product of this country, and are turning out bacon second to none in the world, and it is in the interest of the farmers to keep such a great and profitable industry in flourishing condition. The farmers' interests do not cease when he steps off his farm, but his success largely depends on the enterprise of the men who prepare his products for the markets of the world.

Instead of harboring jealousy, as is too often the case he ought to be familiar with the difficulties that confront the men who by their skill and means are making their produce more valuable, and assist them in carrying on the business which is of mutual benefit to both. It is through the excellent quality of bacon produced by the improved methods of curing which has created the demand and the enormous consumption of cured meats that farmers are getting the high prices for their hogs.

This is not only the case with hogs, but also with butter, eggs and poultry. The splendid facilities provided by the dealers to handle all these goods to better advantage are the causes of the high prices of all these things. A lesson yet to be learned is to work more in harmony with one another, in order to produce the best result to all.

MONTREAL.

PROVISIONS — Compound lards are up ¼c, owing partly to an increase in demand. Roads as yet are too bad for the lumberman to come in, and as a result trade has not been so far as good as might have been expected. However, if the present cold weather keeps up a decided increase is looked for. Prices other than on compound lards are steady.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16¾
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¾
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16¾
Pails, tin, 20 lbs. gross, per lb	0 16¾
Tubs, 50 lbs. net, per lb	0 16¾
Tierces, 375 lbs., per lb	0 16¾
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12½
" 5 " " " "	0 12⅝
" 3 " " " "	0 12½
Pails, wood, 20 lbs. net, per lb	0 12½
Pails, tin, 20 lbs. gross, per lb	0 11½
Tubs, 50 lbs. net, per lb	0 12
Tierces, 375 lbs., per lb	0 11½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 50
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 14½
Long clear bacon, light, lb	0 15
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14½
Large sizes, 18 to 25 lbs., per lb	0 15½
Medium sizes, 13 to 18 lbs., per lb	0 16
Extra small sizes, 10 to 13 lbs., per lb	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17
" " " small, 9 to 12 lbs., per lb	0 17½
Breakfast bacon, English, boneless, per lb	0 16½
" " " " "	0 16
Windsor bacon, skinned, backs, per lb	0 17
Spiced roll bacon, boneless, short, per lb	0 14½
Hogs, live, per cwt	8 40 8 50
" dressed, per cwt	12 10

BUTTER—This market is steady, but quiet. Receipts are keeping up remarkably well, being larger for the past week than the corresponding week last year. The figures are 3,680 packages, as against 3,229 packages for 1908. For the season they are 382,597 packages, as against 405,752 packages same season last year.

Creamery, solids, lb	0 26
Creamery prints	0 26½
Dairy, tubs, lb	0 21 0 22
Fresh dairy rolls	0 22 0 23

CHEESE—Just at present there is little inquiry for cheese. It is hoped that the open air political meetings in England will serve to somewhat stimulate demand for this commodity, as cheese will be served at all of them. It may not have a great deal of effect, however, as the quantity used in this way would not in itself materially increase consumption. Receipts for the week are 1,859 boxes, as against 1,783 boxes same week last year. For the season they are 1,964,861 boxes, as against 1,954,795 boxes same season 1908.

Quebec, large	0 11½ 0 12
Western, large	0 11½ 0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12 0 12½
Old cheese, large	0 15 0 16

EGGS—As usal at this season there is a distinct scarcity of new laids. Storage stocks have been drawn on very heavily to meet the demand, which has been unusually large for the better grades. As a result the market is firm, with a probable rise in the near future. Receipts for the week are almost nothing, 171 cases, as against 571 cases same week last year. For the season they are 189,821 cases, as against 193,597 cases same season 1908.

New laid	0 35
Selects, dozen	0 29
No. 1, dozen	0 26
No. 2, dozen nominal)	0 22 0 23

POULTRY — Prices of all lines of poultry are up a cent. There is none too much stock in the dealers' hands to supply the Christmas trade. In fact some dealers say there is far from being sufficient, with little prospect of much new stock arriving. The country buyers have only been able to pick up small lots, and not many of them. Scarcity and higher prices in all lines are looked for before the first of the year.

Chickens, per lb	0 16 0 17
Hens, per lb	0 12 0 13
Young ducks, per lb	0 16 0 17
Turkeys, per lb	0 20 0 21
Geese, per lb	0 12 0 13

HONEY—Honey has been selling at previous quotations. Supplies seem to be fully equal to any demands that may be made. It is not thought that there will be any decided change for some time, as both supply and demand are normal.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½

TORONTO.

PROVISIONS — Cured meats which are regarded with so much favor can well afford to allow poultry to crowd them back at this particular time of the year. Nice hams and bacon, however, are used in decorating, or beautifying the stores, and this has kept up a fairly good demand. Packers say "business is good."

Long clear bacon, per lb	0 13½ 0 14
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14 0 14½
Light hams, per lb	0 15
Medium hams, per lb	0 15
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 17½ 0 18
" pea meal	0 18 0 18½
Heavy mess pork, per bbl	26 00 27 00
Short cut, per bbl	28 00 29 00
Lard, tierces, per lb	0 15½ 0 16
" tubs "	0 15½ 0 16½
" pails "	0 16 0 16½
" compounds, per lb	0 12½
Live hogs, at country points	7 85
Dressed hogs	11 25

BUTTER—Dealers in butter as usual during the winter, complain of poor qualities. This is partly owing to the feed and partly to want of proper facilities and to carelessness of the makers, and often to the way it is handled by the storekeepers in the country. There is little change in the prices, but from all appearance the tendency is towards lower figures. Prof. Dean made the statement at the Guelph Reunion that he hoped butter would bring 30c a pound all the year round. He should, however, not forget that that is a very high price to pay for the man who has to buy it, but the public is generally satisfied to pay a good price for all kinds of farm products if they get the right quality.

	Per lb.
Fresh creamery print	0 27 0 28
Fresh creamery solids	0 25 0 26
Farmers' separator butter	0 25 0 26
Dairy prints, choice	0 22 0 23
Tub butter	0 21 0 22
Baking butter	0 19 0 20

CHEESE—The cheese market is quiet, at the same time there is a feeling of safety in holding at the present prices. Canadian cheese has a preference in England, which was secured much to the credit of our cheese men, and will therefore, as long as it will hold this position, sell at a premium.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12½ 0 13

EGGS—Strictly new laid eggs are still scarce which cannot be expected to be otherwise at this time of the year, and will sell at high prices, but the bulk of eggs used now are cold storage stock. These turn out well and answer almost every purpose. The stock is supposed to carry us nicely through the winter, and at reasonable prices compared with other articles of food.

Cold storage eggs	0 25 0 26
Select eggs	0 28
Strictly new laid	0 35 0 40

POULTRY—This week is the great poultry week of the year, and by all appearance the supply will be short and prices unusually high. A good many farmers are still blind to their own interests and unfair to those who buy their poultry, by sending skeletons instead of birds with meat to eat. They make nothing for themselves and positively rob the consumer.

Spring chicken, alive, per lb.	12	0 14
Spring chicken, dressed	0 15	0 16
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 22	0 25
Spring ducks	....	....
" " dressed	0 15	0 16
Geese	0 13	0 15

HONEY—There is a noticeable increase in the sale of honey this year. People are finding out the value of it, as compared with fruit preserves. Prices are unchanged.

Honey, extracted, 60 lb. cans	0 10½	0 11
" " 10 lb pails	0 11	0 12
" " 5 lb. pails	0 12	0 12½
" comb, per dozen	2 40	2 50

TRADE NOTES.

D. O. Shaver, of Newboro, Ont., has bought the business of Saml. Rea.

G. E. Armstrong, Perth, Ont., has sold his stock to W. H. Newman, of Napanee.

The Atlantic Soap Co., Toronto, has moved its plant and machinery to Orangeville.

Albert Bremner, originally from Dundee, Scotland, has opened a grocery business in Olds, Alta.

BACON AIDS DIGESTION.

Some doctors frequently prescribe bacon for weak digestion which tends to disprove the impression in the minds of some that it is indigestible.

Prof. Snyder, of the Minnesota Food Station, gives in a report some reasons why bacon should become popular. In reference to a test he says that bacon was cut in thin slices and baked or broiled in the oven until crisp and brown. All the fat which was cooked out, was saved and eaten with the bread and other foods which made up the daily fare.

On an average, about 90 per cent. of the protein and 96 per cent. of the fat of the ration containing bacon were digested, and about 88 per cent. of the energy was available. Calculated values for bacon alone showed over 90 per cent. protein, and 96 per cent. digestible fat, figures which compare favorably with those which have been obtained for other animal foods.

"Lean bacon contains as much protein and about twice as much digestible fat as other meats," says Prof. Snyder, "making it at the same time and even at a higher price a pound, a cheaper food than other meats. Bacon fat is easily digested, and when combined with other foods it appears to exert a favorable mechanical action upon digestion."

Cause of Many Losses Due to Poor Buying Systems

The Season Makes a Big Difference — Necessity of Watching Reliable Quotations in Trade Papers—Where the Greatest Losses Occur—Every Line Should Bear Its Own Share of Expenses.

In some recent conversations with Montreal retailers as to their systems of buying, information which will be of value to others was obtained by The Grocer representative.

Probably the most timely hint was as to systematic buying as regards the season. For instance, different lines of goods should be stocked at Christmas and Easter. Luxuries are in order at these seasons. They should be laid in well before the time when they will be needed, and a careful study made as to the lines most adapted for the particular custom to be appealed to. If the customers are mostly of the wealthy class, there is nothing too good for them. However it must be remembered that time is an important consideration. Overstocking for the time when articles will be readily saleable is quite a common fault, particularly among grocers who have never clerked behind the counter, or who pay too little attention to this source of information. The best index to a man's ability to run a successful business of any kind is his knowledge of what is going on in the store, and the use he makes of that knowledge.

For a man who is closely in touch with his clerks it is a comparatively easy matter to decide just how much of any one line to buy and when to buy it. Reports on daily sales are one of the most useful helps to a buyer. Have the clerks keep track of the various lines as an additional check on your own figures, assigning certain ones to each. Then with a careful study of the extras, goods stocked only at certain seasons, a quicker turnover will be made, and goods will not have a long enough stay in the store to become stale.

Where Losses Come From.

Some of the worst losses that come to the average grocer come from unsaleable stock. It takes up valuable space and eventually has to be sold for cost or under. Even if sold at cost it is a loss, for overheads are always eating away at profits, insurance must be paid, and salaries are paid as usual.

Every line stocked should bear its fair share of all expenses incident to operating the store. If not there must be a reason, and that reason can usually be looked for in the buying.

To be successful as a buyer takes years of experience, combined with a full knowledge of the class of buyers who frequent the store. That man has the best chance who has clerked in the store for which he is buying, and who has made the detailed study which this gave him the opportunity to do.

Current quotations in reliable trade papers are of great assistance. A study of their variations will enable foresight to be developed to a very great extent. The man who hasn't time to read good reliable information hasn't time to look after other details of his business properly. It is as necessary to keep track of markets, as it is to have light in the store at night.

Watch Quotations Closely.

There are so many lines carried in the average grocery that it is almost an impossibility to keep closely in touch with the latest quotations without the aid of good trade papers. Their representatives are paid to do just this. They keep daily in touch with the wholesalers and are often advised in advance as to the probable rise or decline of the price of articles. No up-to-date merchant can neglect any easily accessible source of reliable information.

Mistakes are bound to occur in stocking up. The wise buyer is the one who learns from his mistakes. It sounds very trite to say "don't do it again," but that is one of the soundest mottoes to keep in mind, when looking over some dead stock.

In conclusion the advice given by most of the men consulted was that every man should use the brains nature has given him and avoid future trouble by studying past mistakes and future possibilities. With careful attention to the sources of information available, either in the store or in papers, it will only be a matter of time to perfect your system.

HOW THE TRAVELER LOST.

It was in a country tavern, where a newly arrived commercial traveler was holding forth.

"I'll bet my case of samples," he said, "that I've got the hardest name of anybody in this room."

An old farmer in the background shifted his feet to a warmer part of the stove.

"Ye will, will ye?" he drawled. "Wa-al, I'll have to take ye up. I'll bet ten dollars against your samples that my name'll beat yourn."

"Done," cried the salesman. "I've got the hardest name in the country. It is Stone."

The old man was game.

"Mine," he said, "is Harder."—Philadelphia Public Ledger.



GROCERS FROM THE ATLANTIC TO THE PACIFIC



ACKNOWLEDGE

Gillett's Cream Tartar

to be the best selling Cream Tartar
on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

Put up in Sealed Packages, Screw Top Cans and in Bulk.

E.W.GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

Established 1852.

Every Grocer in the country can make money out of Wm. Clark's advertising.

Any article of such merit as Clark's Meats, and advertised as extensively as Clark's Meats, is bound to be in great demand.

As Clark's Meats are advertised all over Canada, there is not a grocer who would not benefit by the sales resulting from such advertising.

It is only after putting in a supply that he realizes what sales have passed his door.

Clark quality, Clark reputation and Clark publicity combine to aid the grocer in his sales.

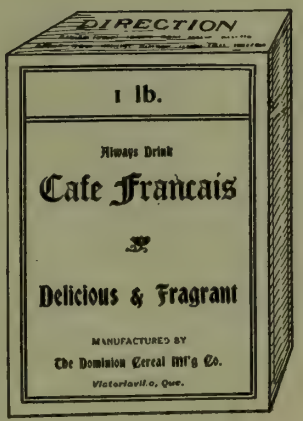
Clark's Pork and Beans
Clark's Mince Meat
Clark's Ham, Tongue or Veal
Clark's Ox Tongue
Clark's Sliced Smoked Beef
Clark's Chateau Baked Beans
and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WRITE FOR SPECIAL LIST

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties



Café Francais

is a good line to stock right away. It is a profitable article to push, and will give you more return, for less effort, than most other groceries.

WRITE FOR FREE SAMPLE

Dominion Cereal Mfg. Co.

VICTORIAVILLE, QUE.

Also Makers of Imperial Self-Raising Flour

How to Avoid Reflections in Window Photographs

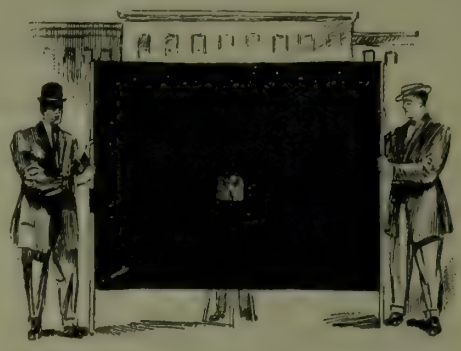
Screen May Be Easily Made For This Purpose — Things to Look After in Having Photographs Taken at Night — An Answer to an Inquiry.

Many mistakes are made in taking photographs of windows which are too small to show the detail of the display. The Canadian Grocer, for instance, frequently receivies photos of post card size, which cannot be used. The chief difficulty, however, is found in overcoming the reflections from buildings or trees across the road, when photos are taken in the daytime. A Grocer subscriber has written to say that he has had two photos taken of his Christmas window, but both were spoiled by reflections; he wants to know of some method to prevent this.

The accompanying drawing shows a simple and inexpensive device for eliminating the reflections for daytime photographing. This consists of two poles that are a little longer than the height of the window. Cut strips a little longer than the window is wide, and sew them together until there is a sheet large enough to reach nearly from the t[illegible] to the bottom of the glass. Tack the upper corner of this sheet to the top of each of the poles and continue along down the poles, thus forming a large, black screen. A square hole is made in the centre for the camera, and when the photographer is ready to begin operations, have two men hold it as illustrated, thereby shutting off all reflections from across the street or from whatever direction it comes.

In daytime photographing, the right time of day must be chosen in order to get the greatest amount of light in the window. Professional photographers usually choose the early morning on a clear day. This, however, must be left to the judgment of the man who takes the picture. The length of strips out of which to make the screen can be determined by taking the poles out on the walk and observing how much is necessary to shut out reflections. Black lining cambric or black calico will serve the purpose, and is not expensive.

If the windows are strongly illuminated by artificial light, and the picture taken at night, from 10 to 25 minutes will



A Device That May be Effectively Used To Eliminate Reflcctions

bring out the greatest amount of detail. People passing on the street will not interfere with such a picture, unless, there is a continual crowd. No one should be allowed to stop between the camera and the window during the exposure. If the store or windows across the street are illuminated, these lights are very apt to reflect on the window pane and result in marring the photograph.

In order to secure a perfect photograph, the show window lighting should at all times be concealed and should be located in the upper part of the window near the window pane. All the shadows on the goods are then clearly defined and this contrast between the high lights and shadows will give a perfect picture. Open lights in the window have a tendency to blur the photo.

CONDEMNS USE OF PORTRAIT.

A Montreal retail grocer takes exception to the use of a merchant's photograph in newspaper advertising and writes to the Canadian Grocer to ventilate his views. Here is what he says:—

"In a recent issue of a Montreal daily an advertisement of a retailer appeared, the central portion of which was taken up by a photo of himself.

"Possibly in a booklet or circular the use of a personal photo would be good judgment, but it is a waste of valuable space to insert it in a daily advertisement. High-priced space is for use, not ornament. There are so many ways to make use of it for articles of special value, that it shows a lamentable lack of advertising knowledge to waste a large portion of the space taken by a photo, which is of no particular interest to any but close acquaintances, and even they would not, in all probability, think more of the advertiser for such an insertion. Advertising space costs money and special study is necessary to obtain the best value for that reason.".

It would be interesting to learn what others think of this system of advertising.

S. J. Willson and M. A. Jackson have opened a grocery and crockery business at Ridgetown, Ont. Mr. Willson has for nine years been connected with the Plaindealer newspaper there.

Mr. Merchant,

Are you handling

Royal Purple Stock and Poultry Specifics

the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

The W. A. Jenkins Mfg. Co.,
LONDON : : : ONT.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.



FOR QUALITY

GEORGE KEMP, Limited
LONDON, ENGLAND

BUTTER PUFFS

The very latest in
BISCUITS

Be up-to-date
STOCK

BUTTER PUFFS

A splendid selling line. Always fresh. Hermetically sealed tins, specially packed for Canada.

OTHER LEADING LINES

Export Agents: H. COLLINGS & CO.
16, Philpot Lane, LONDON, E.C., ENGLAND

The causes which lie behind Christie reputation.

For over half a century our whole efforts have been concentrated in the making of better biscuits.

We have paid no attention to any side issue—all the ability we possess and every hour of our experience has been utilized for the purpose of bettering Christie biscuits.

Every ounce of raw material is selected and tested—the flour used is a blend of the best flours milled—butter, eggs, sugar and lard must all be high-grade table quality.

Our factory is the biggest, brightest and cleanest in all Canada. Our employees are all healthy and happy and imbued heart and soul with Christie ideals.

Christie ideals—that's the real source of Christie reputation. It's this constant effort to better the product of yesterday—this striving after excellence that has made the name *Christie* a household word all over the Dominion.

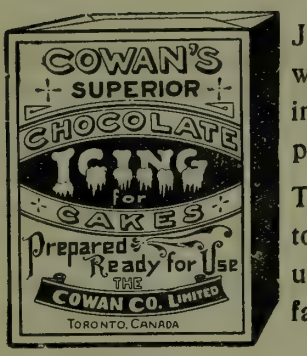
Are you making the most of Christie reputation?

Remember, "*Christie biscuits do sell more than biscuits*"

CHRISTIE, BROWN & CO., Ltd.

You can very easily work up a snug little trade in

Cowan's Cake Icings



Just get your customers who are not already using them to try a single package.

That will be pretty sure to make them regular users, to their satisfaction and your profit.

The Cowan Co., Ltd.

Toronto, Canada

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our **VILLAGE Bisouit** retails **3 lbs. for 25c.**

DIGNARD, LIMITED. Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

DESICCATED COCONUT and COCONUT FAT

Finest Quality Manufactured.

J. H. VAVASSEUR & CO., Limited 4 Lloyds Ave. **LONDON, ENG.**

Factories—Ceylon - - - : Telegrams—Citronella, London

THOSE ANIMAL BISCUITS---

Have you had a trial shipment of them yet? We feel justified in saying that our biscuits in animal form—representing horses, cows, pigs and other creatures---will yield you a greater profit than any other biscuits. We know this to be likely from our experience with other firms.

Had you not better get our prices?—And a few samples which we will gladly furnish.

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & CO.

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Peculiar Conditions in Wheat and Flour Market

Work of the Speculators Making Itself Known — Good Cable Demand for Patents—Tendency of Cereal Market is to Firmer Prices.

The general tone of the wheat and flour market is heavy. The fluctuations, especially on the Winnipeg and Chicago markets yield to the greater strength of the buyer or seller. Every conceivable influence is brought to bear in order to effect profitable transactions.

The weather conditions affecting the Argentine crop were closely watched, and now calculations are already made on the winter wheat crop of next year. Under such conditions all that can be said about the market is to quote present prices and guess at the future. With the greatest wheat yield the world ever had, and with the outlook of the winter crop prospects, which are all that could be desired, it requires some effort to keep the prices to their present level.

MONTREAL

FLOUR—There is a steadily increasing cable demand for best grade spring wheat patents. Millers are saying that if it goes on prices will be liable to be higher. The market is already firm, with a higher tendency. As yet no changes in prices have occurred.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

ROLLED OATS—The market is firming up, owing to a decidely increasing demand and higher prices in some of the lines are looked for. Supplies at present are too plentiful to let any decided rise occur, but should there be any falling off in receipts, as many prophsey, there is sure to be a rise.

Fine oatmeal, bags	2 52½
Standard oatmeal, bags	2 52½
Granulated " "	2 52½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 30
" barrels	4 85

Feed—Bran is scarce, and both lines have gone up to $21. Mouillie, milled, is weaker and seems to have a slow sale at present. The general tone of the feed market, however, is firm with an upward tendency.

Ontario bran, per ton	21 00
Manitoba shorts, per ton	22 00
" bran, per ton	21 00
Mouillie, milled, per ton	26 00
" straight grained, per ton	31 00
Feed flour, 98-lb. bag	1 55 1 75

TORONTO.

FLOUR—The local wheat market is slowly but gradually climbing higher. Millers are paying from $1.09 to $1.10 which is about a cent higher than last week. The local demand, perhaps owing to Christmas baking, is active. Ontario wheat is still scarce. Farmers are holding back.

Manitoba Wheat.		
1st Patent	5 20	5 30
2nd Patent	5 00	5 10
Strong bakers	4 90	5 00

Winter Wheat.		
Straight roller	5 20	5 40
Patents	5 40	5 50
Blended	5 40	5 50

CEREALS — Merchants having had their supplies laid in for the holiday seasons, causes a lull in the demand for these goods this week. The prices, however, are not affected and after the holidays the demand will likely improve. The prices of both wheat and oats are firm, and are higher than was expected some time ago. People seem to have money and are spending it freely without complaining about the prices.

Rolled wheat, car load	2 95
" oats "	2 20
Oatmeal, car load	2 50
Rolled wheat in barrels, 100 lbs	3 05 3 15
" oats in bags, per bag 90 lbs	2 30
Oatmeal, standard and granulated, in bags 98 lbs	2 60

NO BREAD WRAPPERS.

During the past few weeks Montreal bakers have been much exercised over the persistent attempts made by some parties to have all bread wrapped in oiled paper, or some substitute.

Finally the matter came before the Health Committee, when both sides of the matter were presented. The reasons advanced by those wishing bread to be wrapped were simply that it would be much more sanitary, would not be so susceptible to outside influences such as weather and handling, and there would be little additional manufacturing cost.

When they were asked regarding the matter the bakers showed clearly the impracticability of the scheme. Thousands of loaves were sent out daily by many of them, and it would require a tremendous increase in running expenses to hire sufficient additional help to wrap all the bread. This would mean a corresponding increase in the price of that commodity, thus bringing a hardship upon the poor, whose chief table necessity was bread. Also it would require additional handling, which would negative the sanitary idea advanced by those in favor of wrapping.

The Health Committee decided that it was best to leave conditions as they now are. Nothing was to be gained by the change and it would be a hardship on the consumer to ask the price necessary for bread under the changed conditions.

CUSTOM CATCHERS!

Some goods you sell create a regular demand for themselves and influence a large volume of the family trade to your store. Such an article is the Mooney "Perfection" Cream Soda, which always reaches you in as fresh and crisp condition as it leaves our ovens.

Here's the box!



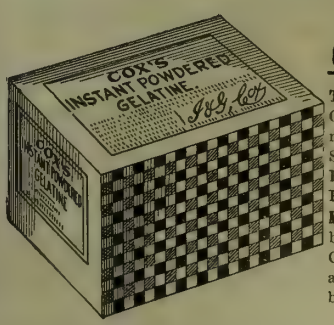
The Kind that is Different!

Don't forget the name "MOONEY'S"

Order to-day

The Mooney Biscuit and Candy Co., Ltd.

STRATFORD - CANADA



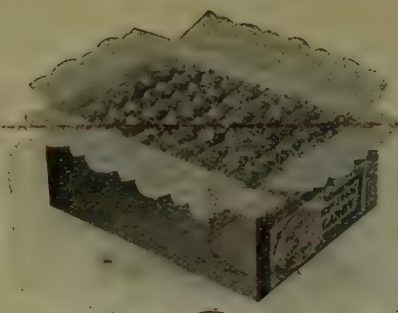
COX'S, GELATINE

The Leading Gelatine for more than Sixty Years Foremost in Purity and Manufactured by Messrs. Cox as well as PACKED by them.

Canadian Agents: J. & G. Cox Ltd.

C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

Gorgie Mills EDINBURGH



You can make more money out of confectionery than out of any other line you sell

This is a seasonable truth when you are engaged in holiday trade. Compare profits and verify this statement.

Confectionery is easy to sell at all times, but particularly around the holiday season—ALWAYS PROVIDING IT IS OF HIGH QUALITY.

"Chocolate Bordo"

is famous for the uniformity of its excellence and is most highly appreciated by the consumer.

Grocers feature it for this reason, and because the profit is larger than on most other Chocolates.

The Montreal Biscuit Company

Wholesale Confectioners - - - - - MONTREAL

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

GRATEFUL COMFORTING

EPPS'S COCOA

The Choicest of all Cocoas

The Most Delicious
The Most Nutritive

A cup of this delightful beverage is a cup of real enjoyment, giving true exhilaration and invigorating the whole system.

The LEADING COCOA of MANY GENERATIONS

Special Agents C. E. COLSON & SON, Montreal

Nova Scotia, E. B. ADAMS, Halifax. Manitoba, BUCHANAN & GORDON, Winnipeg.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

Let us quote you on your

APPLE BARREL

requirements for the coming season. Also staves, hoops and heading for sale,

H. CARGILL & SON

CARGILL, ONTARIO

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto

G. J. CLIFF, Manager.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK



HOLLAND HERRINGS

In 10 lb. Kegs

—GET—

GARLAND BRAND

They are the best

Packed by

Palvast and Van der Vliss, Holland

WRITE

W. H. ESCOTT

BROKER, - WINNIPEG

Direct Importer, for a Car

TRUMILK

A full-creamed Milk in soluble powdet form.

MILKSTOCK

A separated Milk in soluble powder form.

These products are unequalled in quality by any other milk, whether in powder or condensed form. Pure, healthful, digestible, convenient. Guaranteed free from preservatives or adulteration. Dissolve easily in cold water and make perfect liquid milk.

MADE IN CANADA

Canadian Milk Products, Limited

Head Office: TORONTO. Plant: BROWNSVILLE, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

To Brother Grocers & Square Dealers generally, Good Neighbors all, a Hearty Handshake across the Miles from the makers of the GOOD Flour commonly yclept FIVE ROSES ¶ Likewise an Extra Gentler Squeeze to the Sellers of the Good Stuff ¶ & to all good men & women (ye suffragettes included), of HEALTH & WEALTH a yearful in NINETEEN TEN



AS WISHED BY LAKE OF THE WOODS MILLING COMPANY AT THEIR HEAD HOUSE, WHICH IS IN MONTREAL, QUEBEC, THIS CHRISTMAS EVE, NINETEEN NINE

Comparison of Grocers' and Farmers' Methods

No Price Cutting and no Jealousy on the Berlin Market—The "Three-for-a-Quarter" System Not Heard of There—Business all Done With Precision.

A short time ago, a Canadian grocer in speaking of the unbusinesslike methods employed by grocers, made the statement, that the farmers at their markets were doing their selling in a more business-like manner than the merchants do in their stores.

This remark led a representative of The Canadian Grocer to visit one of the largest farmers' markets in Western Ontario (Berlin), to look into this matter. To get the full benefit of this market, it is necessary to be on hand early in the morning, and to be on time, the town was reached the evening before, and after getting acquainted with the market programme, retired, leaving an order with the porter to be called at 6 o'clock.

This was just a safeguard, but turned out to be not at all necessary for before the clock struck six, the scribe was awakened from his sweet slumbers, by the rumbling of the hundreds of vehicles and the noise of the horses' hoofs on the frozen ground. The farmers were coming to the market. At 7 o'clock they had their produce all arranged on their tables and were ready for business. Here one takes a hurried look over the tables, and sees a variety of things altogether too numerous to mention. When he turns his gaze up and down the street, through the morning twilight, he thinks the whole town is let loose. The sidewalks, the middle of the streets, and everywhere is a living hustling mass of humanity. Men women and children, rich and poor, all on their way to the market, and not one without the necessary basket to carry home whatever he may buy. The market is now in full swing. The farmers are ready to wait on their hurried customers.

The produce is cut into pieces with a paper attached to each, showing the weight and value. There is no cutting of prices, no attempt made to buy below the stated figure and no asking to have the goods delivered. They are promptly paid for and the buyer takes immediate possession, by placing his purchases in his basket. The farmers get rid of their goods without cutting prices. They get good value for their produce and the people who buy them make no kicks.

Clear-cut Methods.

So business-like is everything arranged, and the service so promptly rendered, that customers buy their supplies to the value of $3 or $4, and in fifteen minutes' time are on their way home. At 10 o'clock the market is practically over. The goods are all delivered, the farmers have their money in their pockets, and all they have to do is to gather up their empty vessels, spend some of their cash in the stores, and get home by 12 o'clock.

Now, was the grocer right when he made the statement as he did? The farmers' sell for cash, they do not cut prices, they do not give a ten-cent article for 3-for-a-quarter, they do not deliver the goods, they offer their goods at certain hours of the day only, and they have their customers educated to adapt themselves to their methods. In short, they control the situation. If the goods of one are not picked up as readily as those of another, the only reasonable thing for the former to do is to produce better goods. If these farmers can educate their customers to come out in the morning before daylight, is it not reasonable to suppose that the retail merchants can educate their customers to come out for their goods during reasonable hours of the day? If they never lose a dollar through bad debts, can the merchants not also agree upon certain plans to cut out the dead-beat? If the farmers do not cut their prices below living profits, cannot the merchants also do the same thing? If the people can carry all their things home from the market, why can they not be educated to carry home a spool of thread without considering it any disgrace?

It all seems to resolve itself into this: Retail merchants, through a mistaken idea of being extraordinarily kind, and a stupid jealousy of each other, have spoiled their customers, like spoiled children, and for all their extra efforts to please them, they receive no thanks.

The farmers meet one another, talk over their affairs, arrive at profitable methods, but the merchant stands behind his counter, jealous of his fellow merchants, ignorant of each other's methods, afraid of one another's tactics, and gives his hard labor, business energies, and the most active part of his life to the service of the people without much profit and when all is done, he is only a "storekeeper."

FROST AND CANNED GOODS.

The question as to whether frost causes injury to canned goods is being widely discussed. The general opinion is that frost is injurious especially when the contents are allowed to thaw and freeze repeatedly. A canner stated to The Canadian Grocer that he believed frost had much the same effect as too much heat—it disintegrates the particles and lightens the color, thus making the contents "washy" in appearance and to the taste. He believed the ideal temperature for canned goods was about 3 or 4 degrees above freezing and that if this could be maintained by retailers they could obtain the best results.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



Keep your eyes open!

The grocery business is not *all profit* and your nearest competitor is very much wide-awake! Steal a march on him by starting a tobacco department, and by making a feature of the

7-20-4 CIGAR

They have gained the public favor by their uniformly fine flavor, and prove ready sellers, while leaving you a 'worth-while' profit.

GET OUR PRICES TO-DAY.

The Sherbrooke Cigar Co.
SHERBROOKE
QUEBEC

PROMOTE PROFIT by handling "honest" Soap!

You'll find

WONDERFUL SOAP

is invariably good soap, and is an article which is a prime favorite on wash day and for all cleaning purposes.

You'll be surprised at the increase in your soap sales if you are handling WONDERFUL, and delighted at the profit its sale yields. Try a case!

GUELPH SOAP CO.
GUELPH - - - - ONTARIO

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA.

To our Customers and Friends:

Wishing you the Compliments of the Season and a Very Prosperous New Year

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

St. Nicholas

Tracuzzi, Messina, Packer

Christmas Greetings

McCabe, Toronto
Agent

Home Guard

Large Quantities of Apples and Oranges on Hand

Novelties in for the Christmas Trade—Demand For Fish Falling off on Account of Holidays—Potato Market Steady.

MONTREAL.

GREEN FRUITS—Noveltics for Christmas are appearing on the market. Kumquats and tangerines have arrived in considerable quantities, and appear to be of good quality. While trade is brisk it is expected that Thursday and Friday will be the record days, and if they are at all what is looked for it will indeed be a Merry Christmas for fruit men. Prices are unchanged, with the exception of cranberries, good grades of which are scarce. They are quoted $9-$9.50 per bbl.

Apples, Baldwins, per bbl	4 00
" Greenings, per bbl	4 00
" Russets	4 50
" Kings, No. 1	5 00
" Spies, per bbl	5 00
" Fameuse, per bbl	4 00 4 50
" Mackintosh reds	5 00
" " No. 2	4 50
" Tallman Sweets	2 50
" Wealthys, No. 1, bbl	4 50
" " No. 2, bbl	4 00
Bananas crated, bunch	1 75 2 75
Cranberries, per bbl	9 00 9 50
Cocoanuts, bag	4 25
Grape fruit, Florida	4 50 5 00
" " Jamaica	3 50 4 00
Grapes, Almeria, per keg	5 50
Lemons, Verdillis, box	3 25
" Maoris, box	3 25
Limes, per box	1 00
Oranges, late Valencias	5 20
" Floridas	3 00
" California navels	3 00 3 50
" Porto Ricos	2 50
" Mexicans	2 40
" Jamaica, per crate	4 50
Pineapples, Floridas, box	3 00 3 50

VEGETABLES—Hot house goods are appearing in considerable quantities on the market. Asparagus, green peas, new potatoes, and tomatoes are among the principal ones. Sale for them has been encouraging, and dealers say that money seems to be fairly plentiful this year from the way people are buying luxuries, rather than staples. Prices on the regular lines are firm and unchanged.

Beets, per bag	0 50 0 60
Carrots, bag	0 50 0 60
Cabbage, dozen	0 25 0 40
Celery, Canadian, dozen	0 75 0 90
Cauliflowers, dozen	1 00 2 00
Cucumbers, Boston, per doz	1 50 1 75
Green peppers, basket	0 75
Lettuce, curly, dozen	0 25
" Boston	0 60 0 75
Leeks, dozen	1 50
Onions, red, per bag	1 00
" Spanish, cases 150 lbs	2 75
" " half cases	1 65
" " crates 50 lbs	0 90 1 00
Potatoes, Montreal, bag	0 65 0 75
" sweet, per bbl	2 50 3 50
" " basket	2 00
Parsley, dozen	0 40 0 75
Parsnips, per bag	0 90 1 00
Pumpkins, doz	1 25 1 50
Sage, dozen	0 40 0 50
Savory, dozen	0 40 0 50
Spinach, Canadian, box	0 50 0 60
String beans, basket (large)	3 50
Squash, Hubbard, per dozen	1 50
Thyme, dozen	0 75 1 00
Tomatoes, hot-house, lb	0 20 0 25
Turnips, bag	0 40 0 75
" Quebec, per ton	7 50 9 00
Vegetable Marrows, dozen	0 90 1 00
Watercress, dozen	0 40 0 75

FISH—Christmas trade has fallen off during the past few days, and there will be a dulness now until after New Years. Supplies in general are better than was anticipated some time ago, so when the demand starts in again prices will be reasonable. If the demand is good green cod would probably show a scarcity. Herrings and haddock will be high if fishing does not improve.

FRESH

Market cod, lb	0 05	Dore, per lb	0 08 0 09
Perch, dressed, lb	0 08	Eels, fresh, per lb	0 07
Pike, headless and dressed	0 07	Halibut, per lb	0 09 0 10
Salmon, B.C.	0 12½	Haddock, lb	0 05
Steak cod, per lb	0 06	Herring, per 100 fish	1 75
Barbotte	0 08	Mackerel	0 10

FROZEN

Dore, winter caught, per lb	0 08	Steak cod, per lb	0 05
Flounders	0 06	Salmon, B.C., red, lb	0 10
Halibut, per lb.	0 09 0 10	Salmon, Gaspe	0 18
Herring, per 100	1 75	Salmon, Qualla, lb	0 08
Lake trout	0 08½	Smelts, 10 lb. boxes	0 12
Mackerel	0 10	Tom cods, per bbl	2 25
Pike, headless and dressed	0 06	Whitefish, large, lb	0 10
		Whitefish, small, lb	0 06

SALTED AND PICKLED

Green cod, No. 1 medium, per brl	7 00	No. 1 mackerel, brls	20 00
Green cod, small, brl	5 50	Salmon, B.C., ½ bbls	8 00
Green cod, large, brl	7 50	" " bbls., red	15 50
Labrador herring, bbl	5 25	" " pink	14 00
" ½ bbl	3 00	" Labrador, bbl	18 00
Labrador sea trout, bbls	12 00	" " ½ bbls	9 50
Labrador sea trout, half bbls	6 50	" " trcs., 300 lb	26 00
No. 1 mackerel, pail	2 25	Salt eels, per lb	0 08
" " ½ bbls	10 00	Salt sardines, 20 lb. pl	1 00
		Sardines, Quebec, bbl	5 50

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb	0 07
Herring, new smoked, per box	0 13
Kippered herring, per box	1 20 1 25
Kippered herring, imported	1 25
Smoked salmon, sugar cured, per lb	0 [illegible]

SHELL FISH

Lobsters, live, per lb	0 20
Lobsters, cooked	0 22
Oysters, choice, bulk, Imp. gal	1 40
" "Sealshipt," standards, Imp. gal	1 75
" " select	2 00
" shell, per bbl	7 00 10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	5 50
Skinless cod, 100 lb. case	5 50
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS—Since the big fire in two of the largest fruit houses, the trade has been somewhat confused. The large quantities of damaged goods which were thrown on the market at hurried sales had a demoralizing effect on the market for the greater part of this week. New stocks, however, have arrived, the trade is assuming its natural shape again, and business moves in its regular order, with prices little changed from last week. It was the full intention of the fruit men to have an exceptionally large variety of fruit from all parts of the world for this Christmas, but the fire has made it impossible, and in consequence such lines as strawberries, cherries, etc., will be missing. Oranges and apples are plentiful.

Apples—			Lemons—		
Snows	3 50	4 00	Messina	2 75	3 25
Spies	3 00	3 50	Palermo	3 00	3 50
Greenings	2 25	2 50	Oranges—		
Bananas	2 00	2 25	California navels	2 75	3 00
Cranberries, bbl	8 00	8 50	Floridas	2 50	2 75
Grapes, Almeria per keg	5 50	6 00	Mexican	2 00	2 25
Grape Fruit	3 50	4 00	Pears, Canadian basket	0 75	1 00
			Pineapples, case	3 75	4 00

VEGETABLES—The potato market is steady with no change in sight, selling at from 60 to 65c. a bag in small lots to retail stores. Imported cucumbers, new potatoes and lettuce are regular arrivals at top notch prices.

Beets, bag		0 70	Spanish, ½ cases		1 50
Cabbage, Canadian, dozen	0 35	0 40	Parsnips, bag		0 75
Carrots, bag	0 50	0 55	Potatoes—		
Celery, Canadian, dozen	0 30	0 35	Canadian, bag	0 60	0 65
Cucumbers, doz		1 75	Bermuda, new, per barrel		9 00
Lettuce, hamper		2 50	Sweet, basket		0 56
Onions—			" hamper	1 25	1 50
Canadian, bag	1 00	1 25	" barrel		3 50
Valencias, new, crate	2 75	3 00	Radishes, doz		0 20
Spanish	2 50	2 75	Tomatoes, hot house, lb		0 25
			Turnips, bag		0 40

FISH—As fish have to stand back to make room for poultry this week, the demand is slow with the exception of

oysters which claim a strong position during the holiday season.

LAKE FISH (FROZEN)

Goldeyes	0 05½	Pickerel yellow	0 09
Herring, Lake Erie	0 06	Pike	0 06
" Lake Superior	0 05½	Perch	0 06
" Lake Ontario	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 10

OCEAN FISH (FROZEN)

Cod steak	0 07	Salmon, pink, per lb	0 09
Halibut	0 09	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	3 00	Smelts, per lb	0 12
Mackerel, each	0 20	Shrimps, per gal	1 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Herrings, Labrador, half barrels	2 90
" tablets, box	1 60	Herrings, Digby, bndle	0 60
Bloaters, per basket	1 00	Herrings, Imported Loch Fyne, per kit	1 10
Codfish, shredded, box	1 80	Kippers, per box	1 25
" Bluenose, "	1 40	Quail on toast, per lb	0 05½
Cod steak, per lb	0 07	Trout, pickeled, 100 lb. barrels	6 00
Cod, Imperial, per lb	0 05		
Ciscoes, per basket	1 00		
Haddie, Finnan	0 08		

SHELL FISH.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

THE ENCYCLOPAEDIA.

Something About the Production of Evaporated Apples in Canada.

By H. D. McMullen.

Canada is the home of the evaporated apple, and in Canada, Ontario is by far the largest producer. Quebec and the Maritimes produce a large quantity, mostly for home consumption. The United States is also a large producer, though the highest grades come from this country.

Almost everyone knows the dried apple on sight, so no description is necessary.

As to what apples are best for drying it depends largely on the use to which they are put. Early apples are not nearly so satisfactory for keeping qualities or flavor as the winter varieties, but the average evaporator dries large quantities of them, with which to start the season. When winter apples begin to come in, the early ones become almost unsalable, except at considerably reduced prices.

One rather interesting process preparatory to drying the higher grades is what is known as sulphuring, that is, exposing the pared and sliced fruit to sulphur fumes for a limited time. This whitens the apple and keeps it comparatively white even after drying. The

1909

Christmas finds us again Happy

A Big Year's Business
A Big Fire Dec. 14th.

One has to take the bitter with the sweet. Rebuilding already begun. Bigger than ever.

With kindest wishes to all our friends

WHITE & CO., Limited
Toronto

WE extend to our many customers and friends our heartiest good wishes for a Happy Christmas and Bright and Prosperous New Year

Should you run short on anything for the Holiday trade let us have your rush orders. We are quick shippers.

HUGH WALKER & SON
(Established 1861)
GUELPH, ONTARIO

Season's Greetings
—to all—
FRUIT BROKER W. B. Stringer TORONTO, CAN.

fruit thus prepared brings a much higher price on account of its appearance.

One of the least known, yet most valuable uses of dried apples, is their value in the making of champagnes. France imports large quantities from this country for that purpose. It is stated that the highest grades of champagne now made are those in which dried apples are used.

Canada's production is on the increase and in Ontario it is hard to find a small town, where apples are grown, which has not at least one evaporator. Buyers are plentiful and good evaporated apples usually find a very ready sale.

Canadian Trade Changes of Recent Occurrence

Many Retail Businesses Change Hands—New Grocers in the Trade—Damages by Fire and Assignments Made — New Companies Formed.

Ontario.

Assets of Jno. Flynn, grocer, Ottawa, have been sold.

W. J. Deans, grocer, Toronto, has sold to C. R. Stone.

D. L. Gibb, grocer, Clinton, Ont., has sold to B. A. McEwan.

P. L. Parker, grocer, Sudbury, Ont., has sustained loss by fire.

Walter Ross, grocer, Toronto, sustained small loss by fire recently. He was insured.

S. Sanders & Co., general merchants, Arnprior, Ont., are removing to Killaloe Station.

T. E. Yates, grocer and boat and shoe merchant, Newbury, Ont., has sold to H. P. Ralph.

A meeting of creditors of Michael Dunnigan, general merchant, Barry's Bay, Ont., has been called.

Quebec.

J. L. Leduc, grocer, Hull, Que., has assigned.

J. Harry Smith, grocer, Montreal, has assigned.

Briere & Chaput, grocers, Montreal, have dissolved.

Louis Bellehumeur, grocer, Joliette, Que., died recently.

Joseph Warren, general merchant, Pointe a Pic, Que., has assigned.

Assets of H. W. Legare, grocer, Hull, Que., have been sold at 56c on the $.

Wylie & Rice, grocers, Montreal, have dissolved, Wm. J. T. Wylie registered.

Western Canada.

Dart & Fitzgerald, Meota, Sask., have dissolved.

G. Schaffer, general merchant, Humboldt, Sask., is retiring.

O. J. Hamre, grocer, Hanley, Sask., has sold to A. C. Peters.

Thos. Grant, grocer, Frobisher, Sask., is succeeded by Davis & Stinson.

W. A. Bingham, general merchant, Eyebrow, Sask., is succeeded by J. G. Munro.

G. A. Chandler, general merchant, Tyvan, Sask., is succeeded by Good & Robertson.

Gemmell Bros., general merchants, Mervin, Sask., is succeeded by Keen & Smithhurst.

A meeting of creditors of H. Aberman, general merchant, Watson, Sask., has been held.

The Fulton-Phillips Co., general merchants, Balcarres, Sask., is succeeded by J. E. Fulton.

Hargraves & Gold, general merchants, Swan River, Man., are succeeded by Hargraves & Co.

SUGAR IN OLDEN TIMES.

Cane sugar was produced by the Chinese at a very remote epoch. In western countries it was a more recent introduction. The Roman writers, Pliny, Varro, and Lucian, at the beginning of our era, barely mentioned it. It was then known by the name of Indian salt and honey of Asia, Arabia, or India. In 1090, Crusaders arriving at Syria discovered sugar cane, which became a favorite dainty of the soldiers. During the following centuries, the sugar cane was introduced into Cyprus, the Nile Delta, the north coast of Africa, as far as Gibraltar, Sicily, and the kingdom of Naples. It reached Spain in the fifteenth century, and thence was carried to Madeira and the Canaries. In 1644 the French imported it into Guadeloupe and a little later into Martinique and Louisiana. The Portuguese introduced it into Brazil and the English into Jamaica.

TRADE NOTES.

The J. P. Tanton Company, Summerside, P.E.I., is canning poultry of all kinds.

Incorporation has been secured by the Allredie Pure Food Company, Montreal, with authorized capital of $60,000. A. H. Clements and A. W. Hugman, are the promoters of the concern, which will occupy quarters now being renovated at 589 St. Paul St.

Press advices from the Fresno "Republican" concerning the meetings of raisin growers of that section tell that 2,500 tons were pledged to the growers' pool a week ago and that it was probable that much more would be under contract during the following week.

O. Lefebvre, proprietor of the Ocean Mills, Montreal, has moved into new quarters recently completed. The manufacturing is now being carried on by an up-to-date brick factory, four stories high, situated at the corner of Lasalle Street and Mount Royal Ave. Different departments are located on each floor.

E. Kelly, of Winnipeg, acting on behalf of a syndicate of northwest wholesalers, has closed for the purchase of the Tilbury canning factory, Tilbury, Ont. An option was taken on the plant a couple of months ago. Three factories were purchased :—Tilbury, Alvinston and Jordan in the Niagara fruit district.

The announcement that the Dominion Government has granted a subsidy of $25,000 a year to Wm. Thomson & Co., for a line of steamers between this port and Havana, Cuba, is of great interest to shippers in St. John, N.B., as it guarantees direct communication with the Cuban market where a large and profitable trade is being developed. The prospect of an extension in the South African service of the Elder Dempster line, to provide a fourteen boat service between the port of St. John and Australia via South Africa, is also being viewed with great interest.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager



Ask for
"ALBERT & CIE"
French Sardines
This popular and world renowned brand is packed in FRANCE from specially selected fish only.
AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.

MORE FRESH CURED HADDIES

You will be glad to know that we are daily receiving supplies of these fish. Our Haddies possess a delicacy of flavor all their own, due to the fact that experts are in charge of the curing, which is done in our own plants. For high class trade you cannot secure more tasty Haddies.

IT IS GOOD BUSINESS

to be sure your stock of fish for "after-the-holiday" trade is complete. Ask us to quote you on :

FRESH FROZEN FISH **PICKLED DRIED FISH** **SALTED PREPARED FISH**

As usual our supply of oysters is sufficient to promptly meet your needs in "Sealshipt" solid meats and bulk in tubs.

WRITE FOR OUR PRICE LIST

BRANCHES: St. John, N.B., Grand River, Gaspe.

LEONARD BROS.

The Largest Fish and Oyster Warehouse in Canada.

YOUVILLE SQUARE (Near Customs House.) MONTREAL

Four Long Distance Telephones

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.

SOUTH NORWALK, Connecticut.

TO THE

Merchants of Canada

We are sole Canadian Agents for and are now offering the FINEST grade of

FINNAN HADDIES

ever produced, the famous

WACHUSETT FINNAN HADDIES

packed by

FREEMAN & COBB CO.

(Incorporated)

FISH

BOSTON - - MASS.

and sold by progressive dealers everywhere. Each haddie is branded with the Freeman & Cobb Co. (Inc.) NAME and TRADE MARK and each one is guaranteed. All are smoked, strictly fresh-caught, shore haddock.

JUST WHAT YOU WANT FOR ADVENT

Packed in 15, 30 and 50-lb. boxes.

Prices on application.

D. HATTON & CO.

18 Bonsecours St. - - - - MONTREAL

The Bartering Methods of Northern Merchants

Difference Between the Goods Sold in Canada's Hinterland and Those in our Modern City Stores—Salt Pork, Sugar and Tobacco the Leaders—Merchants Receive Animals and Furs in Exchange.

By L. C. Harkness.

To have one hundred per cent. of the trade of Indians, who come for their goods in canoes or dog trains, is something quite out of the ordinary for the average grocer and provision merchant. There are perhaps no stores in Canada that enjoy this distinction except the Hudson Bay Posts of Western Canada. Each year sees the number of these trading posts diminishing or pushing farther into the unknown parts, due to the inroads of the white people and the gradual depopulation of the Indian race.

The trade in these posts is neither cash nor credit. It is almost all barter.

The wholesale houses in the west keep the various posts scattered throughout the whole northern part of Canada supplied with provisions which are given in return for whole animals, furs and fish.

The conveniences of getting goods to some of these posts are not always simple, but in these days they are much more simplified than when Lord Strathcona first swept the prairie with his heavy stride.

A view of one of the company's posts, three hundred miles north of Winnipeg at the head of Lake Winnipeg is shown herewith. To get provisions to this post they are transported forty miles by rail, then loaded on a little steamer that plows its way up the lake to the little village post. This is alright in summer when the lake is free from ice. But several months of the year it is frozen over solid with ice about ten feet thick. The provisions during these months are delivered from the train by teams and sleighs which make the trip in several days.

The class of trade does not require such a large range of goods as the average grocer in our city centres. An Indian family can make a piece of salt pork go a long way in sustaining health and happiness. Sugar is a large item on the books of the post keeper. The Indian hut is always supplied with sacks of sugar, tea and tobacco. The latter commodity is perhaps the last thing of which he will deprive himself.

In the late fall of the year the post keeper usually supplies the Indians with provisions to allow them to travel far away in the winter months in search of fur-bearing animals. In the spring they return and lay their spoil at the feet of the good merchant.



A Hudson Bay Post, 300 Miles North of Winnipeg, at the Head of Lake Winnipeg.



Hudson Bay Post, at Fort Simpson, B.C.

CELEBRATE SUCCESSFUL YEAR.

At McConkey's restaurant, Toronto, Henry Wright, president of the MacLaren Imperial Cheese Co., entertained on Friday evening, Dec. 10th, the travelers, part of the staff and a few friends to a dinner to celebrate the closing of a successful year's business. The table decorations were both beautiful and unique, displaying several of the lines of which the firm are agents, and several of their own products. After dinner a humorous address was presented by the president, whose good health was heartily proposed. The chair was occupied by C. E. Stone, a director, while R. T. Macdonald, sec.-treas., was vice-chairman. The speeches were appropriate and all tinged with best wishes for the future welfare of the company. The remainder of the evening was spent in euchre, the first prize—a beautiful cigarette holder—being won by C. Michie and the "booby"—a box of pills—by J. Creig. So successful was the event that it is to be made an annual affair.

VAST NUMBER PRESENT.

The Fortieth Anniversary of the establishment of the H. J. Heinz Co., was celebrated in Pittsburg, Pa., Dec. 18th, by a banquet tendered to the president and founder, H. J. Heinz, by the firm. There were about 2,000 in attendance, and among the many interesting features was the presentation of a massive sterling silver and gold loving cup to Mr. Heinz, by a committee, composed of five of the oldest employes. The event, in view of the vast number present, was one of more than ordinary interest.

H. A. Bishop has joined the traveling staff of R. S. McIndoe, commission merchant, Toronto, and will sell the products of Wm. Clark, Montreal. Mr. Bishop represented the Canadian Shredded Wheat Co., in Toronto and London for some years.

A Merry Christmas

of much good cheer

and a

Happy New Year

with great prosperity

to all the trade, is the sincere wish of the packers of

Brunswick Brand Sea Foods

CONNORS BROS., Limited
BLACK'S HARBOR, N.B.

Don't Worry

The profits are within your grasp if you use the right mediums.

A guaranteed quality means a fixed, reasonable price when selling your goods.



"BEACON BRAND" Oysters and Haddies

are unequalled in quality and reasonable in price. Perhaps you are one of the people that have this yet to learn. Is it so, Friend Retailer?

The F. T. JAMES CO., Limited

Fish and Oyster Distributers — **TORONTO**

WALKER PATENTED —BINS— M

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.



ABSORBINE

Will reduce inflamed, strained, swollen Tendons, Ligaments, Muscles or Bruises, Cure the Lameness and Stop pain from a Splint, Side Bone or Bone Spavin No blister, no hair gone. Horse can be used. Horse Book 2 D free. $2.00 a bottle at dealers or delivered.

ABSORBINE, JR., for mankind, $1. Reduces Strained Torn Ligaments. Enlarged glands, veins or muscles—heals ulcers—allays pain. Book Free.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.



BOWSER

Long Distance System
For Handling
Kerosene or Gasolene

meets the highest approval because it is

SAFE.

The old method of handling oil by gravity or any kind of pressure was very dangerous, as a leak in a joint or elsewhere was most apt to result in an explosion.

Every feature of the Bowser Long Distance Underground Storage System meets the requirements of the most careful Insurance Companies and Fire Underwriters.

HERE IS THE PLAN:—The oil is stored in a tank buried outside, any distance that you desire away from the building. The tank is made of best heavy sheet steel, riveted and soldered, tested and guaranteed leak and evaporation proof. It is painted with three coats of asphaltum, which absolutely prevents the damp earth from acting upon the metal. The pump is the latest improved, all metal, and measures accurately gallons, half-gallons, quarts or pints at a stroke. The nozzle is fitted with a lever shut-off that absolutely prevents evaporation.

THE SYSTEM HAS NEVER CAUSED A FIRE, nor has an explosion of a Bowser Tank ever occurred. One hundred and eighteen outfits passed through the San Francisco Fire—not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tanks. The Bowser System is safe in every way.

WRITE TO-DAY FOR BULLETIN 5-G.

S. F. Bowser & Co., Ltd., Toronto, Ontario

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

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CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Wolverine **Show Cases**



The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue
Winnipeg, Selling Agen

No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

A Merry Christmas

and a

Happy and Prosperous New Year

to our many friends

and to every reader of

"THE GROCER"

Hamilton Stamp and Stencil Works, Ltd.

HAMILTON - and - TORONTO



Five Essentials

Simplicity
Fast Grinding
Durability
Easy Adjustment
Finish

ELGIN NATIONAL COFFEE MILLS

(40 STYLES)

These are high-grade, attractive looking mills, at a

LOW COST

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
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REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

"We consider it far ahead of any System we have ever used. No more working nights and Sundays to get our posting done, and our customers pay up promptly. We first bought one, and have since ordered another for our other store."

THE BROWN MEAT CO.,
Port Arthur, Ont.



The interior takes out and fits any safe, thus giving complete fire protection.

Huber Account Register and System

has done away with all bookkeeping and posting, and by avoiding errors has gained the customers' confidence. It is the latest, most accurate and most satisfactory way of keeping accounts, and is adaptable to any business. Shall we send you our Catalogue?

We Want Salesmen—Live Ex-Merchants Should Apply

R. B. Belden & Co.,

178-180 Victoria Street - - Toronto

Classified Advertising

AGENCIES WANTED.

AGENTS WANTED—For Halifax, Quebec, Montreal and Toronto for high class firm of Scotch confectioners, chocolate makers, jam and marmalade manufacturers. Apply with particulars and references to John Buchanan & Bros., Ltd., St wart Street, Glasgow, Scotland. (51p)

AGENTS WANTED.

AGENTS WANTED by British manufacturer of sauces, pickles, etc These goods are of excellent quality and can be sold at competitive prices. A good line for an active man. Apply "Pickler," care THE CANADIAN GROCER, 88 Fleet St., London, E.C., England. (2p)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BUSINESSES FOR SALE.

GROCERY BUSINESS FOR SALE on Main Street, Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

GROCERY BUSINESS in City of Kingston—Stock $2,000. Weekly sales average about $390. Business practically on cash basis. Splendid accomodations. Rent reasonable. A rare opportunity for an up-to-date man. Address Box 326, CANADIAN GROCER, Toronto. (53p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE Automatic Computing Scale. S. H. Fagan, Windsor, Ont.

HONEY—Choice white clover extracted honey, well ripened and of fine flavor. Speak quick as my stock is limited. CHAS. T. ROSS, 15 Liverpool Street, Sherbrooke, Que. (1p)

ESTABLISHED grocery in fast growing suburb of Vancouver, splendid location. Stock runs about $900; fixtures, including horse and rig, $700. We can offer this good buy at invoice. See Vancouver Business Mart, 9 Hastings St. E., Vancouver, B.C.

FOR SALE - Six cylinder coffee roaster; centrifugal cooler. One horse motor. Hangers, shafting, pulleys, belting—everything complete and in perfect order. Only used one year. Space required 14 x 60 inches. One of the best window advertisements any up-to-date grocer could have. Will pay for itself in six months. Write Box 327, CANADIAN GROCER, Toronto. (52)

SITUATIONS VACANT.

GROCERY CLERK for Port Arthur. Must be number one, able to window dress, decorate and manage high class business. Married man preferred. State salary and experience. P.O. Box 511, Port Arthur.

GENTLEMAN, long experience in tea trade, London, Eng and, particularly in blending and as sales man, open for engagement in Canada. Thoroughly conversant with Western conditions; now resident in Alberta. Letters, "Blends," THE CANADIAN GROCER, Montreal. (3p)

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on east rn market several years wants salesman who can invest $300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

WANTED—A thoroughly competent specialty man to work with the retail grocery trade in the Provinces of Quebec and Ontario. Must be energetic, persistent, conscientious and reliable. State experience, age and connection. All communications treated strictly confidential. Apply to Staple Line, care of CANADIAN GROCER, Montreal.

Traveler Wanted

Grocery traveler for large Toronto house, with experience and first-class connections, from Sudbury to Fort William. Apply, giving qualification and experience, to W. H. Seyler, Canadian Grocer, Toronto. 52

SITUATION WANTED.

MALE Invoice Stenographer (grocery) wants change position. Desires better opportunity learn business. Salary secondary. "Steno," c/o H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (1p)

MISCELLANEOUS.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Ltd., 8 John St. N., Hamilton. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom handpower elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DOES ANYONE OWE YOU MONEY? Let us collect it. No collection—no pay. National Collecting Co., 619 Hastings Street, Vancouver, B.C. (2p)

ERRORS AVOIDED, LABOR SAVED—Using the "Snow-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., St. Paul and St. Nicholas Sts., Montreal. (tf)

FIREPROOF WINDOWS AND DOORS made strictly to the fire underwriters' requirements reduce your insurance rates and protect your building. We are experts in this line and guarantee you really fireproof goods and the maximum insurance allowance. Let us give you our figure. A. B. Ormsby, Limited, Sheet Metal Workers. Factories—Toronto, Winnipeg.

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. Fresh air introduced under window sash is gradually diffused throughout room. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co. Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Write press Company, Limited, 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regists. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us or proof. National Cash Register Co., 285 Yonge St., Toronto.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

Traveler Wanted

Exceptional opportunity for an experienced grocery traveler to represent a Toronto house in Manitoba and West. Must have first-class connections. Apply, with full particulars, to W. H. Seyler, Canadian Grocer, Toronto. 52

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 50
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 30
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
½ lb.	1 40
6 oz.	1 95
½ lb.	2 55
12 oz.	3 85
1 lb.	4 90
3 lb.	13 60
5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams		Peach	1 80
	Per doz	Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
Damson plum, stoneless	1 70	Scotch	1 40
		Orange Jelly	1 75
Greengage plum, stoneless	1 70	Green Fig	2 25
		Lemon	1 80
Gooseberry	1 80	Pineapple	2 25
		Ginger	2 25

Pure Preserves—Bulk.

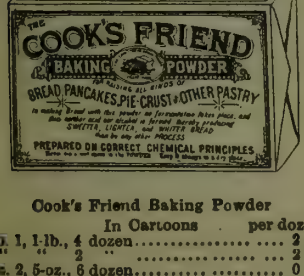
	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

In Cartoons	per dozen
No. 1, 1-lb., 4 dozen	2 40
" " 2 "	2 50
No. 2, 5-oz., 6 dozen	0 80
" " 3 "	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " 2 "	2 20
No. 12, 4-oz., 6 dozen	0 70
" " 3 "	0 75

In Tin Boxes	per dozen
No. 13, 1-lb., 2 dozen	3 00
" 14, 8-oz., 3 "	1 75
" 15, 4-oz., 4 "	1 10
" 16, 2½ lbs	7 75
" 17, 5 lbs	14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3 00

The King's Food, 2-doz. in case, per case, $4 80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1 60.

White Swan Self-rising Pancake Flour, per doz., $1.60.

White Swan Wheat Kernels, per doz. $1 40

White Swan Flaked Rice, per doz. 1 00

White Swan Flaked Peas, per doz. 1 00

Blue

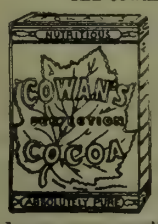
Keen's Oxford, per lb. 0 17

In 10-box lots or case 0 16

Gillett's Mammoth, ½ gross box 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—	
Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations on Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½s & ¼s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 4 dozen in box, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½s and ¼s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½s, ¼s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½s " " "	0 25
" ¼s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 15
Smaller quantities	0 [illegible]

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Tees & Persse, Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.
G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½s	0 38
" " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
¼ lb "	0 29
lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

" " 15 lb. pails and [illegible]			
boxes	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18		0 16
Special Shred	0 17		0 15
Ribbon	0 19		0 17
Macaroon	0 17		0 1
Desiccated	0 16		0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages [illegible] lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

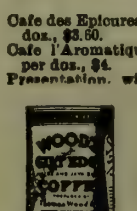
Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 2 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Imperial

Large size jars, per doz [illegible]

Medium size jars, per doz	4 50
Small size jars, per doz	2 40

Individual size jars, per doz	1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 25 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils, Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1,000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles				
1-oz.,	case of	2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Infants' Food.

Robinson's patent barley	1-lb. tins		$1 25
" "	"	1-lb. tins	3 25
" "	groats	1-lb. tins	1 25
" "	"	1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.







Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

SATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. [illegible] & Co.

Compound fruit Jams—	
12-oz. glass jars, 3 doz. in case, per doz.	$1 00
2-lb. tins, 3 doz. in case, per lb	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 3 doz. in case, per doz.	1 00
2 lb. tins, 3 doz. in case per lb	0 07½
7 wood pails 6 pails " per lb	07

Soups

JOS. CAMPBELL CO., CAMDE,N, N. J.

Soups (condensed)—No. 1 cans all kinds, doz. 90c. No. 10 cans, tomato only. doz. $6.50.

Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. 95c. Salad Dressing, Mayonnaise—bottles (10c. size only) doz. 90c. Tomato Ketchup—Bottles (10c. size only) doz. 90c. Tabasco-Ketchup—Bottles (10c size only) doz. 90c. Chili Sauce—Bottles (10c size only) doz. 90c. Assorted Condiments—Case contains 6 bottles each—salad dressing, tabasco-ketchup, tomato ketchup, Chili sauce. Bottles (10c. size only) doz 90c. Mustard (prepared)—With spoon (new) doz. 90c.; No. 80 jars, doz. 90c.

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¼-lb tins—3 doz. in case.



BIG MONEY

on goods handled is desired by all grocers. Being made in Canada, and having to pay no duty,

Royal Polishes

yield a greater profit than any other similar line.

ROYAL POLISHES COMPANY
MONTREAL

SOMETHING NEW

And what is more important "Something Good"

DOMELINE

Simply the genuine old reliable James Dome Black Lead in ***PASTE FORM.*** Put up in a very attractive tin, makes a big 5 cent package. Shines up clean and quick, leaving a lasting, brilliant polish. Pays a good profit.

W. G. A. LAMBE & CO. - Canadian Agents.

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by **BRAND**

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents:
ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg
LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

MacLaren Imperial Cheese Co., Limited.

IMPERIAL DESSERT JELLY



Assorted flavors, gross 10 75

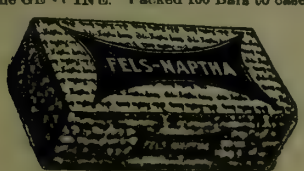


Assorted Case,	Contains 4 doz. $3.60
Assorted Case,	Contains 2 doz. $1.80
Lemon (Straight)	Contains 2 doz. $1.80
Orange (Straight)	Contains 2 doz. $1.80
Raspberry (Straight)	Contains 2 doz. $1.80
Strawberry (Straight)	Contains 2 doz. $1.80
Chocolate (Straight)	Contains 2 doz. $1.80
Cherry (Straight)	Contains 2 doz. $1.80
Peach (Straight)	Contains 2 doz. $1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

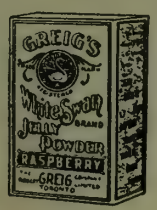
Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95



List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12½
½-bbls.	0 12¾
Tubs, 60 lbs.	0 12¾
20-lb. Pails.	2 60
20-lb. tins	2 5[illegible]
Cases 3-lb.	0 13½
" 5-lb.	0 13¾
" 10-lb.	0 13¾



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. pails	0 12¾
20-lb. tins	0 12¾
10-lb. "	0 13
5-lb. "	0 13¼
3-lb. "	0 13½
1-lb. cartons	13¾

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and solu wafers, 5-lb. cans, per can	3 00

Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ...per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 [illegible]
7-lb. " "	7 35

"Shredded"—

1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½ lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3 50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

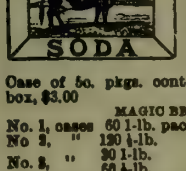
Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box. $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " ½ "	2 75
" 60 ½-lb.	
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 25
5 cases	3 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Magpie soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw hat polish	"	10 20



3 doz. to box..... $3 60
6 doz. to box ... $7 20
30 days.



1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.35 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 6-lb. carton	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 0½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 40 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 07½
6-lb. toy trunks, 6 in case	0 08
6-lb. toy drums, with drumsticks in case	08
	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 24 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

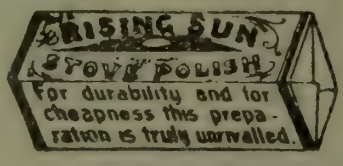
Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO. London, Ont.

One case, 30 fifty cent packages (assorted)	$10 00
Six pails (retail $1.50)	6 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
3a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 04 "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)



Teas

THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label 1's and ½'s	0 36	0 50
Gold Label 1's and ½'s	0 44	60
Red-Gold Label, ⅛'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

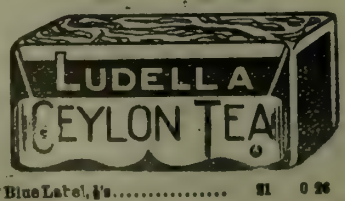


EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s $1 0 26

Orange Label, 1's and ½'s	0 33	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 25	0 30
Red Label, ½'s	0 40	0 50

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

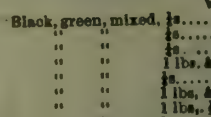


BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.



MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ¼s	0 32	0 40
" " ½s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c	0 23
Green Label, " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	42
Gold Label, " 75c	48



Pure Gold Jelly Powder..... } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Hamilton

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. } 2 doz. ½-lb. paper pkgs. } assorted	7 20
	Per doz
½-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 6½s. and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

WARNING!

Crescent BM&Co. TRADE MARK. Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

To Our Friends
All Good
Wishes
This Christmas

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S
CONDENSED
MINCE MEAT
(in Cartons)

Just as staple as sugar

No Grocer's Stock is Complete Without It

If your jobber cannot supply you —write us direct.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



WE congratulate our customers on the measure of prosperity the year has brought, and the promise of still better things for 1910.

Our own trade has been big and most satisfactory, and in extending the Compliments of the Season to our friends, we add a hearty "Thank you" for their generous support and encouragement.

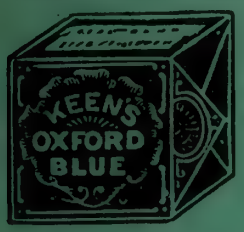
GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C. Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, DECEMBER 31, 1909. NO 53.



If our weekly talks on

Keen's Oxford Blue

have induced you to try it—we will have done your customers a good service. And they will show their gratitude by bringing more and more of their custom to your store.

Keen's is best Laundry Blue.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion.

Syrup Time is all the Time

and whichever way you look at it

"Crown Brand" Table Syrup

is the best to handle. Give this well-known line prominence. It will pay you well!

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

1910

You will not hear us talk of dull or hard times, we do not believe in them.



Representing integrity, quality, value and profit, four essentials with every wholesale and retail grocer.



IMPERIAL PRODUCTS

Wishes you
A Happy and Prosperous

NEW YEAR



Reliable advertised goods for which a demand is created are the best sellers. We create the demand.



Your jobber can supply them if he will. If he will not, write us, we shall see you get what you want

MacLaren Imperial Cheese Co., Ltd., Toronto

Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Shell" Soap. Antiseptic, sanitary, clean. Not a *Pure Oil* "tallow soap"—no decaying animal matter in it. Absolutely pure.

"Shell" Soap

Bramwell's Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary "salts" of commerce. They are in a class by themselves.

"*Bramwell's*"

Epsom Salts

Pastacaldi's Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected peel—drained. Pastacaldi's name on every box.

"*Peels*"

PASTACALDI'S **Leghorn** CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS
Montreal, Canada



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East
"Face-to-Face Business" HAMILTON

Canadian Manufacturers and Exporters

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?
Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.
Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

Try a Condensed Ad. in the Grocer.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Selected Raisins,
Currants,
Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

An inch space in this department costs 77 cents per week or $40.00 per year.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

SPOT GOODS

Muscavado Sugar Sultana Raisins
Two and Three Crown Shelled Almonds
Rolled Oats Flaked Wheat Split Peas
Pot, Pearl and Pinhead Barley

Prices on Application

DOMINION BROKERAGE CO.
73 Front St. E - - - Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

MEAT OF WHEAT

WISHES EVERYBODY

A SUCCESSFUL

1910

A TRADE BUILDER



Is a combination of Old Mandehling Java, Arabian Mocha and genuine Plantation Ceylon, the three finest coffees known to the trade; is selected with great care, roasted separately in latest improved roasters, carefully blended by an expert of many years' experience, packed while still warm and hermetically sealed, thereby retaining its delicious aroma for a long time in any climate. This coffee is put up in ONE and TWO pound tins only, whole, granulated, or fine ground; never sold in bulk. Trade mark registered. Beware of imitations.

EBY-BLAIN, Limited - TORONTO

A PHENOMENAL SELLING LINE



40c.	Grade	costs you	30c.	per lb.	in lead packages.
50c.	"	"	35c.	"	"
50c.	"	"	35c.	"	in 5lb and 3lb fancy tins.
50c.	"	"	36c.	"	1lb and ½lb " "
60c.	"	"	42c.	"	in lead packages
75c.	"	"	50c.	"	" "
1.00	"	"	70c.	in ½lb	fancy tins
1.00	"	"	72c.	" ¼lb	"

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St., MONTREAL

PURITY ═══ QUALITY

A Little Higher Up

in the estimation of your customer you will find yourself if you sell her

OLD HOMESTEAD BRAND

Canned Fruit and Vegetables

Purity and Quality are essential in most things but are INDISPENSABLE in Canned Goods.

Protect your customers' health and your own reputation by selling a brand that is entirely reliable.

Nothing but the very choicest fruits and vegetables are used by us, and our processes embody everything that is known in scientific and sanitary handling.

Recommend **"OLD HOMESTEAD" GOODS,** and watch the **"REPEATS"** coming into your store.

OLD HOMESTEAD CANNING CO.
PICTON, - ONTARIO

Compliments of the Season

Borden's new 5c. package has been a big success—



UNSWEETENED

Retails at 5c.

$2 per case of 4 doz.

IN planning for a big increase in business during 1910, put first on your list of good resolutions: "I will double my sales of Borden's Brands." You can always be sure of pleasing your customers if you recommend them yourself and instruct your clerks to do so as well.

Borden's Condensed Milk Co.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.
Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.



Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

S. T. NISHIMURA & CO.

WISH THEIR NUMEROUS CUSTOMERS

A Happy and Prosperous New Year

BUILD STRONG!

Why have an uncertain transient Coffee trade?—when you can build up a flourishing business on CHASE & SANBORN'S High Grade Coffees.

Chase & Sanborn, Montreal

The Importers

A LEADER

FOR OVER

50 YEARS



W. D. McLAREN, LIMITED

Manufacturers

583-585 St. Paul Street - MONTREAL

Sooner or Later

You will handle it. Why not now?



The other enterprising grocer finds

SNAP

(The Magic Hand Cleaner)

A wonderful seller, because a cute and discerning public knows there is nothing so good as SNAP for chasing dirt, grease, stains, tar or paints from the hands.

Send an order along. You'll be surprised how "SNAP" sells.

ORDER FROM YOUR JOBBER

The Snap Co., Limited

MONTREAL

St. Lawrence

GRANULATED
and
GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd.
Montreal

COUNTER CHECK BOOKS

F. N. BURT COMPANY, Limited

Successors to

THE CARTER-CRUME COMPANY, LIMITED

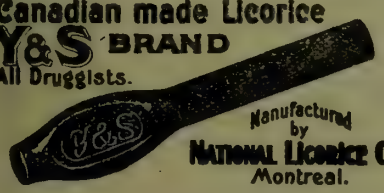
Better Service. **No Advance in Price.**

Write for samples, or telephone repeat orders at our expense.

TORONTO and MONTREAL

Phone Main 2511 Phone Main 2512

Canadian made Licorice
Y&S BRAND
All Druggists.



Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

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ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton



Made in Canada

Your Work Reduced 75%

With the McCASKEY CREDIT REGISTER SYSTEM you handle accounts with but

ONE WRITING

You save 75% of labor by eliminating the day book, pass book, journal and monthly statements.

With THE McCASKEY REGISTER SYSTEM

You ***stop all forgetting to charge.***
You ***stop disputes over accounts.***
You ***increase your collections from 40% to 50%.***
You please your customers.
You draw new trade.
You ***know how your accounts stand*** at all times.
You have a complete check on the business.

THE McCASKEY SYSTEM is so simple that any school boy of average intelligence can handle accounts with it. It's quick, accurate and easy.

Safeguard Your Business. Information is Protection. Protection is Profit.

WRITE US FOR INFORMATION. It is free.

DOMINION REGISTER COMPANY, Limited

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue TORONTO, CANADA

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Trade. And It Would Discourage Growing Fine Teas.

Your Money Back

When you put in a stock of Pure Gold Goods you are investing your money as surely and safely as if you put it in a savings bank. But the interest is greater. Your principal is subject to your call at a moment's notice because

If the goods are not satisfactory, or do not sell satisfactorily, they may be returned at our expense and your money will be refunded.

Please read the above again---

This is your assurance of safety---and a further assurance that the goods will more than give satisfaction. Because if the goods did not sell and stay sold our business would be confined to selling and then buying back our own goods. Hardly a profitable transaction.

Pure Gold Goods

(Trade Mark Registered)

have the quality that makes them quick sellers. Add to this the great big advertising campaign that is pushing the thing along. Add to this the fact that every package sold to the consumer sells two or more packages to the same consumer or a friend of hers. Now, can you prove yourself a better buyer than to put in goods that we guarantee will be live, quick moving stock? A guarantee that we back up with our money back offer. You can't lose---you can't help but win.

And remember—this means that in taking stock you can put in Pure Gold Goods at 100 cents on the dollar—a regular cash on hand asset.

These goods can be had of all jobbers and can be shipped from Pure Gold stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURING CO., Limited, Toronto

A Royal Road to Success !

Care in the selection of your stock of goods, Mr. Grocer, is of vital importance to you; you can't afford to handle "dead stock!"

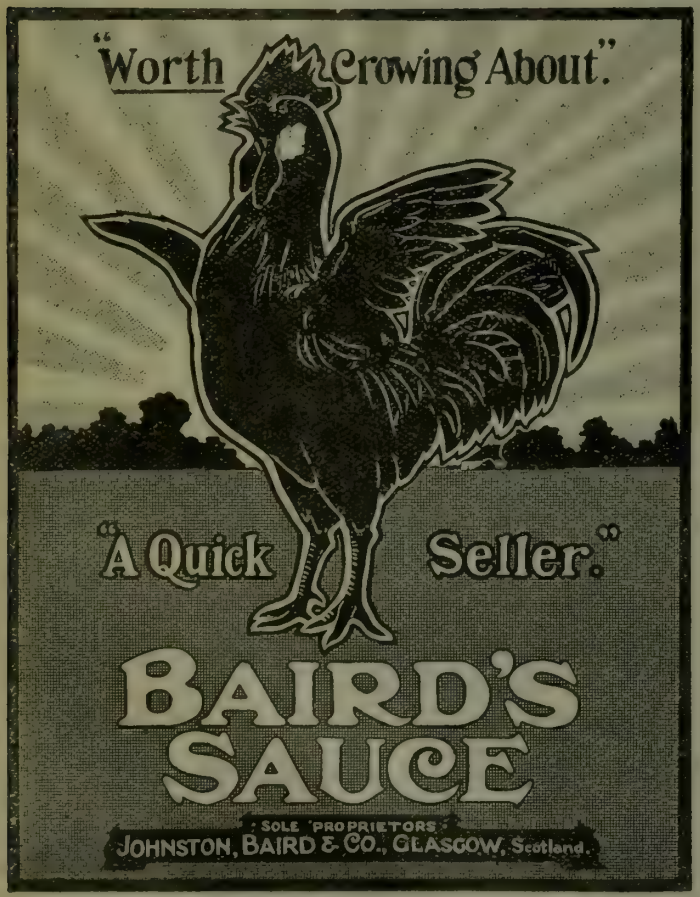
"E.D.S." Brand Jams and Jellies

are goods which don't "hang fire," but move rapidly. Are you stocking this line? Apart from their unquestioned purity, **"E.D.S."** Brand is being backed by systematic consumer advertising—the kind which compels attention and draws trade. You, too, can have your share of the trade offering.

Made by

E. D. SMITH *at his fruit farm* **WINONA, ONT.**

The new E. D. Smith line—Unfermented Grape Juice



10,000 Cash Buying Agents Wanted for

McCLUSKEY'S

REGISTERED

Original T'ETTE Tanninless Concentrated

TEA ESSENCE

In 6d, 1/- & 2/- Bottles.

Per Gross, **57/-, 108/-, 216/-**, in 3-dozen cases, each size.

McCLUSKEY'S

Original Concentrated

TEA ESSENCE

In 6d. 1/-, 2/- & 2/6 Bottles.

Per Gross, **54/-, 102/-, 192/- & 288/-**, in 3-dozen cases, each size.

Orders—TERMS, for United Kingdom, cash with order, is Carriage Paid. EXPORT, Continental, Colonial and Foreign remittance with order, is delivered free to any ship in United Kingdom port, by the Sole Inventor and Maker.

Patrick McCluskey

Manufacturing and Export Chemist

LIVERPOOL

LAUNDRY



RUBBER STARCH

You Need Good Starch
We Want Customers

FAIR EXCHANGE

OUR RUBBER STARCH
is the
Strongest, Whitest,
Best on the market

No cooking.

Ask your grocer for it or drop a card to

The Laundry Rubber Starch Co.
584 Papineau Road,
MONTREAL

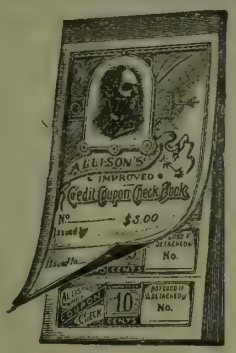
Stop That Leak!

Stop the loss occasioned by bad bills—stop the loss of good credit customers because of misunderstandings. There's a simple, easy, practical way.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, U.S.A.

THE PEOPLE OF

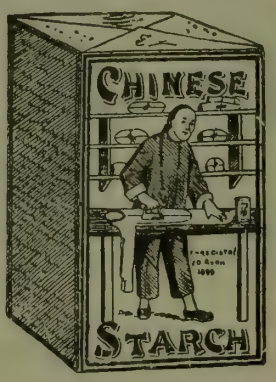
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



CHINESE STARCH

Always Leads
Quick Seller
Big Profits
No Dead Stock

Get Prices

OCEAN MILLS
MONTREAL

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

Low Round Trip Rates to

Ontario, Quebec and Maritime Provinces

Tickets on sale Dec. 1 to Dec, 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 21 and limited to five months from date of issue.

Finest Equipment. Standard First Class and Tourist Sleeping Cars and Dining Cars on all Through Trains. Compartment, Library, Observation Cars on "Imperial Limited" and "Atlantic Express."

3--Through Express Trains Daily--3

THE "TORONTO EXPRESS"

eaves Winnipeg daily at 22.40, making connections at Toronto for all points East and West thereof.

The "Imperial Limited" leaves Winnipeg daily at 18.15 and the "Atlantic Express" at 8.00 daily, making connections at Montreal for all points East thereof.

Apply to the Nearest C.P.R. Agent for Full Information

CANADIAN PACIFIC

WESTERN EXCURSIONS

Single Fare

Plus $2.00 for the Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER
VICTORIA and
WESTMINSTER

Also to OKANAGAN VALLEY and KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.



Our Enviable Position

in the Cocoanut Industry to-day is due to the fact that we have always maintained the same high standard of quality—irrespective of the existing conditions.

You occupy the same position in retail realms if people judge you by your goods, and you are careful to stock the best—such as

White Dove Cocoanut

W. P. DOWNEY

MAKER - - MONTREAL

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG

Mr. Grocer

If there is one canned fish a housewife likes for her table above all others, it is salmon—provided it is *the best*. Recognizing this, we decided to pack a line of the choicest fish procurable in the Fraser and Skeena rivers. This is how

Quaker Brand Salmon

originated. We are immensely proud of it and will absolutely guarantee it as the best on the market. This is the brand for you to stock to please your critical customers.

MATHEWSON'S SONS

Wholesale Grocers

MONTREAL

Do you use

Redpath

Extra Granulated and other grades of Refined Sugar? They represent perfection in Sugar Refining.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.



PURITY AND STRENGTH combined have made

SHIRRIFF'S

FLAVORING ESSENCES

prime favorites with the economical housewife. This is a most profitable line for you to handle, and the goods are especially in demand while winter festivities are on.

See to your stocks.

The Imperial Extract Co., - 8, 10, 12 Matilda St. TORONTO

Tartan BRAND

IN STORE

Finest Selected Valencias, Sultanas, Malaga Raisins, all kinds
Finest Figs, Peels, Apricots, Peaches, Nectarines
Finest Shelled Almonds, all grades
Finest New Santa Clara Prunes
New Labrador Herrings, Mackerel
New Sea Trout, Holland Herrings, etc.

Phone or write for quotations
Long distance 596 free to buyers

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

The Manufacturers of

STERLING
Brand
PICKLES

have closed the most prosperous year in their long business history.

Never were "Sterling" goods so widely used as during 1909.

But we expect 1910 to beat its predecessor.

Keep well stocked with "Sterling" goods.

The T. A. Lytle Co.
Limited
Sterling Road :: TORONTO, Can.





Fine Old English
Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.
Pure Fruit Preservers
Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.

Are YOU a Bean Eater?

If you are, it will be a particular pleasure for you to sample the tin of

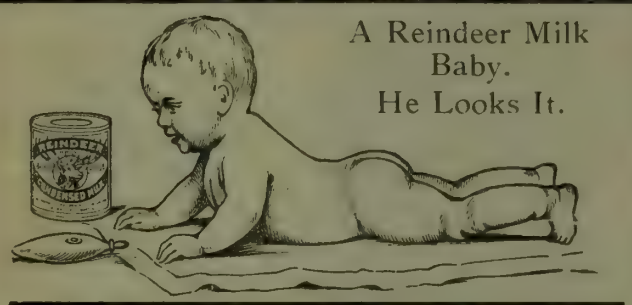
BOSTON BAKED BEANS

we will be glad to send you **free of charge**, to convince you of their superiority over all others.

Stocks Obtainable From Wholesalers.

Eastern Canning Co. - Port Canada, N. B.

The Richards Pure Soap Company, Manufacturers of Richards Pure Soap and Richards Quick Maptha Soap, extends to customers both old and new the Compliments of the Season and best wishes for a Prosperous 1910.



A Reindeer Milk Baby. He Looks It.



Young Canada Is Being Raised On

Reindeer Condensed Milk

The Richest and Best

HOW IS YOUR STOCK?

The Truro Condensed Milk Co., Limited, Truro, N.S.

In Thousands of Homes

White Swan Coffee

Has Won Favor

Purely on Its Merits

It is Undoubtedly

The Finest Package Coffee

On the Market—Hence the

Enormous Increase in Demand

Packed in Handsome One Pound Tins
2 or 4 Dozen Per Case

Order Now—To-Day

WHITE SWAN SPICES and CEREALS LIMITED
TORONTO

Order Ewing's Herbs!

They possess that ever present quality which ensures steady sales. No matter what your requirements in herbs we can supply you. How is your stock of

Sage, Savory, Thyme, Mint, Marjoram?

Talk to Our Travellers or Write Us.

S. H. EWING & SONS 98 King St., Montreal
Also at Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR



LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS
W. S. Clawson & Co., South Wharf, St. John, N.B.
Green & Co., 25 Front Street East, Toronto
J. W. Snowdon, 413 St. John St., Montreal
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.

We are open to do business on easy consignment terms
Write our Agents for Particulars

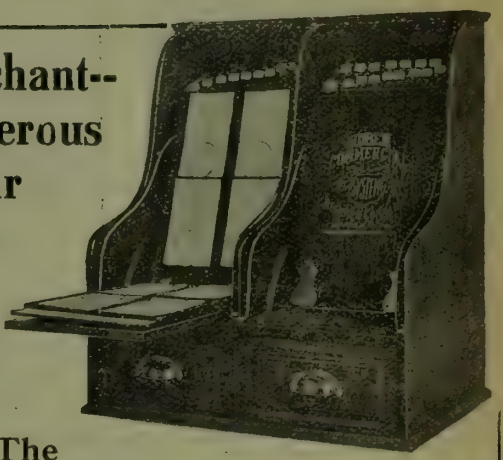
You can drive away half the terrors of wash day for the busy housewife if you will tell her about and sell her

ASEPTO
Soap Powder
"The Enemy of Dirt"

It is the most economical and effective soap on the market and is warranted not to injure hands or the most delicate fabrics. Try a case without delay.

The Asepto Mfg. Co.
ST. JOHN, N.B.

Mr. Merchant--A Prosperous New Year To You



How much did your Accounting cost during 1909?

The
Huber Account Register and System

(The only one writing and one reference System manufactured)

will do your work during 1910 at a cost of from 3 to 5 cents per customer per month, and in future years practically for nothing, as first cost is the only cost.

Protect yourself against loss, make your business life a pleasure, adopt the HUBER SYSTEM, an AUTOMATIC ACCOUNTANT that Saves your Time, Stationery, Avoids Errors and Disputes with Customers, Collects your Accounts, Fits any Safe.

For full information, address—

R. B. Belden & Co.,
Manufacturers
178-180 Victoria Street - - Toronto

Send Us Poultry

We will pay you highest market prices (no commission), and make prompt remittance for:

TURKEYS GEESE CHICKENS DUCKS FOWLS

Must be A1 Stock. Reference: Any Bank

P. Poulin 30 Bonsecours Market **Montreal**



"The Food of Old Holland"

You are interested in goods which do not hang fire—for which there is a demand all the time.

SELL

HOLLAND RUSKS

which are delicious and nutritious, and leave you a worth-while profit.

SEND FOR SAMPLE

HOLLAND RUSK CO., - HOLLAND, MICH.

If your Jobber can't supply you, write

McGREEGOR SPECIALTY CO.
672 Yonge Street, TORONTO



ROWAT & CO.

Glasgow, Scotland

The house with the reputation for highest quality.

For many years known to Canadian grocers through

Rowat's Pickles and Olives

In future to be known as well as the makers of the famous

Paterson's Worcester Sauce

How are your stocks of these specialties?



AGENTS IN CANADA—Snowdon & Ebbitt, 325 Coristine Building, Montreal, for Ontario and Quebec; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.; Nicholson & Bain, Winnipeg, Edmonton and Calgary.

A SPECIAL CHANCE

for you to stock up in

KITCHENER BRAND PORK and BEANS

Now offers, as we are in a position to quote exceptionally low prices on 1, 2, and 3-lb. sizes in plain or Tomato Sauce. This well-known brand is a genuine satisfaction-giver, and you should avail yourself of this chance without delay. If your wholesaler cannot supply you, write us direct.

THE OSHAWA CANNING CO., Ltd.
OSHAWA, ONT.



Start the Year Right!

If you have not a stock, at once order a supply of ***White Moss Cocoanut,*** that you may be sure you are always giving your customers absolutely the purest grade manufactured.

The Canadian Cocoanut Co.
MONTREAL

GINGERBREAD

BRAND

Creates the Demand

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

H.P. SAUCE

England's Most Popular Sauce



H.P.'s popularity as the ideal sauce has reached Canada. The live H.P. Canadian advertising is creating a demand for *YOU* to supply.

If there is any difficulty in obtaining H.P. Sauce, send a post card to our agents,

W. G. Patrick & Co., Toronto and Montreal
The Midland Vinegar Co., Birmingham, Eng.
R. B. Seaton & Co., Halifax, N.S.
W. H. Escott, Winnipeg, Man.

Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

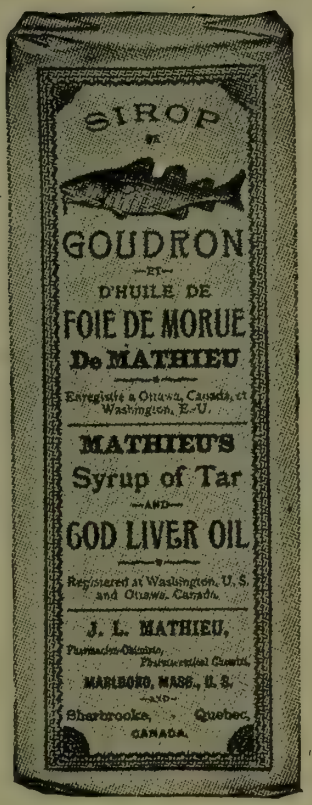
Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.

CCC
Norwegian Canned Goods

LIST OF AGENTS:

R. S. McIndoe, Toronto; Watson & Truesdale, Winnipeg
A. H. Brittain & Co., Montreal; W. A. Simonds, St; John, N.B.: Radigar & Janion, Vancouver and Victoria, B.C



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

AND

MATHIEU'S NERVINE POWDERS

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—
Thousands of testimonials attest their wonderful value—
They never become dead stock—
They afford dealers a good profit—
Those who once use them make them a household remedy—
Dealers who do not carry them simply lose sales that go elsewhere.

As the demand will be continuous for some months order a good supply now.

Sold by all wholesale dealers.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

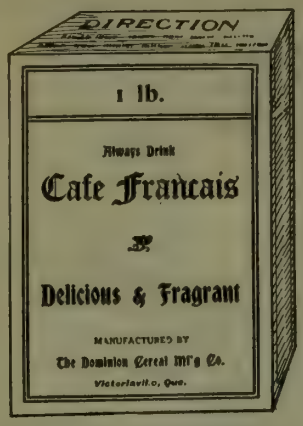
That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers HAMILTON

BRANCH HOUSE: SAULT STE. MARIE



Cafe Francais

is a good line to stock right away. It is a profitable article to push, and will give you more return, for less effort, than most other groceries.

WRITE FOR FREE SAMPLE

Dominion Cereal Mfg. Company

VICTORIAVILLE, QUE.

Also Makers of Imperial Self-Raising Flour

That 1910 may be for the grocers of Canada a most prosperous year, abounding in good cheer and replete with commercial success, is the sincere wish of the undersigned, who take this opportunity of thanking the trade for their much appreciated patronage during 1909 and previous years.

ROSE & LAFLAMME
LIMITED

Montreal Toronto

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto
Agents for Quebec:
Messrs. F.L. Benedict & Co., Montreal

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH

"SALADA"

—is tea at its best—tea unequalled for goodness, freshness and fine flavour.

For eighteen years we have consistently—unswervingly maintained its high standard of quality.

We have put out a good article—we have told the people of its goodness—the people have bought it and have continued to buy it.

We have served the public well.

THEN THINK OF WHAT THIS MEANS TO YOU——
THINK WHAT "SALADA" CAN DO FOR YOU IN 1910

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A

Adamson, J. T., & Co. 2
Albert & Cie. 54
Allan, Robt., Co. 2
Allison Coupon Co. 11
American Tobacco Co. 50
Andrews & Nunn. 36
Asepto Mfg. Co. 16
Aylmer Condensed Milk Co. 5

B

Baker, Walter, & Co. 48
Balfour, Smye & Co. 13
Benedict, F. L. 48
Blue Ribbon Tea Co. 9
Borden Condensed Milk Co. 5
Bostock, J. J. 36
Brack & Co. 2
Bristol, Geo. & Co. outside back cover

C

Canada Maple Exchange 44
Canada Sugar Refining Co. 12
Canadian Biscuit Co. 45
Canadian Cocoanut Co. 16
Canadian Milk Products, Ltd. 48
Canadian Pacific Ry. 11
Capstan Manufacturing Co. 45
Cargill, H. 50
Carr & Co. 46
Carter-Crume Co. 7
Carveth & Co. 57
Cereals, Ltd. 42
Ceylon Tea Ass'n. 8
Champion & Slee. 15
Chase & Sanborn. 6
Christie, Brown & Co. 45
Clare & Little. 2
Clark, W. 43
Clawson & Co. 2
Concord Canning Co. 17
Connors Bros. 57
Constant, H. 48
Cowan Co. 45
Cox, J. & G. 47

D

Davies, Wm., Co. 40
Dignard, Ltd. 45
Dominion Brokerage Co. 2
Dominion Cereal Co. 16
Dominion Molasses Co. 16
Dominion Register Co. 7
Dominion Warehousing Co. 2
Downey, W. P. 11
Duncan, W. W. 36

E

Eastern Canning Co. 13
Eby-Blain Limited. 3
Edwardsburg Starch. outside front cover
Empress Mfg. Co. 39
Enterprise Mfg. Co. 59
Erb, Herman. 36
Escott, W. H. 48
Estabrooks, T. H. 45
Evans, F. G., & Co. 36
Ewen, J. W. 48
Ewing, S. H., & Sons. 14

F

Fairbank Co, N. K. 62
Fearman, F. W., Co. 40
Fels & Co. 30

G

Gibb, W. A. Co. 54
Gillard, W. H., & Co. 17
Gillett, E. W., Co., Ltd. 43
Gorham, J. W., & Co. 2
Gorman, Eckert & Co. 12
Greek Currant Co. 63
Gunns Ltd. 40

H

Hatton, D 56
Holland, Rusk Co. 15
H. P. Sauce. 19
Huber Account System. 15

I

Imperial Extract Co. 12
Imperial Tobacco Co. 50
Irish Grocer. 2
Island Lead Mills Co. 62

J

James, F. T., Co. 57
Jameson Coffee Co. 36
Jenkins Mfg. Co., W. A. 48
Johnston, Baird & Co. 10

K

Koopman, G. C. 54

L

Lake of the Woods Milling Co. 49
Lambe, W. G. A. 2
Laundry Rubber Starch Works. 11
Leonard Bros 55
Loggie, W. S., & Co. 56
Lytle, T. A. Co. 13

Mc

MacNab, T. A., & Co. 2
McCabe, J. J. 52
McCluskey, Patrick. 10
McDonald, Gordon & Co. 60
McDougall, D., & Co. 50
McGreegor Specialty Co. 15
McIntosh, F. R., & Co. 36
McLaren, W. D. 6
McLeod & Clarkson. 36
MacLaren Imperial Cheese Co. 2
inside front cover
McVitie & Price. 46
McWilliam & Everist. 52

M

Magee, Fred. 55
Magor, Frank. outside front cover
Malcolm, Jno, & Son. 40
Marshall, E. A. 36
Mathewson's Sons. 12
Mathieu, J. L., Co. 17
Midland Vinegar Co. 17
Millman, W. H., & Son. 2
Montreal Biscuit Co. 48
Mooney Biscuit and Candy Co. 47
Morse Bros. 62
Mott, John P. & Co. 46

N

Napanee Canning Co. 63
National Licorice Co. 7
Nelson, Dale & Co. 46
Nicholson & Bain. 39
Nishimura, S. T. & Co. 5

O

Oakville Basket Co. 44
Oakey, John & Sons. inside back cover
Ocean Mills. 11 21
Old Homestead Canning Co. 4
Oshawa Canning Co. 16

P

Pickford & Black. inside back cover
Pink, E. & T. 32 33
Poulin, P 15
Pure Gold Mfg. Co. 9

R

Richards Pure Soap. 14
Robertson, R., & Co. 36
Robinson, O. E., & Co. 54
Rowat & Co. 16
Royal Baking Powder Co. 35
Ryan, Wm. Co. 40

S

St. Lawrence Sugar Refining Co. 7
Salada Tea. 19
Sanitary Can Co. inside back cover
Sealshipt Oyster System. 43
Smith, E. D. 10
Snap Co., Ltd. 6
Snowdon, J. Walter. 11
Sprague Canning Machinery Co. 50
Spratts Limited. inside back cover
Stevens-Hepner Co. 58
Stewart, I. C. 11
Stringer, W. B. 53
Symington, T. 18

T

Thurston & Braidich. 39
Tippet, Arthur P., & Co. 1 8
Toronto Salt Works. 48
Truro Condensed Milk Co., Ltd. 14
Tuckett, Geo. E., & Son Co. 51

V

Vavasseur, J. H., & Co. 44
Verret, Stewart Co. outside back cover
Victoria Fruit Exchange. 36

W

Wagstaffe, Limited. 13
Walker Bin and Store Fixture Co. 58
Walker, Hugh, & Son. 53
Warren, G. C. 2
Watson & Truesdale. 2
Webb, Saville E. 2
Weese, G. Wallace. 2
West India Co. 36
Wethey, J. H. outside back cover
White & Co. 53
White Swan Spice & Cereals, Ltd 14
Wilson, W. Harry. 36
Wiseman, R. B. & Co. 62
Wood, Thomas, & Co., Ltd. 64
Woodruff & Edwards. 59
Woods, Walter, & Co. 58

Y

Young, W. F. 4

A Stock-Taking System that Can Easily be Worked

The First Consideration of Merchants With Beginning of the New Year—Systematic Procedure Lightens Labor—Trial Balance Figures Prove Interesting for Future Reference.

Now that the Christmas and New Year's holiday trade is a thing of the past, merchants will naturally turn their thoughts to something else. Stock-taking should first be considered.

That it is necessary to take stock, no one will deny. Merchants should know at the end of the year how much stock they are carrying into the next in order to keep close tab on how they stand. Doing business in the dark is almost as bad as not doing any at all and so the New Year should be started with a thorough knowledge of what stock is on hand, at what it is valued and where it is.

There is no time like the first month of the year in which to take stock. After the holiday rush there naturally comes a calm for a few weeks—hence stock-taking should be the next consideration with every merchant. The question is to those who have not had the experience—how should we proceed?

Many grocers use a rough book for stock-taking purposes, but probably a better method is to use a well-bound "Stock-taking Book" with the pages headed as shown by the accompanying illustration. After the goods have all been placed back in their proper places, the grocer might proceed as the illustration suggests—beginning at the top shelf nearest the front window on one side, etc.

In addition to finding the cost of the stock on hand, this system gives a merchant a direct knowledge of where the goods are and the quantity of each variety he has on hand.

After having entered everything in the manner described above, proceed in the same book and directly following to enter your trial balance as suggested by the following:

	Dr.	Cr.
Capital Acct.		$ 5,000
Bank balance, Dec. 31, 1909	$ 1,200	.....
Book debts (representing excess of debtors over creditors	6,250	.....
Stock at Jan. 1, 1909.	10,000	.....
Purchases during 1909 ...	66,000	.....
Sales during 1909		$82,200
Lighting	250	.....
Salaries and wages ...	2,500	.....
Rent, rates and taxes.	500	.....
General expenses	500	.....
	$87,200	$87,200

Stock-taking is one of the first duties to perform in 1910. It is too often looked upon as tedious work, but if a good, simple system is devised, the tediousness will be dispelled. Too many grocers keep putting off the work until well on in the New Year. This is certainly a mistake. If you are going to take stock take it now and get it over—the sooner you know where you are at, the better, so that definite plans for the coming twelve months may be perfected.

HENRY H. HALE.

GROCERIES, ETC.

STOCK-TAKING, DEC. 31, 1909.

1909 DECEMBER 31st				
	Front Shop			
	Beginning from top shelf nearest window:			
6 doz.	Breakfast Food	1.20	7	20
4 doz	Canned Peas	95	3	80
15 lbs.	Tea	25	3	75
	Etc. Etc. Etc			
	Back Store			
	Beginning from right of door:			
10 sacks	Sugar	4.75	47	50
5 "	oatmeal	3.00	15	00
	Etc. Etc. Etc.			
	Shop Fixtures			
2 set	computing scales		150	00
	Etc Etc Etc			

A Suggesstion for the Merchant in Taking Stock—This is a Simple System Which Can be Carried out With Little Difficulty.

Dealy & White, Owen Sound, Ont., recently opened their new business stand to the public. The stock consists of the choice brands of groceries and confectionery, flour and all kinds of meals. Also a full line of feed, consisting of grain, baled hay and chop. Everything in the line of farm produce is taken in exchange for goods.

A Firm Believer in the One-Line Display Window

Manager and Window Decorator of Winnipeg Grocery Firm Makes Simple but Effective Breakfast Food Display — Claims That the Window Has Been One of the Chief Business Getters.

Winnipeg, Dec. 28.—The experience of many grocers in this city has been that the one line window displays are the kind which bring the most direct results. When several lines are displayed, they think it is almost necessary to decorate the windows with suitable backgrounds, and furnishings in order to make the window look attractive. Attention can more readily be drawn to a neat arrangement of one line of goods rather than several lines, it matters not how neatly those individual lines may be arranged.

If, however, the various lines have an attractive setting the display may be as useful as the single line display. The point is that few merchants or salesmen care to spend the time in making as good a display window out of several lines of goods as can be made from a single line display. The one line does not require the time or possibly the expense which is required to fit up a miscellaneous display. This possibly is the explanation for the tendency to produce the one line attraction.

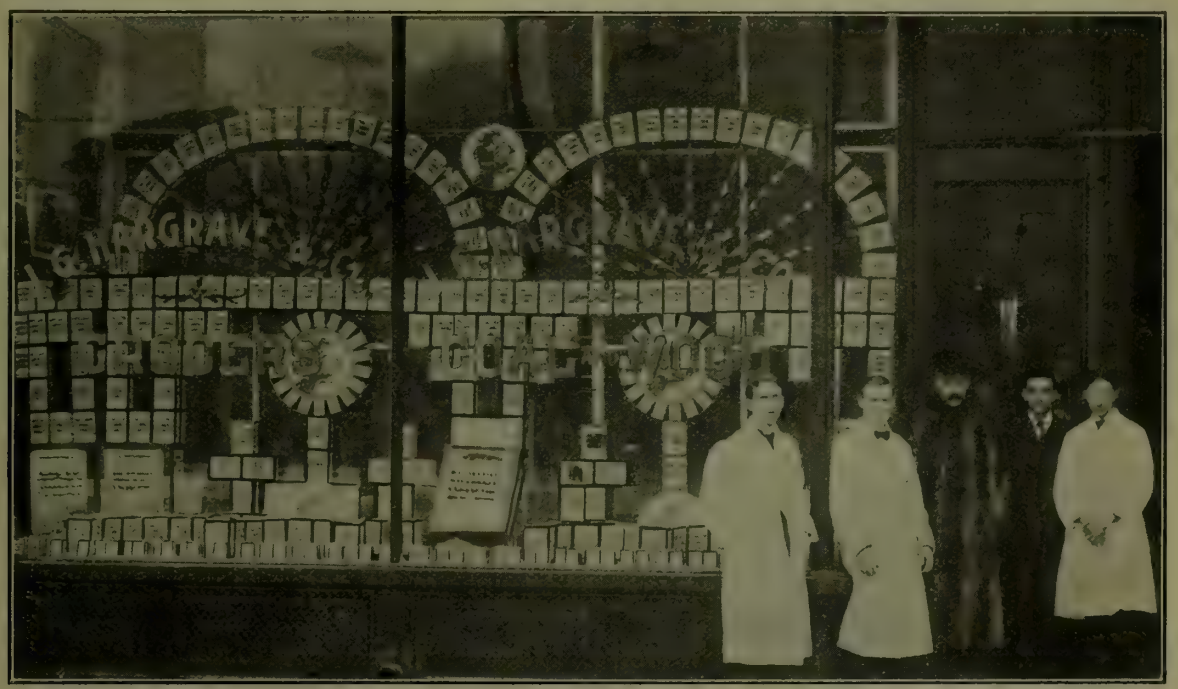
It must be emphasied that the display features are the great business getters and the desire to minimize the time or expense in this work may easily be overdone. Should the several line attractions be best in some quarters or under peculiar circumstances by all means time should be taken to make the necessary display.

Studied in Ireland.

The accompanying reproduction is of a one line window arrangement in the store of J. G. Hargrave, Winnipeg, which was set up by R. L. G. Seymore, who has been manager of the store for fifteen years. Mr. Seymore has always paid strict attention to his window displays and says that the present status of the business has been largely built up through the medium of the window.

It is interesting to know that Mr. Seymore learned how to decorate windows in Ireland where he was born. Upon coming to Canada he re-entered the grocery business with a firm known as Cummings & Seymore on Main Street. A few years later he engaged as a clerk in the J. G. Hargrave store, where he has been for eighteen years, having risen to general manager of the J. G. Hargrave Co., Limited, a company recently incorporated as grocery, coal and wood dealers.

Mr. Seymore appears in the group at the door, wearing the heavy winter overcoat.



A Creditable One-Line Breakfast Food Display Window in Store of J. G. Hargrave & Co., Winnipeg. R. L. G. Seymore, the Decorator, May be Seen in the Group at the Door Wearing a Fur Coat.

A STEPPING STONE TO SUCCESS.

By Tom. L. Johnston.

There are plenty of good mechanics who are plugging away in small shops for low wages, who could hold good jobs in large shops at good wages, but they do not know what is going on outside of their own little sphere. There are trade journals pertaining to almost every business, and if these mechanics would take them and study them they would keep abreast of the times and get out of the rut they are liable to be in all their lives. Some of them turn out good work, considering the material they have to work with, but it is always the same old style, and if they were put in a first-class shop with every labor-saving device at hand they would not know where they were at.

I know of one young printer who was working in small shops for nine and ten dollars a week, but who was wide-awake and studied every journal relating to his trade he could get his hands on, and is now holding a permanent position at twenty-five dollars a week.

There is more to be learned from a trade journal than one thinks, until they begin to take an interest in it and then they would not be without it.

I once heard a grocer say he would feel like a preacher without a Bible if he did not get his trade journal, so it is quite evident a man in any line of business can profit by taking some journal devoted to his trade.

TRADE NOTES.

Frank Cane, Wetaskiwin, Alta., has sold his general store business to England Bros., Toronto.

The stock of Wm. Mammell, Tottenham, Ont., has been sold at 64c on the dollar.

The Paulin, Chambers Co., biscuit and candy manufacturers, Winnipeg, are enlarging their premises.

Jas. Richardson & Sons, Kingston, Ont., is now being formed into a joint stock company, capitalized at $750,000. The company intend prosecuting the canning business.

Practical Methods Used in Retail Grocery Stores

Early Closing By-law not Enforced at Ottawa — Montreal Grocer Shows Necessity of Fair Profits on all Goods—Peterboro Merchant Aspiring to Mayoralty Chair—Unique Post Card Used by Kingston Grocer.

Who Will Enforce By-law.

Ottawa, December 28.—The members of the Retail Grocers' Association are of opinion that the early closing by-law is neither being observed by the grocers of the city nor enforced by the police, whose duty it is to see that the laws are duly obeyed. The by-law demands that grocery stores close at 7.30 on week nights and nine o'clock on Saturday nights. Several of the larger groceries close at six o'clock on regular nights. The association thinks the police department should look after the lawbreakers, but the department hold that they will investigate any charges laid against offenders. It is proposed to write the Provincial Secretary to ascertain the ruling of the law on the subject.

All members of the association endorsed the raising of the cigarette license to $15.

All Prepared for Christmas.

Peterboro, Ont., December 28.—In connection with the Christmas grocery trade, it is interesting to note that a large number of the smaller store windows were tastefully decorated showing that while a grocer may not be on the main street he takes advantage of the opportunities afforded him in his own locality. Neat designs have been thought out here and there and have been put into effect. Among the stores that are worthy of mention are W. C. Tully, H. Sisson, W. J. Routley and Mrs. S. Mitchell.

Be Sure to Make a Profit.

Montreal, December 28.—"One of the main faults of many retailers is marking their goods so low that there is not a living profit in them," said Walter Paul, a Montreal retailer. "Every line carried in my stores has to contribute its fair share toward the total year's profits. If it doesn't I know there is something the matter and it is time to make a sufficient advertising campaign to bring it back to normal. There is no better way to keep track of what is going on in the store and what is necessary to be done, than to watch the sales of each line separately. In a way it solves the problem of what to advertise and what to have the salesmen push especially."

Time is Money.

Quebec, December 28.—"Do you realise that your time is money?" observed a local grocer the other day. "That is, if it isn't it should be. Your capital when this life began, was very little, in fact, nothing. As time went on this world's goods began to collect, but you had to spend your time to acquire them."

"This can very politely be shown to your customers, some of whom perhaps like to talk over the state of the weather with you during business hours, or some other equally important matter. If they can only be made to realise that time is only be made to realise that time is equally important to them you will not only help yourself, but do them a distinct service. There is a time for everything, and business hours are set apart for no other purpose than to do business in."

An Original Post Card Note.

Kingston, Ont., December 29. — John Gilbert, a local grocer, has been sending out a unique picture postal card, on the picture side of which is a marine scene showing Martello Tower and on the other the following original letter:

THIS SPACE MAY BE USED FOR CORRESPONDENCE

W E C. T O U.

Madam.—

We would B pleased 2 have UR weekly order 4 supplying UR table with good things 2 - 8. Should U favour US we will do our best 2 please U in Price, Quality, Prompt delivery and courteous attention.

J. GILBERT,

IMPORTER OF FINE GROCERIES, TEAS AND COFFEES

194 BARRIE STREET and COR. GORE & WELLINGTON STS.

PHONE 254 PHONE 248

This is always read on account of its original character and Mr. Gilbert states that it has caused a great deal of discussion among those who have seen it.

A Grocer in the Fight.

Peterboro, Ont., December 28.—One of Peterboro's leading grocers, E. F. Mason, is one of the two candidates for the mayoralty of this city during the next year. He is contested by W. G. Morrow, and the general feeling is that the fight will be one of the hottest that has been waged in this municipality in a long time. Mr. Mason has proved a successful business man and he has also a good record on the council and Board of Education. He was three years an alderman and established a good record as chairman of the finance committee, and last January was elected to a two year term as a member of the Board of Education. There is no question as to his receiving a large vote, but in Mr. Morrow he has a worthy opponent and when Greek meets Greek the combat is one that pleases the gods.

Handles Confectionery.

Sutton, Que., Dec. 28.—Stores in Sutton, Que., are mostly general stores. H. W. Cull, started two years ago, a grocery and confectionery business. His store has two of the best display windows in the town. It is well arranged, neatly kept, and, for the summer trade, has in the rear a nicely furnished room for serving ice cream, soda water, etc. Mr. Cull is assisted by his mother. Both credit The Canadian Grocer with giving them many items of desirable information in connection with their business, which has been rapidly increasing in volume.

Use Your Own Individuality.

Montreal, Dec. 28.—Walter Paul, the proprietor of two large stores in Montreal, gave The Grocer his opinion on the subject of individuality, in a recent conversation. "Very few men realize how much their business can be strengthened by the use of their own individuality," he said. "By that I mean the use of original ideas on methods of trade and advertising. Use the best things you can develop, and adapt good ideas used by other successful men to your own conditions. It will inevitably produce good results."

Clinching the Agreement.

Wallaceburg, Ont., December 29.—"What a pity it is," remarked a grocer recently, "that so many merchants fail to clinch their arguments properly?"

"I mean," he added, "that they don't get the full results they should from elaborate and carefully prepared window displays.

"Suppose I put on a first-class display showing Santa Claus coming out at the bottom of the chimney, or racing across country behind his reindeer, or something appropriate to the season. My window takes a lot of my time, or my clerk's time, which is the same thing. I should, therefore, strive to get from it every possible return.

"My Santa Claus window talks to the passer-by about Christmas goods. I should make it talk, though, in such a way that it will drive conviction home. And I can't do this unless I make a liberal, though tactful use of show cards and price tickets.

"Without them my window is nothing but a picture—a very pretty picture. it is true, but still not the thing that will

have a direct effect upon the sale of goods. People will remark that it is a pretty window—and some of them will probably make purchases as a result of stopping to look in—but so long as it is only a picture, I won't be getting what I am after—the biggest possible results.

"When I put in price cards and show cards—little, seasonable, catchy hints on Christmas buying—I convert my window from a mere, attractive picture into a convincing, logical argument. The cards supply the missing link. Without them, I don't consider any window of mine complete."

The Value of Patience.

Montreal, December 28.—Patience is often hard to keep continually to the fore, particularly when a cranky customer uses up a lot of your time uselessly. Even though her trade may be well worth an effort to keep, it sometimes seems as if it would be almost better to let her take it out on someone else.

In talking this matter over with several retailers in Montreal recently, the general consensus of opinion seemed to be that customers must always be treated right, unless there was an absolutely unreasonable person, who was continually finding fault for no cause whatsoever. In that case they should be waited on a few times by the proprietor to see that such was the case, and then treat them politely, but give them plainly to understand that if they did not like the methods of the store they were free to transfer their trade. It is better to do this than to offend them out and out, as some salesman is sure to do sooner or later.

WEST INDIES TRADE GROWING.

Canadian Commissioner to Barbadoes at St. John—More Careful Inspection of Canneries.

St. John, N.B., Dec. 30.—Grocers here, both wholesale and retail, report that the Christmas trade was satisfactory and stocks of holiday goods were fairly well cleaned up.

E. H. G. Flood, Canadian trade agent at Barbadoes, who spent the holiday with relatives in St. John, is leaving this week on his return to Bridgetown. Mr. Flood in speaking of trade matters, said a steady increase was shown in trade between Canada and the West Indies. The greatest need of Canada in the West Indies is the same as it has been for years, he said—more commercial travelers to drum up business. Canadian firms apparently did not realize the importance of the market, and meanwhile the United States and British firms are securing the bulk of the trade. With this need supplied, Mr. Flood saw no reason why Canada should not materially increase her trade in manufactured goods.

C. S. McGilvrey, Ottawa, inspector of food factories and canneries, was in the city last week on his annual trip of inspection. He said it was the intention of the department later on to look more closely into the quality of canned goods. A close inspection would be made to see that too much water was not used in the preparation of goods.



An Interior View of Dermody Bros.' Store, Kipling, Sask.

Merry Wit About the Drummers' Banquet Board

Annual Dinner of the Drummers' Snack Club Held During the Week—Some High-Class Oratory Abounds, — The Next Snack Outing to be Held at Oakville.

Staff Correspondence.

Toronto, Dec. 29.—There is only one Drummers' Snack Club. The world is not big enough for two; and in this way it has a marked resemblance to Shakespeare.

The Drummers' Snack held its annual dinner on Thursday evening, Dec. 23rd, at the Arlington, Toronto, and any person who is acquainted with any of its members can appreciate the statement that 'a royal good time was the result.' It was a miniature summer-time Snack with the same sociability and merry wit tingeing every minute of the few pleasant hours during which it was held.

Prior to the dinner a general meeting was held at which arrangements for the next annual July event were begun, which, by the way, will take place at Oakville, in the Province of Ontario in 1910. Then came the dinner and the speeches. Of course, there was that old-time chestnut sprung: "This has been a surprise to me—if I had only known I could have had a nice after-dinner speech prepared." But if such were really the case it didn't look much like it once they 'got going'—there are many orators among the Club, notably Jack Charles, Robt. Algie, Billy Reilly and President Bay Hill.

A feature of the evening's prominent events was the display of wit on the part of Sol. Walters. He was in good form, as he was on the occasion of the outing at Erin, just another case of history repeating itself.

One thing the club is regretting these days, is the departure from Toronto to Montreal, of Wm. Colville, who has been an indefatigable worker every since the Drummers' Snack first saw the light of day, almost two decades ago. More about this, however, will be seen in another column.

Once the dinner got well under way and the rough corners of appetites had been worn off, the humorous side of the merry company was turned out. Col. Stoneman was wont to associate present and past events, when he observed one of the waitresses serving a Hamilton drummer with an arm on either side of his neck. It looked dangerously like something else. "Same thing happened at Erin," remarked the Colonel, and with the ensuing laughter arms were removed.

Was the Silverware Safe?

Sol. Walters and Michael Kennedy suspected each other of carrying away the culinary utensils as souvenirs, but if the knives and forks didn't disappear something else did. It will be remembered that Michael Kennedy was the man "who kept the bridge" at Erin all night. He is an authority on municipal affairs and don't tell him we should have the tubes in Toronto. Somebody might get hurt.

Robt. Algie and Charlie Smye choose their company, when they dine, or else they require plenty of room. At any rate they sat apart from the remainder of the company, cracked their own jokes and laughed alone. As a matter of fact the trouble was "lack of space," which often affects reading matter in a trade paper.

"How many trains stop at Oakville"?, was a frequent query at the banquet table. The "boys" are already looking forward to the great midsummer event. It might be mentioned here that Col. Stoneman objects to the term "boys," but nevertheless when it comes to having a good time he must be counted in.

But to get down to the oratory in earnest. President Bay Hill—who, by the way, would sooner be president of the Drummers' Snack Club than Governor General—told the assemblage that as for looks, they were unequalled so far as his experience extended. In referring to the Snack Club outing of 1910, he asked for the 'co-operation of all and the antipathy of none.' As everyone knows, Bay Hill is a lover of poetry. He has a pretty parody, which runs like this:—

Backward, turn backward, O time in your flight,
Make me a baggage-man just for tonight.

The toast to "Our King and Country" was loyally drunk and followed by loyal speeches from John Charles and Dr. Algie, both of whom would be glad to allow the destinies of our Dominion to rest in the hands of such men as compose the Drummers' Snack Club. It was commercial men who sell the products of factories, that the people should commend in the building up of a nation and not the armies and navies.

"Our greatest weakness is our greatest strength," observed Dr. Algie, as he referred to the outcome of an invasion of Canada in the midst of winter, with snow ten feet deep.

"We could play a freeze-out game then alright," interjected Sol. Walters.

Harry Eckstein's song put an end to the speeches for a few minutes, and after the lengthy applause had died away the company were delighted to hear from Secretary Algie that C. Weese was making hay in Lindsay. A letter of regret was also read from F. J. White of Minto Bros., who was also unavoidably absent.



PRESIDENT BAY HILL.
Who Presided at Annual Dinner of the D. S. C.

His Last Battle.

The recitation by Col. Stoneman, which followed was a masterpiece of elocu-

tion. He pictured an after-battle scene with such realism and vigor, that every listener remained spell-bound during its entirety. His recitation was all the more remarkable as it was 10 years since he had given it before. The Colonel is certainly without a peer, when it comes to elecution.

Michael Malone, Robt. Asher, and Robt. Keys, responded to the toast to "Our Dominion and Provincial Parliaments." References were made to the advances the country was making, to the work the legislature was doing in looking after hotel accomodation, and to the necessity of proper legislation.

Vice-Chairman, J. H. Wildfong conducted affairs from this pointed beginning, with a presentation of some silverware to Earnest Bowles, pianist, who had helped the club on many occasions as accompanist at concerts. He similingly accepted the gift, and like any good husband ought, though of his wife who, he was sure, would appreciate it very much.

"The Merchantile and Manufacturing Interests" was responded to by "Pap" Sommerville and Walter Madill, both of whom are orators of repute. Between the two a song was sung by Mr. Hudson, which certainly deserved all the applause which ensued.

"The Commercial Travelers Association of Canada" was responded to by John Gibson, the president, who is a firm friend of the Drummers' Snack Club. He will be at Oakville next year.

The "Honey Boy" was sung by Billy Reilly as only Billy can sing it; Harry Ritchie gave the "Stein" song, and everybody expanded their lungs when it came to the chorus.

The Mountain City section then announced that it was train time, and after the singing of "God Save the King," the happy gathering dispersed.

Side-lights on the Banquet.

Smoke sometimes has a good effect. Walter Madill could have made a longer speech, but for the fumes following the flash-light.

Sol. Walters replied to the toast to the ladies. After telling all about their good characteristics he left unsaid the rest.

A diary of the trip around the world, neatly bound was presented by Billy Reilly to his traveling companion Billy Colville, who leaves soon for Montreal. The contents can only be read in Montreal. Toronto "the good" would not stand for it, so it is whispered.

Even if Michael Malone was befuddled from eating too much, he got off some good philosophy when he said that the Drummers' Snack teaches each and all of us that there is some good in the rest of us if we can only get it out. "That's the trouble," observed Sol. Walters.

When Billy Colville makes $10,000 in each of the 10 succeeding years, he's coming back to pay all the Snack's expenses. The boys are going to have that in "black and white."

Billy Meen had his troubles keeping order at the lower end of the table—and directly across.

"I want a ticket for Oakville."

PRESENTATION BEFORE DEPARTURE.

Toronto, December 28. — The Drummers' Snack Club is undoubtedly losing a faithful worker in the person of Wm. Colville, who on January 1st takes charge of the Montreal office for the Pugsley-Dingman Company, for which he has traveled for many years. Many expressions of regret were heard at the annual dinner of the Snack Club last Thursday night and one of the features of the event was the presentation of a secretaire to Mr. Colville.

This was done in a few well chosen words by Robt. Algie, who referred to the faithful work that had always been freely done by Mr. Colville. "We want you to know and feel that you were a man who did things and who did not merely say them," he remarked. In reply Mr. Colville regretted severing his connections with the club. "We have in the Drummers' Snack Club," he said, "an element that, if properly carried out will do more for the travelers than any other organization in Canada."

His successor as traveler for the Pugsley-Dingman Co. is Geo. F. Campbell, formerly on the road for Blue Ribbon Tea.

TRAVELERS TALK BUSINESS.

Annual Meeting of the C. T. A. of Canada Held—Amendments to the By-laws.

Toronto, Dec. 28.—Amendments to the by-laws created lengthy discussions at the annual meeting of the Commercial Travelers' Association of Canada, which took place last Thursday afternoon at St. George's Hall. About 150 travelers were in attendance, and on many occasions two, three and even four speakers were on the floor at the same time to advance their respective arguments. John Gibson, the president, was in the chair.

Several amendments to by-laws were proposed, one of the most important being the widening of the terms upon which a man can be called a traveler. Hitherto he had to travel at least three months of the year in Canada, but in the future he will be qualified to enter the association provided he travel at least three months in any part of the British Empire.

The meeting turned down a by-law amendment which provided for allowing the Board of Directors, at their discretion, to admit a person into the association for special reasons, even if he were not qualified in all respects under the by-laws.

In the future the annual meeting will always be held during the week between Christmas and New Year's, a resolution to this effect being carried.

During the discussions, one traveler complained of the high hotel and baggage-transfer rates in the west particularly in British Columbia. He had paid $10 for a day and a quarter's expense at one hotel, and spoke particularly on the high charges of transferring baggage. Secretary Jas. Sargant explained that if the members would only live up to the by-laws of the constitution these high rates would not be charged. They go looking for a few cents lower rate with some company other than that with which arrangements have been made and eventually prices go up.

The great growth numerically speaks for the increased volume of business throughout the country. There were 686 members added during the year, making the total enrolment 9,320. There has been little, if any, added expenditure to the working expenses. Seventy-six death claims have been paid since the last annual meeting, and out of the $65,-268 allotted for the year for mortuary benefits, $11,275 remains to the credit of that fund.

The report also referred to the matter of fire protection in hotels which was elaborated on by Col. Stoneman. A resolution was passed commending the action of the Board of Directors in requesting from the government that it should see that fire escapes were placed in every room in every hotel in Ontario.

Secretary Sargant received a great ovation, when Mayor Oliver, in the course of an address calling attention to the work of the Travelers' Mutual Benefit Society, made the remark "that there was no better secretary on the top of this green earth."

The following was the result of the ballot:—

Pres.—Jno. Gibson, (accl.).

1st Vice-Pres.—Robt. Gemmell, (accl.).

2nd Vice-Pres.—S. M. Sterling, (accl.).

Treas.—E. Fielding.

Directors for Toronto Board.—Jas. G. Cane, J. H. Lumbers, Geo. W. Moore, C. J. Tuthill, J. W. Charles, W. R Mosey, D. H. MacKay, J. H. Wildfong and Alex. Cook.

Hamilton Board.—Geo. M. McGregor, H. G. Wright, C. C. Smye, E. O. Zimmerman, W. H. Dean and A. F. Hatch.

Berlin Board—Fred Doering and W. J. Moody.

Kingston Board—W. H. Graham and W. S. R. Murch.

Guelph Board — Adam Taylor, vice-president.

Brantford Board—J. S. Hamilton and D. J. Waterous.

Montreal Board—S. O. Shorey, vice-president, Wm. Cauldwell.

Winnipeg Board — H. Miller, vice-president; A. C. Merrett, director.

Vancouver Board—Fred Buscombe and Robert Stewart, directors.

Ottawa Board—John Everett, director.

Brockville Board—J. W. Hooke, director.

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JOHN BAYNE MACLEAN - PRESIDENT

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A PAIR OF CONVERTS.

It is said that Sir Wilfrid Laurier has advised the Premier of Quebec to appoint a business man to the portfolio in the Provincial Cabinet which is to be vacated by Hon. W. J. Weir, who is being elevated to the Bench.

This reminds one of the speech of R. L. Borden, at the banquet of the Manufacturers' Association at Montreal, a few weeks ago, during which he strongly expressed himself in favor of more manufacturers being in Parliament.

There is undoubtedly a growing spirit in Canada in favor of giving business men a more prominent place in the administration of public affairs. And its growth is being fructified by necessity. Professional men are all right in their place, but they too often lamentably fall down in practical business affairs.

The work of governing a country is to all intents and purposes a business affair, and it naturally follows that those who administer should be men of practical business experience. Like begets like.

Very little reliance can, as a rule, be placed on the public utterances of politicians. They are given a great deal to "jollying." They loiter around the corner and only get into the procession when they see that public opinion is strongly represented in it. In other words, the politicians do not lead, they follow public opinion.

The significance of the attitude of Sir Wilfrid Laurier, the Premier, and R. L. Borden, the leader of the Opposition, in regard to a representation of business men in Parliament, is an evidence that they are realizing that public opinion is becoming strong in regard to this matter, and wish to march in the procession. They are both to be congratulated. It is an evidence that they both have eyes with which to see the trend of affairs. And when they begin to see things in the right light, others will follow. It will be fashionable, for there are fashions in political ideas, as well as in garments.

It is to be hoped that when opportunity affords, Sir Wilfrid Laurier and Mr. Borden will bring forth works meet for repentance.

A FRUIT GROWERS. DEPUTATION.

Some time ago W. A. MacKinnon, Canadian Trade Commissioner, Birmingham, Eng., proposed in his weekly report to the Department of Trade and Commerce at Ottawa that Canadian fruit-growers visit the Old Country with a view to studying the British markets and the conditions existing there.

This suggestion has borne fruit. The matter was brought to the attention of the president of the British National Fruit Growers' Association, who discussed it with the council of the Federation, and the result was the issuing of a cordial invitation to Canadian fruit-growers to visit the chief fruit plantations in England.

The aggressive work of Mr. MacKinnon along this line is to be commended. The next move should be the acceptance of the invitation by the fruit growers of Canada, for there is much to be learned from studying the conditions in the country to which our fruit is exported and the express desires of those who purchase it for consumption.

Every little while we read of deputations from other lands studying the British tastes, with regard to foods, and these naturally result in taking away a portion of Canadian trade because their exporters know exactly what John Bull and his family require.

Let Canadians do the same with fruits and there is every possibility of a vast industry growing in leaps and bounds in Canada—raising fruit for the British market.

MANY CONVICTIONS RECORDED.

Government statistics are to hand regarding the convictions this season of apple packers for violations of the Act regarding packing for export. Over forty names appear on the list, with all the way from one to four convictions registered. Practically all the apple-growing sections of the Dominion are represented, but Ontario seems to be the worst offender.

It seems strange that there is such a lack of foresight on the part of packers. This subject has been brought up time and again, and it has been clearly shown that if it is persisted in, there will be an alarming decrease in English imports of our fruit. It may mean an extra dollar or so of immediate profit for the man guilty, but apple-growing is not a temporary business. There is a future trade to be looked after, and continued disregard of repeated Government and other warnings will eventually end in England, our best apple customer by far, transferring her trade where she will be better treated. This is by no means the only country where apples can be successfully grown, though it is probable that few competitors would be successful if our customers received fair treatment.

Complaints are heard every day among Canadian dealers about the treatment meted out to them by Greek and Spanish dried fruit exporters. Perhaps there had better be a housecleaning at home before we find fault with others.

Considering the relationship which exists between Canada and the Mother Country, it seems shameful that persistent efforts to make a little dishonest money from her buyers, should be going on every year. It is about time our regulations were made more strict, and examples made of all packers convicted. A ten-dollar fine is not going to stop a man of dishonest instincts, when he knows it is almost impossible for anything like a thorough inspection to be made. More severe tactics must be used if much is to be accomplished.

The Government officials may do their best, but the recurrence of the same names for additional convictions shows that the penalties are too light.

THE LAW AGAINST SECRET REBATING.

It is gratifying to learn that Boards of Trade in Canada are calling the attention of their members to the Secret Commissions Act. Probably no other Act of present-day legislation has created such widespread interest. The St. John, N.B., Board of Trade has just sent out a copy of the Act to its members, and other boards have done and are doing the same.

It must now be clearly understood, according to the Act, that it is illegal to pay or accept a secret rebate in the selling and buying of merchandise. Too much of this has been going on in Canada and the sooner it is stamped out the better will it be for Canadian trade and commerce. It is only right and proper that goods and salesmen should stand on their merits, and if it is necessary for a manufacturer, wholesaler or traveler to give a secret rebate on goods in order to sell them, then something is lack-

ing. It may be in the quality, service rendered, or salesmanship, but, nevertheless, it exists.

Under the terms of the Secret Commissions' Act everyone who is found guilty, on indictment, of a breach of it is liable to two years' imprisonment or to a fine not exceeding $2,500, or to both, and, upon summary conviction, to imprisonment for six months, with or without hard labor, or to a fine not exceeding $100, or to both.

With the elimination of infractions of this law, better business methods will prevail. Manufacturers, wholesalers, travelers and retailers will then stand upon an equal footing so far as prices and dealings with each other are concerned. There will be no unfairness and no dishonesty practised—for it stands to reason that secret rebating in order to get trade is positively dishonest. No honest man will stoop so low as to be guilty of such practices and if he does, the sooner he passes out of the business sphere the better will it be for the commercial interests of the country and the morality of the human race.

Honest methods are to be commended and so are honest men. Honesty is simply a matter of square-dealing with one's fellow men. It is dealing above the board, and not passing the cards beneath the table. Yet men who consider themselves "fair-and-square," so far as their conscience and reason dictates, will deliberately give and take secret moneys in order to dishonorably get a little more consideration from their houses or to be able to sell a little cheaper than their competitors.

Every business man should consider it his duty to stick to the letter of the Secret Commissions' Act. Any deviation is wrong, and, as pointed out above, the penalty is steep. However, it is not because there is a penalty attached that the law should be kept. It is because it is the simple duty of every man to keep the law. It is morally right to do so.

In other words, we should do right, not because we are going to be punished if we do wrong, but because it is the right thing to do.

A PROFITABLE INVESTMENT.

The trade paper which is the most valuable to its readers is the one that proves to be a profitable investment. In fact no merchant wants to invest in anything that does not prove profitable; he is in the business to make money and the greater the turn-over and the less the outlay the more money will he make.

On another page of this issue will be noticed a short article under the heading: "Gets a Raise in Salary," which gives the experience of a Vancouver grocer. He shows how one of his assistants has had his salary increased twice in eight months, due to the interest he displays in The Canadian Grocer, because he puts into practice suggestions that are from time to time made by this paper.

If that merchant thought that this salesman was not becoming more valuable to him would he have raised his salary? It is not likely.

It all goes to prove that the less-than-four cents per week spent on The Canadian Grocer can be made an investment which, if carefully watched, will be shown to be one of the best the merchant can make.

UPROOTING THE VINEYARDS.

A report from Greece was published in last week's issue to the effect that currant growers were contemplating uprooting their plants in order that the decreased production of the next crop would produce higher prices.

Whether this be true or not, there is a certain amount of similar circumstances occurring to warrant calling attention to the matter. It would be a foolish idea for the growers to seriously consider doing such a thing. Much better results would be effected by increasing the production and enlarging the buying field. This could be done by extensive advertising, which would prove worth while to the growers of currants.

The same thing applies to many other businesses. Producers and manufacturers get the idea that the only thing to be done if prices are low is to decrease the production, forgetting all about extending the purchasing field by aggressive measures. They must go backwards to obtain the results desired and eventually they are considered too small by purchasers to transact business with.

INADEQUATELY PAID MEN.

The business men of Ontario who have any influence with the Government of that Province should exercise it on behalf of the professors of the Agricultural College at Guelph, who are at present requesting an increase in salary.

The salaries of these men are most inadequate for the work they are doing on behalf of the agricultural interests of the country. They are shamefully underpaid.

A short time ago a body of business men were invited to visit the college. They spent a day there, and after coming away many of them expressed their opinions very strongly in regard to the inadequate remuneration paid the professors. Many of them had clerks who were getting better pay than some of the professors.

Millions of dollars annually are being added to the productive value of Ontario because of the work which the professors at Guelph are doing in the way of instructing the farmers in intensive farming. The results they obtain from experiments at the Guelph College are passed on to several thousands of farmers in Canada annually to the manifest advantage of the material wealth of the country.

The more money the farms of this country earn, the more money is there for distribution among the business men. Obviously, therefore, it is in the interests of the business men that the professors at Guelph should receive adequate compensation, because if Canada does not do so other countries eventually will.

Canada has already lost a good many valuable public servants because of the parsimony with which they have been treated in the matter of salaries. We should profit by the mistakes of the past.

THE TURKEYS THAT FAILED.

Some retail grocers have written to The Canadian Grocer this week to tell of their troubles in obtaining their Christmas supply of turkeys. The cause was the unfaithfulness of farmers and their wives, and the fact that Montreal and Toronto buyers were out offering better prices. One merchant states that a farmer's wife had agreed to take to him his supply on a certain date and at a specified price. He had an advertisement all prepared for the local paper and all his customers promised, but the woman from the country did not appear. He disappointed many of his customers and may probably lose some. Many others and even some wholesale produce merchants experienced the same troubles.

While this is disgusting particularly from a moral standpoint, it is something difficult to overcome. In these days of advanced civilization, the word of a man or of a woman is usually taken where there is a reasonable amount of assurance that the party will make good, and it is not usually wise to obtain statements in writing from persons who are customers at your store. But nevertheless something should be worked out, to meet individual cases as described above, so that the party with whom a merchant is doing business will be bound to make good or lose money, without him knowing that he is so tied down.

While the principle of the thing is wrong yet money talks and it is better to make sure than go sorry.

Markets—Walnuts and Valencia Raisins Advance

Weaker Tone to Sugar Market, Which is Expected to Decline—Strong Primary Market in Ginger—Some Changes in Molasses in Montreal—Wholesalers Taking Stock and Business Generally is Quiet.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Molasses—Fancy up 2c, choice down 3c.
Ginger—Up in primary market.
Valencia Raisins—Higher.
Walnuts (shelled)—30 to 32c.

Montreal, Dec. 30, 1909.

Considerable interest has been evinced in the sugar situation of late. Reports of record crops in Cuba and Barbadoes, with large ones in most other sections, have had a very depressing effect on the raw market. There seems to be little doubt that eventually the refined product will be lower.

Christmas is a thing of the past and New Year's trade is practically over. Dealers are beginning to figure out how good trade has been, and first reports are certainly encouraging. Jobbers report large initial orders from retailers and many repeats. The retailer reports a bumper two weeks to end up the year and the consumer wears a satisfied smile after his Christmas dinner, so everyone seems to be prosperous and in fine shape to start the New Year.

Some lines, particularly certain lines of nuts and dried fruits, are scarce, and prices have gone up correspondingly. Walnuts, peanuts and valencia raisins show this markedly. The general market trend is higher and in coffee and tea a firm situation is present.

SUGAR—Raws are weak and though temporary rises occur, the large Cuban crop, almost 2,000,000 tons, is sure to have a depressing effect on the market. As yet no changes in refined have been observed.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " " 50 lbs.	5 60
" " " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" " 100 lb. boxes	5 50
" 50 lb. "	5 60
" 25 lb. "	5 80
" 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUP AND MOLASSES—Prices on fancy molasses have gone up 2c, while on choice they are down 3c. This makes a very peculiar situation, as the expected course of events would cause a sympathetic action on the part of both. The low price of choice has caused a large increase in the demand for it, while fancy is still holding its own, in spite of the high price. Syrups are steady, with slow sale.

Fancy Barbadoes molasses, puncheons	0 40	0 42
" " " barrels	0 43	0 45
" " " half-barrels	0 45	0 47
Choice Barbadoes molasses, puncheons	0 38	0 41
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45½
New Orleans	0 27	0 38
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03½
" ¼-bbls.		0 03½
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

TEA—Tea trade has been doing what seems the proper thing at this season of the year, that is, taking a holiday. In other words trade has been dull. Prices remain firm, however, and after New Year's it is expected to be brisk, as retail stocks will need replenishing. Dealers expect also that prices will not only be maintained, but will probably be higher.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—Trade in coffees has been somewhat dull, but prices remain firm with future prospects good for those who have large present stocks. After the middle of next month prices seem sure to go up, as the exportation duty on Rio and Santos will have to be paid. The limit has been nearly reached already.

Mocha	0 18½	0 25
Rio, No. 7	0 10	0 12
Santos	0 14	0 17
Maracaibo	0 15	0 18

SPICES—Gingers are up in the primary market, with little prospect of any weakening. As yet retailers have not felt the effects of it, but should any additional rise occur, it would be sure to make prices higher to them. Other lines have had a good sale, and remain firm at former quotations.

	Per lb.	
Allspice	0 13	0 18
Cinnamon, ground	0 15	0 19
" whole	0 16	0 18
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Ginger, whole	0 15	0 20
Cochin	0 17	0 20
Mace		0 75
Nutmegs	0 30	0 60
Peppers, black	0 16	0 22
" white	0 22	0 29

DRIED FRUITS—Valencia raisins are up, and the better grades are in great demand even at the advance. They are scarce. Other lines are in the usual Christmas demand at former prices. Reports at present as to the volume of Christmas trade are very encouraging, and for these lines there seems to be general satisfaction among all the dealers.

Currants, fine filiatras, per lb., not cleaned		0 05½
" " " cleaned		0 06½
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs.		0 07
" fancy seeded, 1-lb. pkgs.		0 09
" loose muscatels, 3-crown, per lb.	0 07½	0 08
" " 4-crown, per lb.	0 08½	0 09
" sultana, per lb.	0 07½	0 10
Valencia, fine off stalk, per lb.		0 05½
" select, per lb.		0 06½
" 4-crown layers, per lb.		0 06½

NUTS—Shelled walnuts are up. This has been expected for some time, owing to the scarcity prevailing for the past two weeks. Even with the increased price the demand exceeds the supply for the better grades. Peanuts are scarce and higher. There are no French on the market, which fact has had a considerable influence in this direction. All lines are having a fine sale, probably the best in spite of the poor quality of this year's crop, that we have had for some years past.

In shell—		
Filberts, Sicily, per lb.		0 12
" Barcelona, per lb.		0 10½
Tarragona Almonds, per lb.	0 11½	0 12½
Walnuts, Grenobles, per lb.	0 13	0 15
" Marbots, per lb.		0 12½
" Cornes, per lb.		0 11½
Shelled—		
Almonds, 4-crown selected, per lb.	0 32	0 33
" 3-crown " "		0 31
" 2-crown " "		0 30
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1	0 11	0 12
Virginia, No. 1	0 12	0 14
Pecans, per lb.		0 25
Pistachios, per lb.		0 75
Walnuts—		
Bordeaux halves	0 30	0 32
Brokens	0 22	0 25

EVAPORATED APPLES — Demand for evaporated apples has fallen off considerably during the past ten days, and no improvement is looked for until well toward the end of January. Prices are slightly off in the primary market, but there will be little or no change to the retailer.

Evaporated apples, prime	0 09½	0 09½

RICE AND TAPIOCA—Seed tapioca is scarce and is already higher in the primary markets. It is not expected that the rise will be sufficient to justify an increase to the retailer. Trade in other lines is somewhat dull in keeping with its normal state at this season of the year.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

BEANS AND PEAS—In spite of a large crop this year, good beans are becoming scarce, and prices have already gone up 5c. This is thought to be due partly to an increasing demand, and partly to larger exportations than in previous years. Even with these reasons, dealers are surprised at the strength evinced by this commodity. Peas are firm at last week's quotations, and find a steady sale.

Ontario prime pea beans, bushel	2 00
Peas, boiling, bag	2 50

CANNED GOODS

MONTREAL.—With the exception of canned lobsters, fish trade has been light of late. Vegetables and fruits, on the other hand, are finding a brisk demand. Prices are firm here.

In the United States, tomatoes are reported as a drug on the market, and are selling as low as 55c. Canners are very much discouraged there over the situation. They are hoping for an improvement later and are holding for a future rise.

Peas, standard, dozen		$1 05
Peas, early June, dozen	1 07½	1 10
Peas, sweet wrinkled, dozen	1 10	1 12½
Peas, extra sifted, dozen	1 52½	1 60
Peas, gallons	3 87½	3 92½
Beans, dozen		0 85
Corn, dozen	0 80	0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½	0 90
Strawberries, dozen	1 37½	1 40
Raspberries, 2's, dozen		1 75
Peaches, 2's, dozen		1 65
Peaches, 3's, dozen		2 65
Pears, 2's, dozen		1 60
Pears, 3's, dozen		2 30
Plums, Greengage, dozen	1 50	1 55
Plums, Lombard dozen	0 95	1 00
Lawtonberries, 2's, dozen		1 60
Clover Leaf and Horseshoe brands salmon—		
1-lb talls, per dozen		1 87½
½-lb. flats, per dozen		1 30
1-lb. flats, per dozen		2 02½
Other salmon—		
Humpbacks, dozen	0 95	1 00
Cohoes, dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00

TORONTO.—These are firm, but like all other lines, will be in little demand unti l the year's business is straightened up and put in order. There are no changes in the prices, and by all appearances canned goods are good value to have on hand.

Beans	0 80	0 85
Corn	0 80	0 85
Peas	1 05	1 42½
Pumpkins	0 75	0 82½
Tomatoes, 3's	0 80	0 85
Strawberries, 2's	1 40	1 50
Raspberries, 2's	1 60	1 67½
Peaches, 2's		1 65
" 3's		2 65
Lawtonberries		1 65
Red pitted cherries, 2's		1 75
Gallon apples	2 40	2 45
Bartlett pears, heavy syrups, 2's		1 65
" " light " 2's		1 15
" " heavy " 3's		2 40
" " light " 3's		1 70
Lombard plums, 2's	0 80	0 85
Clover Leaf and Horseshoe brands salmon:		
1-lb. talls per dozen		1 90
½-lb. flats per dozen		1 25
1-lb. flats per dozen		2 12½
Other salmon prices are:		
Humpbacks, per dozen	0 95	1 00
Cohoes, per dozen	1 45	1 50
Red Spring, per dozen	1 55	1 65
Red Sockeye, per dozen	1 65	1 70
Lobsters, halves, per dozen	1 85	2 20
Lobsters, quarters, per dozen		1 40

ONTARIO MARKETS

POINTERS—
Sugar—Tendency to lower prices.
Tea—Market very firm.
Nuts—Scarcity in almonds.
Evaporated Apples—Lower market.

Toronto, Dec. 30, 1909.

This is stocktaking week among nearly all the wholesale houses; the travelers are home, and business is almost at a standstill. Judging from their appearance and cheerfulness, they have a pretty good idea on which side of the ledger the balance will come out. If the wholesale men did well, it is to be hoped that the retailers also got their proper share, and if they did not, they have either themselves to blame or else there is something wrong in the system, which should be corrected. Therefore there is no room to complain, but merely get ready and remove, or assist in removing, the wrongs which are a hindrance to the retail trade.

From all accounts, however, retailers all over the province did a good Christmas trade, particularly in dried fruits, nuts, peels and green fruits.

SUGAR—The sugar market is quiet, with a weaker feeling in sympathy with the large Cuban production. With stocktaking going on, in almost every wholesale house, and the travelers off the road the orders for sugar are light, and prices are stationary.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 100-lb. boxes	5 80
" in 50-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	0 45
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 60
No. 2 "	4 51
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES.—Although the Montreal market shows a little fluctuation in these lines, it does not seem to have reached this market, for the prices here have been steady and remain unchanged. Prices on the new crop are being quoted to Canadian firms from the Barbadoes, which is the earliest ever received. It indicates that, while the new crop is not actually ready, the market has opened and operators are willing to sell in advance below the closing price of last season.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels, per lb.	0 03½
Half barrels, per lb.	0 03¾
Quarter " "	0 03¾
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 0 33
" bbls.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

TEA—The tea market is firm, in fact one tea dealer declared that it had reached the top notch and that his firm have withdrawn from the buying market. They have a large stock on hand on which they will work for some time, until they can see a clearer outlook.

COFFEE—The coffee market is firm and active. Both Santos and Rio have advanced ½ cent in the primary markets, and the general tone of the market is strong with perhaps higher prices in sight.

Rio, roasted	0 12	0 13
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 08	0 09

SPICES—Ginger and pepper are firm and prices are well maintained.

Peppers, black, pure	0 15	0 18
" white, pure	0 22	0 25
" whole, black		0 16
" whole, white		0 23
Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25
Celery seed		0 24

DRIED FRUITS—The retail trade was well supplied with all these lines before the holidays, and the demand as well as the prices will depend to some extent on how they have sold out their stocks. In the meantime the market will be quiet and uninteresting, with prices on Valencia raisins and currants quite strong.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06
Same fruit in 50-lb. boxes ½ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 15 0 18
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned ½c less.	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 06 0 06½ Fards choicest	0 08
Sairs 0 05 " choice	0 07½

NUTS—Nuts of all kinds are firm, especially shelled nuts are in good demand and a trifle higher.

Almonds, Formigetta	0 11½
" Tarragona	0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

RICE AND TAPIOCA—When everything is so high, grocers who are real caterers to the public needs, would do well to push rice, on the ground that it is wholesome, nourishing and a cheap food. The enormous increase in the production of rice in the United States, from a very small beginning to 608,000,000 lbs. last year shows that the value of rice as a cereal is being realized.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05¼ 0 05¾
Japan	0 05¼ 0 06¼
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½ 0 04¾

EVAPORATED APPLES—The evaporated apple market is dull and lower. Demand is very limited. They are quoted at from .07½ to .08c.

BEANS—Beans are in good demand, and prices will likely hold their own, if not go higher. They are quoted at from $1.80 to $1.90 per bushel.

MANITOBA MARKETS

Corrected by Wire.

POINTERS—
Advances—Beans, seeded raisins.
Firmer—Fresh fruits and vegetables, syrup.
Weaker—Sugar, evaporated apples.

Winnipeg, December 30, 1909.

Although wholesalers are lamenting the scarcity of stocks in nuts, figs, table raisins and peels—they are comforted by the fact that the demand is still

strong for such goods as can be had. The proposition of poor accounts this year is the smallest on record and this is a decidedly good feature of the trade.

Just now wholesalers are feeling the benefit of the great crop, that has been issued out of the country, probably more than at any other time of the year. It takes on an average six weeks for returns to be made from points in Saskatchewan and Alberta. For the heavy general trade of last autumn and the augmented trade for the holiday season the wholesalers are now being remunerated.

A few months ago a manager of a local wholesale house visited the second floor of the warehouse and found the whole floor covered with peel. He was wrathy with his buyer for stocking such a large amount of one line that could not be used up for two years. To-day there is not a pound of peel in that warehouse. The old manager has been surprised—and there are others.

The markets are interesting in that the scarcities have forced prices up.

SUGAR—The market is weaker south of the line, having declined 10 to 15 cents, but the Montreal market did not follow. The break in U.S. was attributed to the sugar trust investigation. This may not cause a decline here at all.

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 25
" yellow, in bbls	4 80
" " in sacks	4 75
Icing sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	5 80
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	6 20
Lump, hard, in bbls	6 05
" " in ½-bbls	6 15
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES—The market is good in molasses. It is a winter commodity and the Xmas trade has been very large. It used to sell more in bulk that it is at present. The tins are in demand rather than ½ bbl. lots.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ¼ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" 5 " 1 "	2 75
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal.	0 50
Gingerbread molasses, ½ bbls., per gal.	0 40
New Orleans molasses, 5-gal. tins, per tin	1 95
Challenger, 6 10-lb. tins, per case	2 15

FOREIGN DRIED FRUITS—Prices are firm and stocks are low. Seeded raisins have gone up ¾ of a cent, owing to scarcity. It is claimed that the stock of seeded raisins is 10,000 tons less than it was last year at this time. The market is also strong on currants, apricots, figs and peel. Peel is scarce and in some houses it cannot be had. Prunes are moving well; stocks are abundant and quality fair.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " " cleaned, per lb.	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¾-lb. packages per package	0 07
" " fancy seeded, in ¾-lb. packages per package	0 07½
" " choice seeded in 1-lb. packages per package	0 08
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 06½
Prunes, 90-100 per lb.	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 06½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb.	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 08
" choice	0 09½
Apricots, standard, per lb.	0 15½
" choice, per lb.	0 16
Plums, black pitted, per lb.	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 6½ 0 07½
Figs, per lb.	0 04½ 0 05½
Peel, per lb.	0 09 0 13½

ROLLED OATS—There is some cutting of prices on this market. Last week a broker offered some at $1.60. This was good buying for the wholesaler. The bulk of wholesale sales are at the following quotations.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 95
" 40 " " 40	1 00
" 20 " " 20	0 52
" 80 " " 8	0 23½

RICE AND TAPIOCA—There is no change on the rice market. The demand has revived slightly but prices are still low. Tapioca has a fairly strong market and it is moving freely.

Japan rice, per 100 lbs.	3 50
Pearl tapioca, per lb.	0 04 0 04½

CORNMEAL—The market is better and sales are heavy for this particular season of the year. This week, however, the demand is below the standard as it is in many lines.

Cornmeal, per sack	2 00
" per ½ sack	1 00
" per bale (10, 10's)	2 25

EVAPORATED APPLES—Stocks are going out freely and the price is weakening. To-day we quote supplies at 9¼ cents.

HONEY—These prices hold quite firmly this week. Owing to the shortage in various lines the demand has been stimulated in honey. The tinned goods are excellent extractions and the flavor of all kinds is good. The market will jointly go up soon.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb.	0 12½

BARLEY—We have been quoting pearl barley 5 cents too high. Although some houses have been selling at $3.65, it can be had at $3.60. The market is quite strong, however, and the demand keeps up well everywhere.

Pot barley, per sack	2 60
Pearl barley, per sack	3 60 3 65
" per ½ sack	1 90

NUTS—There are few nuts of any kind on the market. The sales for Xmas have been enormous and it is estimated that any two local grocers have more stocks than all the wholesalers together.

Shelled Walnuts, in boxes, per lb.	0 27
" " small lots, per lb.	0 28
" Almonds, in boxes, per lb.	0 35
" " small lots, per lb.	0 36
Peanuts, Virginia, per lb.	10 0 13

FRESH FRUITS & VEGETABLES—The various lines are up and large stocks are coming from the south. There is an active demand for all the following lines.

Carrots, per lb.	0 75
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 75
Native cabbage, per lb.	0 01½
Native beets, per bushel	0 50
Native onions, per doz.	0 40
Oranges	3 25 3 50
Lemons	5 00
Apples, Ontario, per bbl.	3 75 5 00
Grape Fruit, per crate	5 00
Grapes, per keg	5 00
Bananas, per lb.	0 05
Cranberries, per bbl.	9 00 10 00

BEANS—These are up 10 cents per bushel. It is reported that there are lots of goods in the east, but some people are playing the same game as they played with the evaporated apple market. They will likely come down in this case also.

3-lb. picker, per bushel	2 20
Hand picked, per bushel	2 30

MEATS—The market in canned meats

Save Fels-Naptha

soap empty cartons (in which each ten bars are packed). You will find them mighty handy for decorating, filling up odd corners and shelves.

Think how easy it is to attach them to each other by the end-flaps!



is excellent and the demand is good. These prices hold to-day on all lines and no change is anticipated.

Boneless pigs' feet, round, 1's, 3 dozen	1 95
" " square, 2's, 1 dozen	3 15
Boiled beef, round, 1's, 2 dozen.	1 60
" " " 2's, 1 dozen	2 85
Corned beef, square, 1's, 2 dozen	1 55
" " " 2's, 1 dozen	2 80
Cambridge sausage, round, 1's, 4 dozen.	2 30
" " " 2's, 2 dozen	4 25
English brawn, round, 1's, 2 dozen	1 95
" " square, 2's, 1 dozen	3 15
" " 1's, 2 dozen	1 95
" plum pudding, round, 1's, 2 dozen	1 65
" " " 2's, 1 dozen	3 25
Geneva sausage, oblong, 1's, 2 dozen.	2 35
" " " 2's, 1 dozen	4 25
Jellied hocks, round, 2's, 1 dozen	3 75
" 6's, 1 dozen	10 66
Paragon lunch tongue, round, 1's, 2 dozen	3 90
" ox tongue, round, 1½'s, 2 dozen	7 75
" " " 2's, 1 dozen	8 60
Ready lunch veal loaf, square, 1's, 2 dozen	2 50
" " " " " ½'s, 4 dozen	1 30
Ham loaf, oblong, ½'s, 4 dozen	1 30
Beef loaf, assorted, oblong, ½'s, 2 dozen	2 50
Roast beef, round, 1's, 2 dozen	1 60
" " " 2's, 1 dozen	2 85

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Dec. 30, 1909.

This year has been one of the best seasons for trade that Vancouver ever had. As it has been put, "this is the biggest Christmas that Vancouver has ever seen, and this is the biggest Vancouver that Christmas has ever seen." Few merchants in any line of business are reporting things not up to the average, and the average man is always ready to tell one how good everything is looking. It is an excellent condition, and shows that activity is general. The prospects, moreover, are of the best, and though there may be a quiet period immediately after the holidays, which is but natural and looked for, still it is not expected to be in any way harmful.

There have been no advances in prices during the past week, with the exception of Japanese oranges, as the supply has been short. No. 1's are being jobbed at 85c a box, and second grades at 75c, which is usually the retail price for the best. This year the quality is good, and they arrive at a time when the navels from the south are anything but of fine quality. The California oranges at this time of year are pale in color and quite sour, and if the Jap article is good at all it has a large call. It is rather unfortunate for the Christmas trade that good oranges are not available, for the demand is good.

CALGARY MARKETS.

Corrected by Wire.

Calgary, Alta., Dec. 30. 1909.

Friday night last practically completed the holiday buying, which has been by far the most active and extensive in the city's history. Retailers in all lines state that their trade has been satisfactory. The markets are well supplied with seasonable fruits and luxuries. Alberta grown poultry is in good supply; turkeys are particularly good, the retail price being from 25 to 28c per lb. Chickens are 20 and geese 18 to 20c.

Another car of Jap oranges arrived on a market already heavily loaded, consequently the last shipment had to be disposed of at a cut price. The retail price dropped to 60c per box, while at Vancouver, they are retailing at 75c and 85c per box. The wholesalers are over their rush, and are now preparing for stocktaking, which usually occurs in January. Sugars are easier and a decline is anticipated. Owing to the rapid development of the province, a new jobbing centre is being started in the north east portion of Alberta, at Camrose. This point is particularly well situated as a distributing centre, being served by the three great railways, C.P.R., C.N.R. and G.T.P., with several branch lines radiating in different directions. Already several wholesalers have decided to locate branch houses at Camrose. While this new distributing centre will to some extent cut off trade from points hitherto supplying that territory, the trade is growing so rapidly that the loss will only be a temporary one.

Sugars—	
B.C. granulated	5 74
Raymond "	5 64
Peels—	
Lemon	0 12
Orange	0 13
Citron	0 20
Dried fruits—	
Apricots, choice	0 16
" standard	0 15
Peaches, choice.	0 10
" standard	0 09½
Pears, choice	0 12
Pitted plums	0 12
Prunes, 40-50	0 08½
" 50-60	0 07½
" 60-70	0 07
" 70-80	0 06½
" 80-90	0 06
" 90-100	0 05½
Evap. apples, 50's	0 11
Produce—	
Sugar cured ham 10-12 average	0 18½
Sugar cured ham picnic	0 16
B. bacon bellies.	0 21
" back	0 20
Dry salt bacon	0 15
Dry salt bacon, smoked	0 16
Eggs, fresh, case 30 dozen	9 50
Butter—	
Alberta creamery bricks	0 30
Alta. creamery solids	0 29
Alta. dairy	0 26
Alta. tubs	0 25
Cheese—	
Ontario, large	0 15
" twins	0 15½
" Stiltons	0 17
Beans—	
Ontario, hand-picked, bushel	2 40
California limas, per lb.	0 06½
Canned fish—	
B.C. salmon, sockeye, 48-1's.	7 50
B.C. cohoes, 48-1's	6 25
B.C. pinks, 48-1's	4 00 4 25
Sardines, domestic, 100-4	4 00
Lobster, 48-1's.	17 00
" 96-2's.	18 50
Fin. haddie, 48-1	5 65

NOVA SCOTIA MARKETS.

Halifax, Dec. 30. 1909.

Fresh eggs continue scarce and high prices prevail. The choicest stock is selling wholesale at 32 cents per dozen, and the demand is good. The case eggs offering are only of fair quality, but they are selling at 28 cents per dozen.

The butter situation is practically unchanged. Some fresh dairy butter was marketed during the week, and it found a ready sale. There is a fairly good supply of butter on the market, but the price is high for any kind of decent stock.

The sales of confectionery this Christmas were very heavy. The demand was principally for high grade chocolates, and the total sales are reported to be away ahead of last year. The grocers handled quite a lot of confectionery this season, mostly box goods. The fancy packages were much in favor. Some of the retail grocers also handled quite a lot of bon-bons and Christmas stockings. There was little call for the cheaper grades of confectionery, and the demand for creams shows a heavy falling off. The demand for the best class of goods is attributed to the fact that the people had more ready cash than usual, and they spent quite freely.

NEW BRUNSWICK MARKETS.

Corrected by Wire.

St. John, N.B., Dec. 30, 1909.

There has been little change in prices since last week, pork and compound lard being the only articles affected. Quotations now are as follows.

Sugar—		
Standard gran.	4 85	4 95
Austrian "	4 75	4 85
Yellows	4 35	4 75
Flour, Manitoba	6 45	6 55
" Ontario.	5 75	6 05
Cornmeal, bags.	1 47	1 50
Rolled oats, bbls	5 15	5 20
Buckwheat, west. grey, bag	2 90	3 00
Val. raisins, lb.	0 05½	0 06½
Cal. raisins, seeded	0 07½	0 08½
Currants, lb	0 07	0 07½
Prunes, lb	0 05½	0 09
Rice, lb.	0 03¾	0 03½
Beans, hand picked, bus	2 00	2 10
Beans, yellow eye, bus	3 40	3 50
Cheese, lb	0 13	0 13½
Lard, compound lb.	0 13½	0 12¾
Lard, pure, lb.	0 17¾	C 18
Pork, domestic mess	28 50	29 00
Pork, American clear	28 00	28 50
Pork, clear backs	28 50	31 50
Beef, American plate	17 00	18 00
Beef, Canadian plate	16 75	17 00
Molasses, fcy. Barbados, gl	0 34	0 35
Butter, dairy, lb	0 25	0 28
Butter, creamery, lb	0 26	0 29
Eggs, doz.	0 28	0 40
Eggs, new laid	0 35	0 40
Potatoes, bbl.	1 20	1 40
Canned goods—		
Peas, doz	1 10	1 50
Corn, doz	0 85	0 90
Tomatoes, dz	0 95	1 00
Raspberries, dozen	1 85	1 90
Strawberries, dozen	1 55	1 60
Salmon, case—		
Red spring	6 50	6 75
Cohoes	6 00	6 25
Peaches, 2's, dozen	1 70	1 80
Peaches, 3's, dozen	2 70	2 80
Baked beans, dozen	1 15	1 25
Fish—		
Cod, dry	2 75	4 00
Herring, salt, half bbls	2 30	2 60
Herring, smoked, box	0 08	0 08½

The death occurred on Tuesday of Mrs. Christie, wife of the late Wm. Christie, of the Christie, Brown Co. She was in her 78th year.

Secretary Fred. J. Strong, of the United States Canning Co., has announced the absorption by the United States Co. of all the plants, factories, contracts and other property of the Erie Preserving Co., formerly its principal rival in the western New York field. The plants purchased include Model City, Niagara County; Lockport, Niagara County; St. Catharines, Ont.; Irving, Brant and North Collins, Erie County, six in all.



ARMAND CHAPUT,
The New President of the Montreal Wholesale Grocers' Exchange.

Some Reasons Wh

"MAYBELL" CE

YOUR LEADE

In 1910 we are going to double the sales of "Maybell" Tea over 1909!

In order that a larger number of dealers may become acquainted with the splendid satisfaction "MAYBELL" Tea will give their customers, and with the really worth-while profit to be made by pushing it, we have decided to offer a special inducement—to the Retail Trade only—during the next year.

The following bonuses will be given the Dealers to whom we sell and deliver the largest quantities of "MAYBELL" TEA in 1910:—

1st Prize,	-	-	12 Half-chests
2nd "	-	-	7 "
3rd "	-	-	4 "
4th "	-	-	2 "

Freight prepaid on Bonus Goods.

"MAY

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50 lb. H

TO-DA

Ontario—18½

Quebec—18½

¶ Import or

Chest Lots

point in Ont

British Colum

19c., f.o.b.,

Manitoba an

20½c., f.o.b

Nova Scotia—

fax.

New Brunsw

St. John.

Terms—N

"MAYBELL" CEYLON TEA

Canada Brokera

9 FRONT STREET EAST

y You Should Make

YLON (Orange Pekoe) TEA

R DURING 1910

BELL"
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'S PRICES
., f.o.b., Toronto.
, f.o.b., Montreal.
rs of 25 Half-
elivered to any
io and Quebec.
ia and Alberta—
ancouver.
Saskatchewan—
Winnipeg.
3½c., f.o.b., Hali-
k—18½c., f.o.b.,
et 30 Days

Since we introduced "MAYBELL" TEA, our trade each year has shown a very decided increase. In the first place our customers bought and recommended it because they were convinced the quality was right; they continue to buy it in increasingly large quantities, because their customers found it the best value obtainable.

Briefly stated, the THREE MAIN REASONS why you should push "Maybell" Tea during 1910 are as follows:—

1. Your customers whom you induce to try it will appreciate the extra quality at the price.
2. You make the profit which now goes to the Packet Tea Man.
3. The Bonus Plan outlined on the opposite page is worth while.

THE COMPETITION CLOSES DEC. 31st, 1910.

ge Company Ltd.

TORONTO

"MAYBELL" CEYLON TEA

Arranging the Departments in a General Store

How a Western Ontario Merchant Has Accomplished This—Has it Equipped With Modern Fixtures—A Feature Made of Quality in the Goods Sold.

Harrow, Ont., Dec. 29.—Among leading general merchants in Western Ontario the consensus of opinion both at home and abroad will reserve a place for T. B. Adams of Harrow. He has moved into a fine new store and it is fitting just now to direct attention to his well merited success. Too good a business man to be "hail fellow well met" with the crowd, Mr. Adams has won, nevertheless, the respect and admiration of the great body of traveling men; and they know.

After 30 years in the trade in Harrow Mr. Adams' business is larger than ever before and the office and store staffs number fifteen. Among them F. H. Ferris, manager of the grocery department, and W. R. Boyce, manager of the dry goods department, have both been eighteen years with Mr. Adams. Grocery travelers state that Mr. Ferris is one of the most capable men in the grocery business in Ontario. With Mr.



Cut Showing Front of New Store of T. B. Adams, of Harrow, Ont.

Adams' approval and co-operation he aims steadily to sell quality goods, with the result that Mr. Adams' grocery department is unique in rural trade for the high average quality of the goods sold. The character of the whole store vouches for the quality of goods handled and the progressiveness of the methods ruling in the other departments.

How Store is Laid Out.

The new store is of brick, two stories, 18 by 90 feet. There are two fine display windows and they are used to splendid advantage. On entering, the left side is devoted to dry goods. The right side houses the boot and shoe department; and farther on is a section of the dry goods department, and beyond that the offices.

The grocery department is across the farther end of the store, and at the right hand corner an extension has been built for an up-to-date crockery and glassware department, which includes a number of lines of fine china. Down the centre of the store is a line of plate-glass, silent salesmen, 104 feet in all. The grocery department is equipped with the most modern fixtures to facilitate the sanitary and rapid handling of goods, pivotal, dust-proof bins, computing scales, plate-glass silent salesmen, and other essential features of the modern grocery.

The millinery and house-furnishing departments are up-stairs, and the clothing and merchant's tailoring departments also are located on the second floor. Among the general stores in Western Ontario there are few equals of this one for the convenient and commodious housing of a large departmental business.

CATALOGUES AND BOOKLETS.

W. Clark, Montreal, issued an artistic Christmas greeting card to his customers and friends throughout Canada. The design used is one of the prettiest out this season

SHOULD SERVE AS APPRENTICES.

Editor Canadian Grocer—The daily press reports that fewer students are attending university than formerly, that the lines are being drawn tighter, and that it is not so easy to pass the examinations. This has been done so as not to overload the professions.

Why not apply the same methods in the grocery business? Some years ago I advocated an apprentice system to the grocery business which was and is yet on too cheap a basis, speaking in general terms. This is borne out by the well known fact that when a person fails in other lines of business or gets out of work, he usually starts in the grocery trade.

Statistics were published some time ago to show what pursuits the men followed who were thrown out of work by the introduction of machinery. A large percentage of them took to selling groceries. Some travelers and wholesale houses often, when they find a man with a few hundred dollars, advise him to go into business so that they may get the first order—as it often turns out that is about all they do get.

Often, too a traveler finds that he is not getting any business from a certain locality, so he feels sore and trys to work up some opposition to the men who are there. Thus men of little or no experience are induced to go into the trade and very often they not only fail themselves, but cause unnecessary trouble to their honest competitors.

Therefore, I believe that the apprentice system should be adopted and that a man should serve a certain time at the business before he goes into it for himself. Credit should be absolutely refused an inexperienced man and I think that wholesale firms should even refuse cash unless a man had served his time and understood the business.

D. W. CLARK.

Avenue Road, Toronto, Dec. 29, '09.

CALENDARS FOR 1910.

Libby, McNeil & Libby, of Chicago, have sent out a prettily illustrated calendar to their friends. The picture is that of a laughing little summer girl holding a poppy in her hand and printed on a sky-blue background. The same company have also issued a smaller calendar showing a bunch of violets on a white background.

W. C. Christmas, Montreal, Canada, has a calendar scheme which promises well. He is issuing one every month, with a neat picture above. He thinks that it will be better than any other method of sending out calendars.

"The Gamblers," is the subject of the Kearley & Tonge (London, Eng.) calendar, which The Canadian Grocer has received from across the ocean. The illustration is that of an old man and a little girl engaged in a "head-or-tail" contest with the latter in possession of the coin. The colors have been worked out beautifully and the whole picture is certainly a work of art.

AFTER CORNER IN CORN.

There is a report in circulation to the effect that speculators in Chicago are attempting to manipulate the market in corn used for the manufacture of syrup and starch. Patten, the wheat speculator, who created such sensations in the wheat market during the past year, is stated to be interested in effecting a corner in corn, while other strong financial corporations are endeavoring to keep him off. The outcome of the situation will likely be a material advance in May corn.

This, of course, will affect the Canadian situation, as manufacturers here get their supplies through Chicago. If prices of the raw material advance, syrup and starch will follow suit.

PERSONAL NOTES.

"Joe" Boyd, traveler for Red Rose Tea in London and south western Ontario, went back to the haunts of his boyhood at Acton for the holidays.

On Wednesday of last week the F. F. Dalley Co., Hamilton, Ont., held a reunion of their U. S. and Canadian salesmen. One of the features of the day was the presentation to Frank Menzie of a handsome traveling case by the United States salesmen. Mr. Menzie is their sales-superintendent. In the evening the travelers were entertained by the company at Arlo House, the residence of F. F. Dalley. This entertainment included a Christmas tree with "Bay" Hill, the acting Santa Claus.

There is always a proper time for everything, and this is when stock should be looked over with a view to cleaning up for the New Year. Odds and ends are bound to collect after a year's business, and the wise merchant will see that they are cleared out at the right time. A hint to a man who has his own best interests at heart is sufficient.

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

DIRECTORY OF
Manufacturers, Manufacturers' Agents, Brokers, Etc.

BRITISH COLUMBIA

JOHN J. BOSTOCK
Wholesale Broker
SALMON Canned and Salted
HERRINGS HALIBUT
LOO BUILDING. VANCOUVER, B.C.

W. A. JAMESON COFFEE CO.
Importers and Roasters of High Grade Coffees.
Manufacturers and Proprietors of
"Feather-Light" Brand Baking Powder
We also carry a full line of TEAS, SPICES, etc.
Mail orders promptly attended to.
Cor. Langley and Broughton Sts.
VICTORIA, B.C.

F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents
Correspondence Solicited.

VICTORIA FRUIT GROWERS' ASSOCIATION
The largest packers and shippers of first-class Fruits of all kinds in British Columbia.
OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS. - VICTORIA
Branch at 140 Water Street, Vancouver.

We have Competent Salesmen
Best facilities for Distributing and Storing
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Write us for information about B.C. trade.
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Free and Bonded Warehouses
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British Columbia Office at Room 11, Hartney Chambers, Cor. Pender and Homer Sts., Vancouver.
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144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

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We are in touch with the trade.
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One **Wholesale Grocer**
in each city of the Dominion to handle
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WEST INDIA CO., Limited 305 St. Nicholas Buildings, MONTREAL

E. NICHOLSON D. H. BAIN

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers



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VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more.

TRY THEM. That's all we want.

We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

Are You Doing the Best Tea Business in Your Town or Village?

You can if you will push "Good Tea." It is an undoubted fact that no other tea on the market equals **Red Rose Tea** in quality. If you have a doubt, try the tea yourself.

You can increase your sales and your profits during the coming year by pushing

Red Rose Tea

Wellington St. E. Toronto, Ont.
315 William Ave. Winnipeg, Man.
} Branches

T. H. ESTABROOKS
ST. JOHN, N.B.

W. G. PATRICK & CO.

BEG TO ANNOUNCE that they are now doing business in their new premises at

77 YORK STREET

TELEPHONES MAIN 5242 AND 5243 CONNECTING ALL DEPARTMENTS

Packers Refusing to Buy Hogs at Present Prices

Losing Money in Exporting—Bacon Prices go Down in England Making it Worse for Canadian Competition at Present Cost of Raw Material—Weaker Tendency in Butter—Firmer Market in Eggs—Turkey Prices Decline.

The bacon market in England is from 2 to 4 shillings lower, the market being well supplied from Ireland and Denmark. With the high price of hogs here it is impossible to sell on the English markets without a loss. One Canadian packing firm has not cut a hog for export during the last three weeks and this week it did not want any hogs at all, simply because it was losing money. This is not as it ought to be. If we lose the British market for our surplus we may suffer when our farmers produce more hogs. The farmers seem to have the whip on the packers, but it may not be good policy to crowd them too closely. If they cannot make money they would be foolish to continue the business, and if they would close down it would mean lower prices to the farmer. As stated last week, the well-equipped packing houses are aiding the farmers, and it would be a serious matter if the latter should cripple the institutions which are of such great benefit to them.

Butter is quiet and without any export demand is showing weakness. The price here, also like bacon, is too high to compete in England with other countries, who ship butter there at lower prices under less favorable circumstances. Denmark is buying bran in this country to feed their cows, and even then that country makes dairying pay. It would be interesting for a patient public whose money was spent to send a commission to Denmark, and who have waited a long time, to know whether the methods of dairying in Denmark can be introduced in this country.

Cheese in England is firm and will likely take our cheese from the hands of the holders here at a profit.

MONTREAL.

PROVISIONS—Live and dressed hogs are in an uncertain state just at present. Prices are changing almost daily. The range for live is from 8.30 to $8.75, and at present they are at the latter figure. Other lines are steady at last quotations. Higher prices are looked for in the near future.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16¾
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¾
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16¾
Pails, tin, 20 lbs. gross, per lb	0 16¾
Tubs, 50 lbs. net, per lb	0 16¾
Tierces, 375 lbs., per lb	0 16¼
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11¾
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12¼
" 5 " " " "	0 12¾
" 3 " " " "	0 12¾
Pails, wood, 20 lbs. net, per lb	0 12¼
Pails, tin, 20 lbs. gross, per lb	0 11¾
Tubs, 50 lbs. net, per lb	0 12
Tierces, 375 lbs., per lb	0 11¾
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 50
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 14½
Long clear bacon, light, lb	0 15
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14½
Large sizes, 18 to 25 lbs., per lb	0 15½
Medium sizes, 13 to 18 lbs., per lb	0 16
Extra small sizes, 10 to 13 lbs., per lb	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17
" " " small, 9 to 12 lbs., per lb	0 17½
Breakfast bacon, English, boneless, per lb	0 16½
" " " " "	0 16
Windsor bacon, skinned, backs, per lb	0 17
Spiced roll bacon, boneless, short, per lb	0 14½
Hogs, live, per cwt	8 75
" dressed, per cwt	12 50

BUTTER—There is a scarcity of dairy rolls at present, and most of the butter coming in at present is of poor quality, as is only natural at this season of the year. Finest quality butter is in good demand, with a somewhat short supply. Receipts for the week are 2,485 packages, as against 2,369 packages same week last year. For the season they are 386,082 packages as against 404,121 packages 1908, showing a decrease.

Creamery, solids, lb	0 26
Creamery prints	0 26½
Dairy, tubs, lb	0 21 0 22
Fresh dairy rolls	0 22 0 23

CHEESE—Stocks in England are reducing and some cable inquiry has been made. Until later in January it is not expected that much activity will be shown. Receipts for the week are 938 boxes as against 604 boxes same week last year. For the season they are 1,965,799 boxes as against 1,898,722 boxes same season 1908.

Quebec, large	0 11½ 0 12
Western, large	0 11½ 0 12
" twins	0 12½ 0 13
" small, 20 lbs	0 12 0 12½
Old cheese, large	0 15 0 16

EGGS—New laids are out of sight, up to forty cents wholesale, and rapidly preparing to soar again. Some retailers are asking sixty cents retail for them and getting it. The reason of course is the lack of supplies. Practically no first-class new laids have come in during the past week, and this has caused a sympathetic rise in other lines. Storage stocks have been freely used with the result that dealers are buying anywhere, in small lots or large, just what is offered. Receipts for the week are 276 cases as against 549 cases same week last year. For the season they are 190,097 cases as against 194,146 same season last year, showing a decided decrease in both.

New laid	0 40
Selects, dozen	0 30
No. 1, dozen	0 27
No. 2, dozen nominal)	0 24 0 25

POULTRY—The market kept up well under a heavy Christmas demand, and dealers generally report good business. Cold storage stocks are light, and it is prophesied that New Year's demand will fully equal that of the past week. Turkeys are particularly scarce.

Chickens, per lb	0 16 0 17
Hens, per lb	0 12 0 13
Young ducks, per lb	0 16 0 17
Turkeys, per lb	0 21 0 22
Geese, per lb	0 12 0 13

HONEY—Honey market is simply beating time at present. Demand is only fair, and no changes in last week's quotations have been made.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½

TORONTO.

PROVISIONS — On account of the wild figures asked for turkeys and fowl in general, a good deal of bacon and other cured meats took their places this year. Even at the high price of cured meats, it looks cheap along side of turkeys at 25c a lb. This was illustrated by one of the workmen in one of our provision houses, when the proprietor offered him his usual Christmas turkey. He looked at it, and then said: "Turkey is pretty dear eating for a man in my circumstances and if it makes no difference to you, I would prefer its value in bacon." The proprietor commended him on his good judgment and satisfied his wishes.

Long clear bacon, per lb	0 13½ 0 14
Smoked breakfast bacon, per lb	0 17 0 18
Roll bacon, per lb	0 14 0 14½
Light hams, per lb	0 15
Medium hams, per lb	0 15
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 12 0 12½
Backs, plain, per lb	0 17½ 0 18
" pea meal	0 18 0 18½
Heavy mess pork, per bbl	26 00 27 00
Short cut, per bbl	28 00 29 00
Lard, tierces, per lb	0 15½ 0 16
" tubs "	0 15½ 0 16½
" pails "	0 16 0 16½
" compounds, per lb	0 12½
Live hogs, at country points	7 85
Dressed hogs	11 25

BUTTER—This also is a dull week on the butter market. The larger quantities used in the country has reduced the receipts this week and as the demand for baking has been supplied before Christmas, the turnover is light and unimportant.

	Per lb.
Fresh creamery print	0 27 0 28
Fresh creamery solids	0 25 0 26
Farmers' separator butter	0 25 0 26
Dairy prints, choice	0 22 0 23
Tub butter	0 21 0 22
Baking butter	0 19 0 20

CHEESE—It seems to be a settled conclusion that cheese must remain at the same figure during the whole year. It has not varied a cent all summer.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

EGGS—Cold storage eggs may be said to be one cent a dozen higher, although some are still selling at the same price as last week. New laid eggs are a little easier to get hold of and the very outside sky-high prices may not so easily be extorted from the poor mortal who believes he must have a newly laid egg at least once a day to keep soul and body together.

Cold storage eggs	0 26 0 27
Select eggs	0 28
Strictly new laid	0 35 0 40

POULTRY—The anxiety which usually precedes the holiday season, about the supply and demand of poultry, is over, and the usual lesson has been learned, again to be forgotten in less than one year from now. To run up turkeys to 25c a lb. wholesale has been proven more than once will result in loss. People are not obliged to eat turkeys on Christmas day, and the majority cannot afford it. They wisely will do without them,

Many of the retailers are hit pretty hard, who have still large quantities on hand which they bought at high figures.

Spring chicken, alive, per lb	11	0 13
Spring chicken, dressed	0 14	0 15
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 18	0 20
Spring ducks		
" " dressed	0 14	0 15
Geese	0 13	0 15

HONEY — The demand for honey should increase after New Year, if the grocers keep their stock in good shape. It is cheaper than many fruit preserves and can therefore be recommended to customers if the quality is good.

Honey, extracted, 60 lb. cans	0 10½	0 11
" " 10 lb pails	0 11	0 12
" " 5 lb. pails	0 12	0 12½
" comb, per dozen	2 40	2 50

RETAILERS LOSE MONEY.

Buy Their Christmas Stocks of Turkeys too Early as Usual.

Editor Canadian Grocer.—Year after year the same unsatisfactory conditions prevail in the poultry trade during the great rush for the Christmas supply. Few of the retailers make any money in them, and some meet with serious losses. Why should the retailers not have a decent profit to handle these goods at a time when they are so large a part of their trade? This year in their eagerness to do business, and their want of knowledge of the condition of affairs, they paid as high as 25c wholesale, and a great many of these birds are on their hands, for which they will never see the money they paid for them. It takes a good level head to stay out of the fray when others get started on a stampede, but it is he who can step out as soon as he sees no money for himself that comes out best in the end.

This year it was not expected that farmers would kill before the Monday preceding the Christmas day. When the birds did not come in to the Toronto market on Tuesday, a general alarm was raised, and the retailers tumbled over each other to get turkeys at any price.

This was simply unreasonable, because the turkeys could not come in by that time. Even Wednesday was the very earliest that they could arrive. To buy turkeys at 25c a lb. and expect a profit from your customers is simply crazy. Through this eagerness and greed, hundreds of people were deprived of their usual Christmas turkey, which is now hanging in the stores deteriorating in quality and value.

This same thing has happened before, but the lesson is forgotten and the same mistake is repeated. Retailers should make up their minds not to touch them if they are too high.

"ONLOOKER."

Toronto, Dec. 28, 1909.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

PRIZE WINNERS

—IN—

ORANGE MEAT CONTEST

The following are the Winners in the Orange Meat Prize Contest, which closed November 30th, 1909.

The First Prize was awarded to Mrs. M. McNeill, of Melbourne Ont., who sent in the largest number of Orange Meat Carton bottoms. Her count amounted to 4487.

Mrs. McNeill elected to take the Cash Prize—Seven Hundred Dollars—and we congratulate her on her successful efforts.

Mr. A. J. Duff, Carleton Place, Ont., comes second, with a total count of 3,597, and receives a Cash Prize of One Hundred Dollars. The list of Prize Winners is as follows:

Mrs. M. McNeill, Box 14, Melbourne, Ont.	$700.00
A. J. Dyff, Carleton Place, Ont.	100.00
Harry R. Fleming, 305 University Ave., Kingston, Ont.	50.00
George Magee, Cardinal, Ont.	50.00
Miss McKenzie, St. John's College, Winnipeg, Man.	20.00
Napoleon Lafrienere, 200 Sparks St., Ottawa, Ont.	20.00
Mrs. A. C. Shaver, 95 Canning St., Montreal, Que.	20.00
Miss Alice Sparks, 179 Wellington St., Kingston, Ont.	20.00
Mrs. Jno. E. Markey, Box 108, Kemptville, Ont.	20.00
Mrs. T. H. Shoudice, 93 Le Breton St., Ottawa, Ont.	20.00
Miss Kathleen Cafferty, Box 124, Smith's Falls, Ont.	20.00
T. H. Meader, 535 Yonge St., Toronto, Ont.	20.00
Miss Helena Bryant, 5 Barrack St., Kingston	20.00
Mrs. Chas. Burt, 165 Coursol St., Montreal	20.00
Miss Phyllis Caines, 185 Earl St. Kingston	10.00
Mrs. J. M. Sharman, 212 Rideau St., Kingston	10.00
Mrs. Wm. Francisco, Kingston, Junction, Ont.	10.00
Mrs. H. H. McNeil, Thurso, Que.	10.00
Geo. Kent, 86 Wilton Ave., Toronto, Ont.	10.00
Mrs. Arthur Butler, 63 Charron St., Montreal	6 10.00
P. Proulx, 178 Selby St., Montreal, Que.	10.00
Mrs. Abe Adams, Box 110, Boissevain, Man.	10.00
Herman Barclay, Briston, Ont.	10.00
Mrs. A. T. Hagan, Parry Sound, Ont.	10.00
Lorne K. Strader, 411 St. Antoine St., Montreal	5.00
Mrs. J. H. Leclerc, Foster, Que.	5.00
Mrs. Clyde Craig, 63 Providence St., Montreal	5.00
Miss Annie Thompson, Miami, Man.	5.00
Miss Maude E. Kennan, Box 284, Cornwall, Ont.	5.00
John T. Rutherford, Colborne, Ont.	5.00
Charles Crump, Box 12, Chesterville, Ont.	5.00
Jas. V. Howard, Elgin, Ont.	5.00
Mrs. Catherine Mowatt, Glen Brook, Ont.	5.00
W. H. Holland, Ry. Y.M.C.A., Kenora, Ont.	5.00
Mrs. Wm. Thompson, 125 Briscoe St., London, Ont.	5.00
Lloyd Merrill, Mountain, Ont.	5.00
Mark A. Franklin, Maxville, Ont.	5.00
Miss Elsie Lawless, Portsmouth, Ont.	5.
Fossick Prince, Renfrew, Ont.	5.00
Archie Hanham, St. Marys, Ont.	5.00
Mrs. H. Sargent, Box 877, Sault Ste. Marie	5.00
Thos. P. Keefe, 148 Johnston St., Sydney, N.S.	5.00
Mrs. A. F. Stuart, Vars, Ont.	5.00
Mrs. Somerville, 117 Brewster Ave., Montreal	5.00

All contestants who sent in a count of over thirteen carton bottoms received a Cash Prize of One Dollar.

It is the intention of the Orange Meat Company to run another carton contest after the first of the year. Full particulars will be announced later.

The grocer or his clerk is in a most favorable position to compete successfully in a contest of this nature.

Mr. David Magee, clerk in F. F. Adams Grocery, Cardinal, Ont., won the $700.00 Cash Prize in contest closing May 31st last.

MADE IN CANADA.



MAGIC BAKING POWDER

SOLD and USED EVERYWHERE in the Dominion.

Makes Baking Easy, Dependable and Economical.

All Canadian Dealers Have It. REFUSE SUBSTITUTES.

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

It is Easy to Sell Clark's Meats!

After the first trial they are asked for.
Each article is the very best of its kind.
Every Housekeeper in the country knows of them, and a great many have used them.
A great many more want them.
No dealer ever handled Clark's Meats at a loss.

They have an assured sale, giving an assured profit.

Clark's Pork and Beans	Clark's Mince Meat
Clark's Ham, Tongue or Veal	Clark's Ox Tongue
Clark's Sliced Smoked Beef	Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.

SOUTH NORWALK, Connecticut.

By-law to Have Fowls Drawn Defeated in Council

Proposal Made by Controller After Being Widely Discussed is Finally Turned Down—Dealers in Poultry Claim that Undrawn Fowls will Keep Longer.

Ottawa, December 29.—How should a chicken be offered for sale? As it is made, or as it is modified according to the contentions of pernickety housewives? This was a question which recently caused considerable discussion in Ottawa. Controller Geo. H. Wilson proposed a by-law calling for the removal of entrails of fowl, and the removal of head and feet before being offered for sale.

The Health Committee of the Women's Council contended that it would favor the measure from a sanitary standpoint as well as from the convenience effected. They claimed that when fowl have been killed some time and the entrails left in them, they become unfit for eating.

Against this argument A. G. Gilbert, of the Experimental Farm, maintained that bacteria have a better chance to attack drawn fowl than undrawn. Further argument was advanced to show that such a move would account for a decided increase in price and consequently add to the cost of living.

The National Trades and Labor Council opposed the scheme, as did also the Ottawa Poultry Association. The latter presented a strong protest to the council against the by-law, on the grounds that when the head is off, it is difficult to tell the breed of the fowl, and when the feet are likewise removed it is hard to tell the age, and when the entrails are removed it is then that bacteria have a better chance to enter.

In conversation with some of the capital's best housekeepers, they maintained that the present method of handling fowl was the best for all parties concerned. When a chicken is purchased and taken home, does the purchaser immediately draw it if it is not the intention to cook it at the time? No. The fowl is placed in a cool place until required and at the right time it is cleaned and prepared for the table.

The outcome of the various arguments was that the by-law was defeated and poultry may be sold undrawn as before.

[EDITORIAL NOTE]—Experience has taught those who handle poultry extensively, that it is better not to have them drawn providing there is any chance of them not being used right away. The air coming in contact with the small particles of blood and with the flesh causes decomposition and decay. Fowl, of course, should be starved before killing to get the best results, as food left in the crops taints the flesh.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

MAPLE SYRUP
"Your syrup is superior to anything I have seen on the market."—H. Mockford, Charlmond Road, London
It is STANDARD. Get Prices.
CANADA MAPLE EXCHANGE
Montreal
Small's
TRADE MARK.

J. H. VAVASSEUR & CO.
LIMITED
4, LLOYD'S AVENUE
LONDON, E.C., ENG.
FACTORIES - - - CEYLON

MANUFACTURERS OF FINEST QUALITY
DESICCATED COCONUT
AND
COCONUT FAT
TELEGRAMS---CITRONELLA, LONDON

Quality Biscuits with a Profit----

That's what we offer you in our assortment. All of our lines are of the highest quality and each variety sells at a price which yields you a most satisfying profit. We guarantee our biscuits for both quality and profit.

—SAMPLES GLADLY FURNISHED—

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

Christie reputation is a valuable asset

TO MANY

successful grocers

Consider the reputation of the manufacturer whose goods you handle!

What does it mean to you—not theoretically, but in *actual cash?*

Is it good commercial sense to endanger *your* business supremacy by handling lines your best customers know to be second-rate?

Few people in Canada will dispute the superiority of Christie Biscuits—certainly experienced grocers *will not.*

Particular housewives all over the Dominion *know* exactly what *Christie reputation* stands for.

They know it means scrupulous *cleanliness*, absolute *purity*, high-grade and lasting *quality.*

And they *insist* on Christie biscuits because they know positively that Christie biscuits are *the purest of all pure foods.*

Why not let Christie reputation work for you in building up a bigger and better business?

N.B.—Christie Biscuits sell more than biscuits.

CHRISTIE, BROWN & CO., Ltd.

Their reputation—based on their Superb Quality—Sells

Cowan's

Maple Buds, Cream Bars and Chocolate, Confections

with a steady briskness that is most satisfactory to the dealer.

A well-arranged display of the full "Cowan" line would catch many a dollar for you.

The Cowan Co., Ltd.

Toronto, Canada

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our **VILLAGE Biscuit** retails **3 lbs. for 25c.**

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Good

Condition



is indispensable if your biscuit trade is going to be a live business. Carr's biscuits, whose unexcelled quality is well known, reach you in a crisp, fresh condition, because they are packed right.

These are the kind to handle.

CARR & CO., Carlisle, Eng.

Order from Agents—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Winnipeg; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. McNab & Co., St. John's Newfoundland.

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal  Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
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SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Wheat and Flour Markets are Inclining Upward

And This in the Face of Greatest Wheat Crop of the Year—Wheat Prices Fluctuating on Account of Speculation—Demand for Cereals Rather Quiet During Holiday Season.

Owing to speculative manipulation the prices of wheat are constantly fluctuating, but after all they are getting little away from the same point. Contrary to the expectation, however, the tendency is upward. With the enormous crop and the good prospects of the coming harvests the reasonable conclusion is that plenty will rule through the entire year. The fact, however, that the reserves for the last two years were gradually decreasing and that the year was found with a very low surplus, must not be overlooked, and that a large portion of this year's stock will be required to make up for that deficiency. Looking at the whole situation it is difficult to see why prices should go any higher.

MONTREAL.

FLOUR—Retailers report large sales of flour during the past week. For the miller it has been somewhat slower, owing to the fact that dealers had placed most of their orders early. Many repeat orders were received, however, showing that trade has been good. Prices are firm and unchanged in all lines.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

ROLLED OATS—There has been a somewhat smaller demand than usual for oatmeal this past week. It is thought that the weather, which has been somewhat mild, has had a great deal to do with this state of affairs.

Since Christmas weather conditions have been somewhat more encouraging, and good trade is looked for after the first of the year.

Fine oatmeal, bags	2 52½
Standard oatmeal, bags	2 52½
Granulated "	2 52½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 30
" barrels	4 85

FEED—Since last week's rise in bran trade has fallen off for that particular line. This was only natural, but dealers feel confident that it is only a temporary slump, and matters in other lines look encouraging. No further changes in quotations are reported.

Ontario bran, per ton	21 00
Manitoba shorts, per ton	22 00
" bran, per ton	21 00
Mouillie, milled, per ton	26 00
" straight grained, per ton	31 00
Feed flour, 98-lb. bag	1 55 1 75

TORONTO.

FLOUR—The local flour trade this week is at a standstill. Prices are unchanged. At the same time the market is strong. This is owing to the fact that farmers are holding back their wheat, but the good sleighing will likely bring out more.

Manitoba Wheat.	
1st Patent	5 20 5 30
2nd Patent	5 00 5 10
Strong bakers	4 90 5 00

Winter Wheat.	
Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

CEREALS—The demand for these old standbys is regular, and sure, and when the tables were loaded with all the good things, the natural desire for the real good stuff is sure to come back. The market is firm and is looking upward, but no change in prices.

Rolled wheat, car load	2 95
" oats "	2 20
Oatmeal, car load	2 50
Rolled wheat in barrels, 100 lbs	3 05 3 15
" oats in bags, per bag 90 lbs	2 30
Oatmeal, standard and granulated, in bags 98 lbs	2 60

MEN WITH BACKBONE.

Proportionately, if a man's backbone weakens his "wishbone" develops.

The nine-dollar-per-week clerk wastes his time in wishing he had the luck of a Rockefeller, a Carnegie or a Morgan—wishing that he had this, that or the other job—continually wishing.

The material parts of the human body, muscle or bone, develop only by usage. There is not, in nature, any spontaneous generation; everything comes by propagation.

Which are you developing—your backbone or your wishbone? Do not compaginate them. By constantly using your wishbone it will develop in undue proportions. On the other hand, in properly strengthening your backbone you should have no cause to wish.

Brace up; stand erect; strengthen your backbone—also your jawbone. Learn to say "I will" instead of that monotonous "I wish." The world bestows prizes on men with a backbone, while to those with a wishbone, asking for fish, she gives a serpent.

Motion propagates motion and life throws off life. Wishing you were fabulously rich leads you to the bread line. —Karl Graft in "The Bookkeeper."

PERSONAL NOTES.

Geo. E. Taylor, representative of Red Rose Tea east of Toronto to Kingston, is spending the holiday week with "the old folks" at Fingal.

"Ben" Miller, of Red Rose Tea, with Mrs. Miller and the 'lassie' is spending the Christmas week with his parents at the old home near Lindsay.

Be Wise in Time!

And see that your shelves are stocked with the goods the public want! The freshest, crispest, and most delicious of all cream crackers is the

MOONEY'S

"Perfection" Cream Cracker

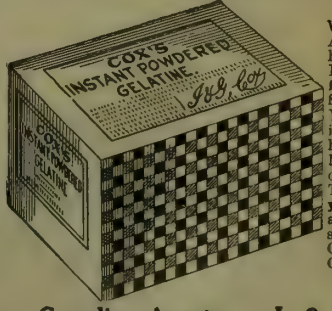
and they just hit the public taste because they always reach them in as crisp a condition as they left our ovens.

Be sure and have the name right when you are ordering.

It will pay you well to sell only Mooney's.



COX'S GELATINE



When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

Canadian Agents: J. & G. Cox Ltd.
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
Gorgie Mills EDINBURGH

Resolved:

¶ That in 1910 I will make more money.

¶ That I will do so by handling more of profitable lines, which have not always had from me the attention they deserve.

¶ That I will feature confectionery, because it yields me more profit, at less cost in display and effort, than anything else I handle.

¶ That I will begin right, stocking, and making my leader always the best, longest known, and highest quality chocolate on the market.

¶ That I will immediately write to The Montreal Biscuit Company, Montreal, for prices on their

"BORDO" CHOCOLATE

for it is all of this and more, as has been proved.

U. R. Wise
Grocer
Busyville, Can.



TRUMILK

A full-creamed Milk in soluble powder form.

MILKSTOCK

A separated Milk in soluble powder form.

These products are unequalled in quality by any other milk, whether in powder or condensed form. Pure, healthful, digestible, convenient. Guaranteed free from preservatives or adulteration. Dissolve easily in cold water and make perfect liquid milk.

MADE IN CANADA

Canadian Milk Products, Limited

Head Office: TORONTO. Plant: BROWNSVILLE, ONT.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 36 St. Peter St.

MONTREAL, CANADA

HOLLAND HERRINGS

In 10 lb. Kegs

—GET—

GARLAND BRAND

They are the best

Packed by
Palvast and Van der Vliss, Holland

WRITE

W. H. ESCOTT

BROKER, - WINNIPEG

Direct Importer, for a Car

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto

G. J. CLIFF, Manager.

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

SUCHARD'S COCOA

This is the season to push SUCHARD'S CO COA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

Mr. Merchant,

Are you handling

Royal Purple Stock and Poultry Specifics

the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

The W. A. Jenkins Mfg. Co.,
LONDON : : : ONT.

THICK, SWOLLEN GLANDS

that make a horse Wheeze, Roar, have Thick Wind, or Choke-down, can be removed with

ABSORBINE



or any Bunch or Swelling. **No blister, no hair gone,** and horse kept at work. $2.00 per bottle, delivered. Book 3 D free.

ABSORBINE, JR., for mankind. $1.00, delivered. Reduces Goitre, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

THE LAKE OF THE WOODS MILLING COMPANY
UNIFORMITY & PURITY
KEEWATIN
TRADE MARK REGISTERED

This Binding Pledge We Hand You

BY the way, Brother Grocer, you *must* have seen the advertising we are doing for YOU in all the best papers in town and country. Well, in one of the FIVE ROSES ads. which will have *immense* circulation, we say the following.
And we want you to try and live up to it, Brother Grocer.

* * * *

This is what we say, listen :

" The label on every sack or barrel is your *absolute guarantee, as redeemable as a signed statement*, that the flour is *right*, the packing *right*, the baking right, the results right.
" When we say FIVE ROSES is right, we mean it is *all* right. Not one pound, or two pounds at the top, but the *whole* sack, the *entire* barrel from the first cupful to the very last grain at the *bottom*.
" Even if it takes you *six months* to reach the bottom, the guaranty *still* holds, the strongest guaranty ever given by any miller anywhere.
" FIVE ROSES, Madam, will " make good " *every time*. Try it for bread, cakes, biscuits, puddings, pies, puffs—anything you like.
" Try it with that *difficult* little recipe which has floored every other flour you know.
" Use it down to half the sack. Then if you *don't* want the flour after *that*, your grocer will take it back and refund the *full* price, charging you NOTHING for the flour used.
" Surely, that's fair enough, isn't it ? "

* * * *

We *mean* it, Brother Grocer.
If an accident should possibly happen, for we are dealing with the *human element, you are safe anyway*.
Even if your customer has used half the sack, we will refund YOU the full purchase price, charging NOTHING for the flour used. Such, Brother Grocer, is the confidence we have in FIVE ROSES. Some said the privilege would be *abused*, but we will trust your customer and her grocer too.

* * * *

You know the value of the " moneyback " policy, don't you ? It's the policy that has made Wanamaker, Brother Grocer. Will any other Canadian miller give you this *binding pledge ?* YOU *think* not.
We guess not.

FIVE ROSES FLOUR

LAKE OF THE WOODS MILLING COMPANY
LIMITED
MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

Hints for the Trade to Follow During January

The Taking of Stock Should be Given Early Consideration—Information That Ought to be Gleaned—Getting Rid of Held-over Stock—Need of Co-operation Among Merchants.

By M. Moyer.

The work for the year 1909 is now finished, and we are entering upon our journey for the year 1910. Whether we have realized our expectations, and reached the goal we aimed for or not, one thing is certain and that is, that we all have gained one full year's experience, which should enable us to do our work better in 1910, than ever before. Success in life is not altogether measured by dollars and cents, although from a business point of view, this is the one thing which must work out right, or the business cannot stand. It is therefore necessary, first of all in the New Year to find out how the business stands financially, and the early days of the month of January is the most fitting time to do this.

One of the things that should be done in January is to take stock. Stock-taking should not only mean finding out whether the balance is on the right side of the ledger, but it should also show the amount of goods that had been bought according to the wholesale invoices, the amount of goods turned over according to the selling prices, the amount of goods which are still in stock; how much more or less stock is on hand than the year previous; how much is on the books against your customers, and how much more or less than the year before; how great were the expenses in making this turn over, how much for rent, how much for gas, coal and ice, how much for clerks, drivers, horses, waggons, feed, etc.

On the total of the expenditure should be figured the percentage of the cost of the year's business. In order to do this, it is not necessary to say that the books must be properly kept, showing every invoice for goods purchased, every cent paid out in expense, and all the cash taken in for goods.

This is sometimes considered too much trouble and work, but it is never so considered by a good, systematic and successful merchant. Stock-taking is not only necessary in order to find out the financial standing of the business, but it serves the purpose of a general house cleaning. Every article in the store must be handled, examined and recorded, and in this way things are often discovered which were overlooked, and which must be cleared out at any cost. The entire stock gets a hauling over and a shaking up and a general revival in business follows as a result.

Plan for the Future.

When stock-taking is all done, and you have everything in shape so that you know how you stand, whether you have made money or not, it is a wise and up-to-date business idea to consider how to make 1910 a better year than 1909. This cannot be accomplished by yourself alone, but if you employ salesmen or any other help, you should take them into your confidence and consider with them ways and means how to improve your business. Even the delivery boy very often gets pointers from the customers which are worth while considering, and often beneficial to the business. It would therefore be a reasonable suggestion for grocers to introduce in January a regular system of conferences to be held, say monthly, for the purpose of discussing matters relating to the welfare of the business. It would no doubt be a good idea to give the employes a banquet or supper some evening, to launch this work, and to which might be invited one or more outside practical men to speak on the relations of employer and employes, their duties towards each other and the benefits to be derived by both parties through proper methods and a better understanding of each other.

From one conference to the other it should be the duty, or I should say the privilege, of each one connected with the business to make a note of anything that comes under his observation on which he could suggest an improvement. This could then be brought up for consideration at the next conference, and if the improvement or change as suggested be approved of, and adopted, he should get credit for it. This is merely a suggestion, but if carried out will without a doubt bring good results.

Show Only Small Quantities.

Another thing that should be done in January, if you are unfortunate enough to have left considerable of your Christmas goods in your hands, and that is, to put them out of sight of your customers with the exception of small quantities. It is not good policy to let your customers know that you did not get your proper share of the trade, for they will form the idea that others were doing a more successful business, and that you are not up-to-date. Bring them out in small quantities as you require them, and offer them at prices that will make them move quickly.

Another matter that should be considered by a grocer during the month of January is the duty he owes to the grocery trade in general. Are the laws governing your interests fair? Are you laboring under any disadvantages, and if so how can they be improved? Can

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade



the life of a grocer be made less slavish and yet improve the service?

United Effort Essential.

These are matters of general interest to the trade, and should concern every grocer. This usually becomes the burden of the few, which is often not realized, while all derive the same benefit. This is positively not fair, and is not even honest.

There is not a province or even a town in Canada where the necessity of this general work is not felt by some, and the only trouble is the fact that some, while they are all willing to share the benefits, are not fair enough to bear their trifling share of the expenses. The Co-operative Bill which has been defeated at great effort and cost is again before the house this session, and if that bill will be allowed to become law, the retail trade will have to face a competitor so absolutely unfair that it will mean much to the trade. Therefore during the month of January every town should have its well organized association to do its part in securing and maintaining fair play to the legitimate trade of this country.

When these things are all attended to the work for the month of January would still be incomplete without The Canadian Grocer, which keeps you in touch with everything that relates to the grocery trade; therefore if you are not a subscriber, become one in January.

NEW HOLIDAY HITS.

Sprigs of Holly and Mica Flags Used by Scandrett Bros., of London.

London, Ont., Dec. 28.—Scandrett Bros., of London, carried out a very happy idea in their Christmas trade. With every order there was sent out a spray of holly and attached to it a card bearing the inscription:

With the Compliments
of
Scandrett Bros.,
London, Ont.

The holly is English-made, not grown, but it is as natural as can be and has the further great advantage that every sprig bears half a dozen bright red berries. The firm adopted a unique feature of store decoration. It was a great number of small, different-colored, mica flags 3 inches by 2 inches, on wire spears. Each flag bears a motto in gold, such as, "Health and Happiness," and "Prosperity to all." These little flags were all over the store, bearing their message and greetings of good-will.

BROKERAGE FIRMS AMALGAMATE

The Carman Brokerage Co. and Blanchard & Wood, two Winnipeg brokerage firms, have amalgamated under the name of Carman, Blanchard & Wood. The amalgamation brings under the control of one firm a large list of agencies.

GETS A RAISE IN SALARY.

From Our Vancouver Correspondent.

"The Canadian Grocer is the best trade journal I have seen," remarked a merchant here recently. "I have read it for 10 years and I will keep on reading it. I cannot find time to read it during the week so I keep it until Sunday when I go right through the whole paper. My assistant always expects me to bring it down on Monday. If I don't he asks for it. I believe he keeps every copy. I am glad he takes this interest in the trade. It gives me more confidence in him. In fact it makes me take an interest in the man himself. That man will be a big grocer one of these days.

"I don't think that there has been a photograph of a store window published in The Grocer during the time he has been with me that he has not tried to copy. It does him good and it does me good. It is a pity there are not a few more like him. It is against their own interests to be otherwise but they can't see it. I have raised this man's salary twice in eight months and I will raise it again rather than let him go. The Grocer is worth ten times the annual subscription to me if it is only to maintain this man's interest."

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Oranges, Lemons, Etc.

Our Stock is all Fresh New Goods

California Navels, Florida and Cuban Grape Fruit, Tangerines, Messina Lemons, Pine Apples, California Celery, Cranberries, Nuts, Dates, Figs, etc.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

1909

In years to come, as in years past, ST. NICHOLAS and HOME GUARD Lemons will be the

Bright Spot

in the business of every fruit dealer who handles them—why not you?

Start the new year right.

J. J. McCABE, Toronto
AGENT

1910

High-priced Fruit and Vegetables on the Market

Florida Strawberries at 75c Per Quart in Montreal—New Asparagus at $12 per Dozen Bunches—Markets Generally Quiet After the Holiday.

MONTREAL.

GREEN FRUITS—High priced importations present the market feature this week. Among the lines are Florida strawberries, which are quoted at 75c per qt. Even at that price they are in good demand and scarce. Tangerines sell at $6 per strap (two half boxes), and kumquats at 20c per qt. are in fine demand for New Years. Better grades of Florida oranges are selling higher, at $4.50 per box. Other lines are steady, with a comparatively brisk sale.

Apples, Baldwins, per bbl	4 00
" Greenings, per bbl	4 00
" Russets	4 50
" Kings, No. 1	5 00
" Spies, per bbl	5 00
" Fameuse, per bbl	4 00 4 50
" Mackintosh reds	5 00
" " No. 2	4 50
" Tallman Sweets	2 50
" Wealthys, No. 1, bbl	4 50
" " No. 2, bbl	4 00
Bananas crated, bunch	1 75 2 75
Cranberries, per bbl	9 00 9 50
Cocoanuts, bag	4 25
Grape fruit, Florida	4 50 5 00
" Jamaica	3 50 4 00
Grapes, Almeria, per keg	5 50
Kumquats, per qt	0 20
Lemons, Verdillis, box	3 25
" Maoris, box	3 25
Limes, per box	1 00
Oranges, late Valencias	5 20
" Floridas	4 50
" California navels	3 00 3 50
" Porto Ricos	2 50
" Mexicans	2 40
" Jamaica, per crate	4 50
Pineapples, Floridas, box	3 00 3 50
Strawberries, Florida, per qt	0 75
Tangerines, per strap	6 00

VEGETABLES—As in the fruit market, vegetables most in demand at the present season are the high priced, rarer lines. Chief of these, at least in price, is Illinois hothouse asparagus, which is quoted at $12 per dozen bunches. It has had a limited sale however. Florida tomatoes are selling fairly well at $4.50 to $5 per crate, Brussels sprouts at 30c per qt., and California celery at $5.50 per crate. In the regular lines prices are considerably higher, some of the lines being over double last week's quotations. Cauliflowers are a case in point, now selling at from $2 to $4. Cucumbers are at $2 for the best. String beans are scarce and sell from $5 to $6, with a further rise in sight. Tomatoes and lettuce are higher. Trade has been all that could have been expected and dealers express themselves as satisfied, in most cases.

Beets, per bag	0 50 0 60
Carrots, bag	0 50 0 60
Cabbage, dozen	0 25 0 40
Celery, Canadian, dozen	0 75 0 90
Celery, California, per crate	5 50
Cauliflowers, dozen	2 00 4 00
Cucumbers, Boston, per doz	1 75 2 00
Green peppers, basket	0 75
Lettuce, curly, dozen	0 25 0 50
" Boston	0 80 1 00
Leeks, dozen	1 50
Onions, red, per bag	1 00
" Spanish, cases 150 lbs	2 75
" " half cases	1 65
" " crates 50 lbs	0 90 1 00
Potatoes, Montreal, bag	0 65 0 75
" sweet, per bbl	2 50 3 50
" " basket	2 00
Parsley, dozen	0 40 0 75
Parsnips, per bag	0 90 1 00
Pumpkins, doz	1 25 1 50
Sage, dozen	0 40 0 50
Savory, dozen	0 40 0 50
Spinach, Canadian, box	0 50 0 60
String beans, basket (large)	5 00 6 00
Squash, Hubbard, per dozen	1 50
Thyme, dozen	0 75 1 00
Tomatoes, hot-house, lb	0 40
Turnips, bag	0 40 0 75
" Quebec, per ton	7 50 9 00
Vegetable Marrows, dozen	0 90 1 00
Watercress, dozen	0 40 0 7

FISH — During the holidays the fish trade is never so brisk, though some lines, such as oysters and frozen salmon, are in strong demand. Halibut have also a fair sale. With suitable cold weather the trade is now looking for activity in frozen fish, such as herrings, smelts, tom cods, haddock, and steak cod, but so far supplies have been poor, and if conditions do not improve there will be a scarcity. There is a rumor that Newfoundland herrings will not be so abundant this year, and as a result higher prices are looked for.

FRESH

Market cod, lb	0 05	Dore, per lb	0 08 0 09
Perch, dressed, lb	0 08	Eels, fresh, per lb	0 07
Pike, headless and dressed	0 07	Halibut, per lb	0 09 0 10
Salmon, B.C	0 12½	Haddock, lb	0 06
Steak cod, per lb	0 06	Herring, per 100 fish	1 75
Barbotte	0 08	Mackerel	0 10

FROZEN

Dore, winter caught, per lb	0 08	Steak cod, per lb	0 05
Flounders	0 06	Salmon, B.C., red, lb	0 10
Halibut, per lb	0 09 0 10	Salmon, Gaspe	0 18
Herring, per 100	1 75	Salmon, Qualla, lb	0 08
Lake trout	0 08½	Smelts, 10 lb. boxes	0 12
Mackerel	0 10	Tom cods, per bbl	2 25
Pike, headless and dressed	0 06	Whitefish, large, lb	0 10
		Whitefish, small, lb	0 06

SALTED AND PICKLED

Green cod, No. 1 medium, per brl	7 00	No. 1 mackerel, brls	20 00
Green cod, small, brl	5 50	Salmon, B.C., ½ bbls	8 00
Green cod, large, brl	7 50	" " bbls., red	15 50
Labrador herring, bbl	5 25	" " pink	14 00
" " ½ bbl	3 00	" Labrador, bbl	18 00
Labrador sea trout, bbls	12 00	" " ½ bbls	9 50
Labrador sea trout, half bbls	6 50	" " trcs., 300 lb	20 00
No. 1 mackerel, pail	2 25	Salt eels, per lb	0 08
" " ½ bbls	10 00	Salt sardines, 20 lb. pl	1 00
		Sardines, Quebec, bbl	5 50

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb	0 07
Herring, new smoked, per box	0 13
Kippered herring, per box	1 20 1 25
Kippered herring, imported	1 25
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 20
Lobsters, cooked	0 22
Oysters, choice, bulk, Imp. gal	1 40
" "Sealshipt," standards, Imp. gal	1 75
" " select	2 00
" shell, per bbl	7 00 10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	5 50
Skinless cod, 100 lb. case	5 50
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS — Everything is quiet this week, as retailers have still enough left over from Christmas. There is little change in anything as this is usually a dull week. The Christmas rush is over and the usual lull has followed. A few things may be picked up for New Year's, but not much is looked for.

Apples—			Lemons—		
Snows	3 50	4 00	Messina	2 75	3 25
Spies	3 00	3 50	Palermo	3 00	3 50
Greenings	2 25	2 50	Oranges—		
Bananas	2 00	2 25	California navels	2 75	3 00
Cranberries, bbl	8 00	8 50	Floridas	2 50	2 75
Grapes, Almeria per keg	5 50	6 00	Mexican	2 00	2 25
Grape Fruit	3 50	4 00	Pears, Canadian basket	0 75	1 00
			Pineapples, case	3 75	4 00

VEGETABLES—Potatoes are steady with no change in prices and are selling at from 60 to 65c in 5 and 10 bag lots to retailers. Cabbage, radishes, lettuce, onions, etc., are waiting for buyers. The market is inactive.

Beets, bag		0 70	Spanish, ½ cases		1 50
Cabbage, Canadian, dozen	0 35	0 40	Parsnips, bag		0 75
Carrots, bag	0 50	0 55	Potatoes—		
Celery, Canadian, dozen	0 30	0 35	Canadian, bag	0 60	0 65
Cucumbers, doz		1 75	Bermuda, new, per barrel		9 00
Lettuce, hamper		2 50	Sweet, basket		0 56
Onions—			" hamper	1 25	1 50
Canadian, bag	1 00	1 25	" barrel		3 50
Valencias, new, crate	2 75	3 00	Radishes, doz	0 35	0 40
Spanish	2 50	2 75	Tomatoes, hot house, lb		0 25
Green, per doz	0 15	0 20	Turnips, bag		0 40

FISH—The fish trade always suffers more or less from the rush for things more desirable for the holidays, and is therefore quiet. A few fresh caught trout are coming in, which are in good demand at 12c a lb. The prices of frozen stock are unchanged.

LAKE FISH (FROZEN)

Goldeyes	0 05½	Pickerel yellow	0 09
Herring, Lake Erie	0 06	Pike	0 06
" Lake Superior	0 05½	Perch	0 06
" Lake Ontario	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 10

OCEAN FISH (FROZEN)

Cod steak	0 07	Salmon, pink, per lb	0 09
Halibut	0 09	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	3 00	Smelts, per lb	0 12
Mackerel, each	0 20	Shrimps, per gal	1 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Herrings, Labrador, half barrels	2 90
" tablets, box	1 60	Herrings, Digby, bndle	0 60
Bloaters, per basket	1 00	Herrings, Imported Loch Fyne, per kit	1 10
Codfish, shredded, box	1 80	Kippers, per box	1 25
" Bluenose, "	1 40	Quail on toast, per lb	0 05½
Cod steak, per lb	0 07	Trout, pickeled, 100 lb. barrels	6 00
Cod, Imperial, per lb	0 05		
Ciscoes, per basket	1 00		
Haddie, Finnan	0 08		

SHELL FISH.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

TRADE NOTES.

F. J. White, proprietor of Minto Bros., is spending this week in Detroit, Buffalo and New York on a business and pleasure trip.

The Simpson Co., wholesale grocers, Guelph, Ont., have dissolved, the business to be carried on in future by J. Howard Simpson.

Sandbach, Parker & Co., Georgetown, Demerara, British Guiana, South America, have sent The Canadian Grocer one of their Christmas greeting cards containing four pages, the two interior showing a map of British Guiana and giving some geographical and commercial facts about that country.

1910

Our business in 1909 showed a big increase.

With our greatly enlarged facilities, and our determination to give the trade even better service than in the past, we are looking for big things in 1910.

To all our friends we extend Best Wishes for the New Year.

WHITE & CO., Limited
Toronto

BUY THE BEST

We commence 1910 by offering

Golden Orange Brand

(Thompson's Improved)

The very best Orange grown.

Packed by

Arlington Heights Fruit Company,
Riverside, California.

HUGH WALKER & SON
(Established 1861)
GUELPH, ONTARIO



RESOLVED :—

'Tis the constant drip of water that wears away the stone,
'Tis the constant gnawing of the dog that masticates the bone;
'Tis the constant wooing lover that wins the coysome maid;
And the constant buying of my well-packed Lemons that gets the fancy trade.
—"*Buster Brown.*"

Packers of
LORD BERESFORD HIAWATHA BRANDS

FRATELLI FOLLINA
ITALY

W. B. STRINGER
CANADA

Canadian Trade Changes of Recent Occurrence

Many Retail Businesses Change Hands—New Grocers in the Trade—Damages by Fire and Assignments Made — New Companies Formed.

Ontario.

Geo. Mattashed, grocer, London, Ont., is selling out.

H. S. Eyre, general merchant, Kintore, Ont., is selling out.

Jno. A. William, general merchant, Shetland, Ont., is selling out.

A. M. Chapman, grocer, Brighton, Ont., has sold to Alf. Gunyo.

W. T. McBride, grocer, London, Ont., advertises his business for sale.

Robt. N. Douglas, general merchant, Blake, Ont., advertises his business for sale.

F. C. Preston & Co., general merchants, Haileybury, Ont., have dissolved, F. C. Preston continuing.

Lorne O. Pearson, grocer, St. Thomas, Ont., sustained small loss by water, recently. It was covered by insurance.

Burnie & Co., grocers, Chatham, Ont., sustained a small loss recently from an explosion. It was covered by insurance.

Quebec.

Lavergne & Frere, grocers, Three Rivers, Que., have assigned.

Brouillet & Guay, grocers, Montreal, have dissolved, each continuing separately.

Desroches & Freres, butter manufacturers, East Farnham, Que., have registered.

Maritime Provinces.

Daniel Larkin, general merchant, East Pubnico, N.S., has assigned.

Alex MacDonald, general merchant, Marble Mountain, N.S., has assigned.

New Companies.

Under the act respecting the Licensing of Extra-Provincial Corporations, the Sen-Sen Chiclet Co., incorporated in Maine, U.S.A., has been granted a license to do business in Ontario—that of manufacturing gum, etc. C. R. Somerville, London, Ont., is the company's attorney.

HAS CHRISTMAS RECEPTION.

Unique Idea of a Toronto Grocer in Attracting Customers.

Toronto, Dec. 28.—In this telephone age a growing problem with the progressive merchant is how to get some of his best customers to his store. H. G. Macdonald, of 223 Sorauren Avenue, Toronto, is adopting a plan to at least partially solve it for himself. For four or five years now, and every year with increasing success, he has held a reception for three afternoons and evenings of the week preceding Christmas. Each year he issues to customers and to a selected list of prospective customers, handsomely printed invitations. The store, always handsome and well kept, is decorated for the occasion with a profusion of flowers, and small colored electric lights. An excellent orchestra provides an attractive musical program each evening. During the last three years a further attraction has been added by serving tea, cocoa and jelly.

Mr. Macdonald has been doing business at the same street intersection for twenty years, and he held his first reception when he moved across the street to a new and larger store. His telephone trade has grown to large proportions, and he found that many of his best customers seldom saw inside the store. The reception, he found served a triple purpose; brought out old customers; brought in new ones, and increased his Christmas trade. Every year has encouraged him to continue it.

HE LOVED HIS PAPER, BUT—

Of all the reasons given by merchants for discontinuing their subscription to trade and daily newspapers, it is hard to beat the excuse made by a certain St. Louis grocer who wanted The Interstate Grocer stopped. Judging from his letter, his wife runs his business and cannot see the value of a dollar because a nickle obscures her vision. He says this: "Please stop your paper; my wife won't let me take it." To paraphrase, "I love my paper, but oh, you wife."—The Interstate Grocer.

Canadian Grocer representatives wonder whether this is supposed to be up-to-date news. The situation is a very familiar one to them.

PERSONAL NOTE.

Stanley Douglas, representing Gunns' Limited, between Sudbury and the Soo and as far west as Port Arthur and Fort William, is in Toronto this week. Mr. Douglas states that trade on the north shore has been brisk this season and that everything points to a continuation of the same during 1910.

APPLE

GROWERS SHIPPERS

Do you want a reliable address for making consignments of fresh apples? Please note:

G. C. Koopman
AMSTERDAM
ROTTERDAM

REFERENCES:

The California Fruit Canners Association, San Francisco, Cal.

The W. A. Gibb Company, Hamilton, Ont.

and further where you like to inquire.

After new year our domestic stock will be cleaned up.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager



Ask for
"ALBERT & CIE"
French Sardines
This popular and world renowned brand is packed in FRANCE from specially selected fish only.
AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.

FISH

After eating turkey and cake for a week your customers will get down to substantial, regular foods, and fish is one line for which there is going to be strong demand. Be ready to fill orders you will get by having in stock a good variety of high-quality fish.

Of risk in handling these goods during the cold weather, there is none. Request us to quote you on these lines:

FRESH **SMOKED** **PICKLED**
FROZEN **DRIED** **PREPARED**

Also wire or write us when you require highest-grade oysters. We have Bulk and "Sealshipt."

Your best plan is to secure our new price list, which will be mailed to you on request.

P.O. BOX 639

BRANCHES: St. John, N.B., Grand River, Gaspe.

LEONARD BROS.

The Largest Fish and Oyster Warehouse in Canada.

YOUVILLE SQUARE (Near Customs House.) MONTREAL

Four Long Distance Telephones

An additional $1 worth of goods to each of Grocer's 7,000 readers:

If 7,000 of the best grocers in Canada held a meeting every week at Toronto, Montreal, Winnipeg or some other point, what would a manufacturer pay for the privilege of giving them a series of talks about his goods?

If this manufacturer was able to demonstrate the solid worth of his product, and show that it paid the dealers a fair profit, could he induce each one of them to buy an additional $1 worth of it in a year?

$1 worth of any manufacturer's goods would make a pretty small parcel. Yet multiply that quantity by the number of dealers and you find that it means $7,000.

There is only one way in which a manufacturer can address the 7,000 leading buyers of grocery lines every week. That is through The Canadian Grocer.

If he approaches his talks in this paper as carefully as if he were actually addressing a meeting of these buyers—says something worth while—do you mean to say that he could not make it worth many times what it costs?

A space this size costs $425 for 52 weeks, which means that a manufacturer using it could talk to about 10 good buyers for every cent expended. The value of the space to him would depend entirely upon what he said in it.

The Grocer's Encyclopaedia From Week to Week

The Manufacture of Milk Powder in Canada—How the Solid is Obtained From the Milk—Great Care Used in Keeping Clean the Machinery.

MILK POWDER.—In view of the increasing use of milk powder and the extent to which it is supplying the needs of consumers both in localities where fresh mill cannot readily be obtained, and in the large cities, it is interesting to know the process of manufacture used by the largest company making milk powder in Canada.

The factory of this company has a capacity for drying over 60,000 pounds of milk a day. The milk is produced on the neighboring farms, and the farmers supplying this plant agree to keep their cow-barns and premises thoroughly clean, to use the utmost care to prevent any dirt from getting into the milk during or after milking, to keep the milk in a special milk-room away from the barn until it is delivered, to feed no turnips or anything that can affect the flavor of the milk, and to cool and aerate it immediately after it is milked. The milk from these farms is then brought to the factory in large cans holding about forty gallons apiece and is carefully weighed and inspected at the weigh-stand of the plant. Any milk which has not been properly cooled or which is in any way off flavor or in which any acidity has risen, is rejected and returned to the farmers. It is an interesting sight to see the long line of teams bringing the milk to the plant in the morning.

Process of Manufacture.

When the milk has been received a sample of each farmer's milk is taken and is tested chemically to determine its quality. The milk is then pasteurized to prevent any possibility of dangerous germs remaining and is then filtered to remove any possible dirt or impurities. After passing through the filter into vats lined with tinned copper, it is taken to the great vacuum pan in which at a low temperature a large part of the moisture is driven off leaving a thick liquid about the consistency of heavy cream. This is drawn off from the vacuum pan and is then driven under a tremendous pressure of thousands of pounds to the square inch by powerful hydraulic pumps through very fine sprays into large tin lined drying chambers. It is stated that the speed at which the milk passes through the fine hole of the spray head is several miles a minute. This great speed breaks up the jet in the drying chambers into drops so small as to be more like a fog than a spray. Through these drying chambers currents of filtered, heated air are driven and this dry air takes the remaining moisture from the milk allowing the solid matter to fall in a fine dry powder on the floor of the drying chambers. This is then sifted to do away with any danger of any lumps or impurities and packed in cans for use.

This plant is the principal industry of the neighborhood where it is situated and has about 200 farmers delivering milk to it, some of them bringing over a ton of milk a day. Milk producing is the principal business of the district.

One interesting feature of the plant is the scrupulous cleanliness that prevails through it. There are about 30 men employed and the manager states that nearly half of the time of the employees is occupied in the constant washing and cleaning of the machinery and everything which ever comes in contact with the milk. For instance, all pipes through which milk has passed are first washed with cold water, then washed with hot water, and lastly thoroughly sterilized with live steam.

This milk powder is already being largely used in place of fresh cow's milk by food manufacturers, and is especially satisfactory on account of its unvarying quality. It is coming to be used more for domestic purposes in the west, and wherever it is difficult to obtain fresh milk. The process does not take away any of the good of the milk, and the powder is easily soluble in cold water. The strictness of the company in accepting only milk of the highest possible quality and the scrupulous filtering and pasteurizing does away with all danger of disease from impure milk for those who use this product.

TO THE
Merchants of Canada
We are sole Canadian Agents for and are now offering the FINEST grade of
FINNAN HADDIES
ever produced, the famous
WACHUSETT FINNAN HADDIES
packed by
FREEMAN & COBB CO.
(Incorporated)
FISH
BOSTON - - MASS.
and sold by progressive dealers everywhere. Each haddie is branded with the Freeman & Cobb Co. (Inc.) NAME and TRADE MARK and each one is guaranteed. All are smoked, strictly fresh-caught, shore haddock.
JUST WHAT YOU WANT FOR ADVENT
Packed in 15, 30 and 50-lb. boxes.
Prices on application.
D. HATTON & CO.
18 Bonsecours St. - - - - MONTREAL

Business Builders
The kind of article which builds up a steady business for you is the Satisfaction-Giver! And
GOLDEN KEY and CROWN
BRANDS OF LOBSTERS
never fail to give the fullest satisfaction. The care in selection and canning of the fish has given to Loggie's Lobsters the fine natural flavor which is their distinguishing feature!
You will find plenty of profit in handling them.
SEND FOR PRICES.
SOLE PACKERS
W. S. Loggie Co., Ltd.
CHATHAM, N.B.





Especial Emphasis

should be laid on the fact that

BRUNSWICK BRAND SEA FOODS

are "quality" goods, and you had better be out of business rather than handle canned goods of doubtful quality !

In "Brunswick" Brand our scientific system of canning preserves the delicious natural flavour of the fish—**a great selling point !**

See that you have a full range on your shelves.

CONNORS BROS., LIMITED

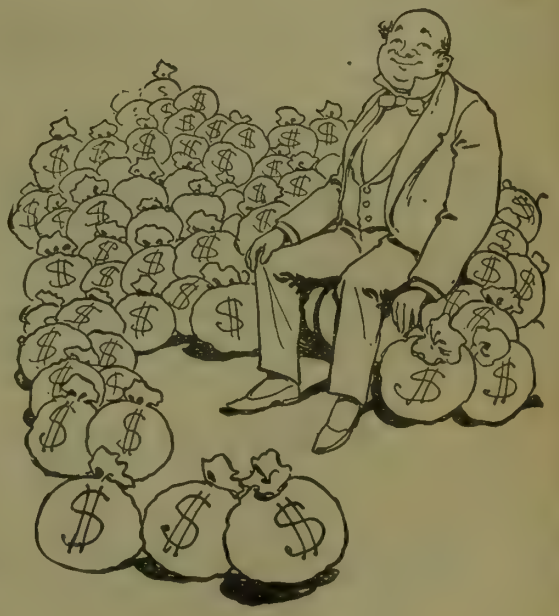
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard, Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B. C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

Don't Worry

The profits are within your grasp if you use the right mediums.

A guaranteed quality means a fixed, reasonable price when selling your goods.



"BEACON BRAND" Oysters and Haddies

are unequalled in quality and reasonable in price. Perhaps you are one of the people that have this yet to learn. Is it so, Friend Retailer ?

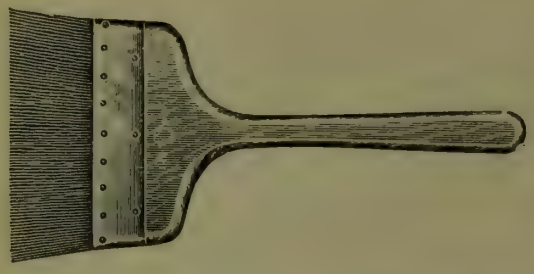
The F. T. JAMES CO., Limited

Fish and Oyster Distributers **TORONTO**

WALKER
PATENTED
—BINS—

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario



The above cut illustrates accurately our new

Tin Bound Whitewash Brush

which may be sold retail for

15 Cents

leaving a GOOD PROFIT for wholesaler and retailer. There is no brush in the market to equal this for appearance or value.

Manufactured by

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, ONTARIO, CANADA

BROOMS

We Make

Brooms of Quality

When next in need of this line
ask us for prices
We have the goods for household, mill, factory, warehouse and others .:. .:. .:. .:.

Capacity enlarged to
20,000
dozen per annum

Walter Woods & Co.
Hamilton and Winnipeg

Opening New Accounts

Your business will not grow unless you do add new customers constantly. The old ones will drop out with surprising regularity and those that remain will not increase their purchases materially.

Have a good live talk about your goods in THE GROCER every week. All the best grocers in Canada will read it, and if what you say is worth while, they'll steadily be influenced in your favor.

You will find THE GROCER the most powerful agent at your disposal in the cultivation of new accounts.

"ENTERPRISE"

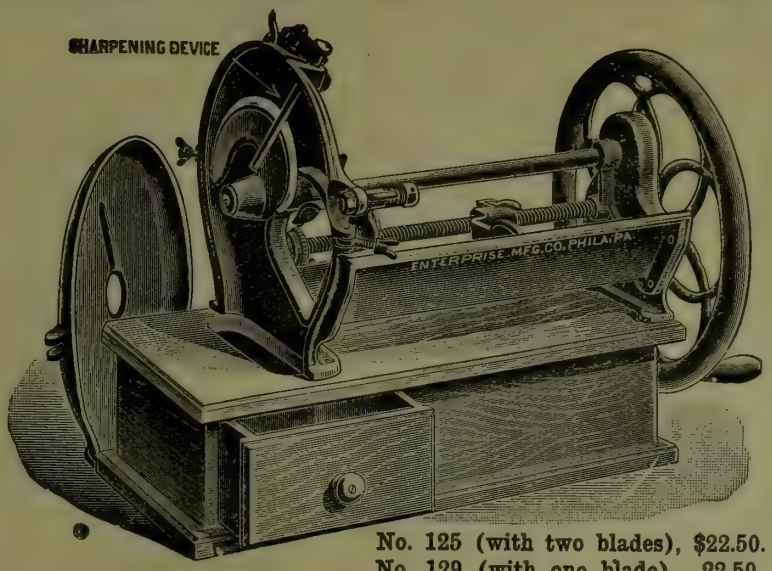
Grocers testify that when they install the

"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), $22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japanned, at $8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co., of Pa.
Philadelphia, U.S.A.

New York 21 Murray Street
San Francisco 544 Van Ness Ave.

BUILDS BUSINESS



ELGIN NATIONAL COFFEE MILLS

are made in no less than 40 DIFFERENT STYLES

This favorite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

LOVATT & LOVATT
LANGLEY ART POTTERY



THE "OSBORNE"

We have pleasure in bringing to your notice our new pattern "The Osborne," which includes Teapot, Coffee Jug, Hot Water Jug, Sugar Basin and Cream Jug. We have adopted a new shape for the Teapot which harmonizes with the decoration. We have also fitted the Hot Water Jug with the "Acme" Mount, made of the best Britannia Metal, which can be easily removed from the Jug for cleaning purposes and yet is held firmly when in use

SOLE CANADIAN AGENTS:

Carveth & Company
600 Lindsay Building - Montreal

AGENTS FOR BRITISH COLUMBIA AND THE YUKON:
W. HARRY WILSON & CO., Vancouver

Classified Advertising

AGENCIES WANTED.

AGENTS WANTED—For Halifax, Quebec, Montreal and Toronto for high class firm of Scotch confectioners, chocolate makers, jam and marmalade manufacturers. Apply with particulars and references to John Buchanan & Bros., Ltd., Stewart Street, Glasgow, Scotland. (51p)

AGENTS WANTED.

AGENTS WANTED by British manufacturer of sauces, pickles, etc. These goods are of excellent quality and can be sold at competitive prices. A good line for an active man. Apply "Pickler," care THE CANADIAN GROCER, 88 Fleet St., London, E.C., England. (2p)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BUSINESSES FOR SALE.

GROCERY BUSINESS FOR SALE on Main Street, Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

GROCERY BUSINESS in City of Kingston—Stock $2,000. Weekly sales average about $390. Business practically on cash basis. Splendid accomodations. Rent reasonable. A rare opportunity for an up-to-date man. Address Box 326, CANADIAN GROCER, Toronto. (53p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont.

HONEY—Choice white clover extracted honey, well ripened and of fine flavor. Speak quick as my stock is limited. CHAS. T. ROSS, 15 Liverpool Street, Sherbrooke, Que. (1p)

ESTABLISHED grocery in fast growing suburb of Vancouver, splendid location. Stock runs about $900; fixtures, including horse and rig, $700. We can offer this good buy at invoice. See Vancouver Business Mart, 9 Hastings St. E., Vancouver, B.C.

FOR SALE—Six cylinder coffee roaster; centrifugal cooler. One horse motor. Hangers, shafting, pulleys, belting—everything complete and in perfect order. Only used one year. Space required 14 x 60 inches. One of the best window advertisements any up-to-date grocer could have. Will pay for itself in six months. Write Box 327, CANADIAN GROCER, Toronto. (52)

SITUATIONS VACANT.

GENTLEMAN, long experience in tea trade, London, England, particularly in blending and as sales man, open for engagement in Canada. Thoroughly conversant with Western conditions; now resident in Alberta. Letters, "Blends," THE CANADIAN GROCER, Montreal. (3p)

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest $300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

WANTED—A thoroughly competent specialty man to work with the retail grocery trade in the Provinces of Quebec and Ontario. Must be energetic, persistent, conscientious and reliable. State experience, age and connection. All communications treated strictly confidential. Apply to Staple Line, care of CANADIAN GROCER, Montreal.

SITUATION WANTED.

MALE Invoice Stenographer (grocery) wants change position. Desires better opportunity learn business. Salary secondary. "Steno," c/o H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (1p)

MISCELLANEOUS.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Ltd., 8 John St. N., Hamilton. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DOES ANYONE OWE YOU MONEY? Let us collect it. No collection—no pay. National Collecting Co., 619 Hastings Street, Vancouver, B.C. (2p)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Toronto. (tf)

FIREPROOF WINDOWS AND DOORS made strictly to the fire underwriters' requirements reduce your insurance rates and protect your building. We are experts in this line and guarantee you really fireproof goods and the maximum insurance allowance. Let us give you our figure. A. B. Ormsby, Limited, Sheet Metal Workers. Factories—Toronto, Winnipeg.

GET the 1910 Canadian Almanac. Information on Customs Tariff; Bank Stocks; Foreign Exchange; Post Offices; Insurance; Assurance; Patents; Weights; Measures; Newspapers; Magazines; Succession Duties. Paper cover 50 cents; Cloth 75 cents. At all dealers or postpaid on receipt of price. Copp, Clark Co., Ltd., Dept. C., 68 Front St. West, Toronto.

GET THE BUSINESS. Increase your Sales. Use Multigraph Typewritten Letters. Typewritten Letters Three Thousand per hour on the Multigraph. The Multigraph does absolutely every form of Printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letterheads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto.

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. Fresh air introduced under window sash is gradually diffused throughout room. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co. Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of reglets. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 3 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	24lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$0 95
" ½ lb.	1 40
" 8 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz	Peach	1 80
		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk.	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00.
The King's Food, 2-doz. in case, per case, $4.80
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.60.
White Swan Self-rising Pancake Flour, per doz., $1.20

White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ½ gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa— Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.

	Per lb.
Unsweetened Chocolate—	
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 35
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., ½-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 25
Smaller quantities	0 3.

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

...alite, 10c size (for cooking) doz	0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	$ 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
1lb "	0 27
1lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 15
Macaroon	0 17	....	0 17
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 26

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per dz. $ 25

Medium size jars, per doz.	4 50
Small size jars, per doz.	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00



Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

'Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz., case of 2 doz		$3 20
"	2 "	" 1 "	3 00
"	4 "	" 1 "	4 50
"	20 "	" ½ "	4 75
"	20 "	" ¼ "	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.







Flavoring Extracts.

SHERIFF'S

1 oz. (all flavors), doz.			1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

JAMS AND JELLIES.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

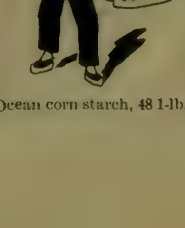
T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	07

Soups

JOS. CAMPBELL CO., CAMDE,N, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz. $1.40.



OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.0; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb., $3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb., $3.60.

FRIENDS—NOT GROWLERS



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

"Keep up with the Twins"



"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO

	Per lb.
30-lb. wood pails	0 06¾
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

MacLaren Imperial Cheese Co., Limited.

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.

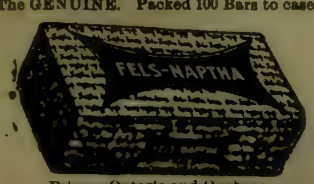


Assorted Case,	Contains 4 do	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95



List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12¾
½-bbls.	0 13
Tubs, 60 lbs.	0 13
20-lb. Pails.	2 65
20-lb. tins	2 55
Cases 3-lb.	0 13¾
" 5-lb.	0 13¾
" 10-lb.	0 13½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. pails	0 13
20-lb. tins	0 12½
10-lb. "	0 13½
5-lb. "	0 13¾
3-lb. "	0 13¾
1-lb. cartons	13¾

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	1 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—		
1-lb. glass, doz.	..	1 55
2-lb. " "	..	2 80
4-lb. tins, "	..	4 65
7-lb. " "	..	7 35
"Sbredded"—		
1-lb. glass, doz.	....	1 90
2-lb. " "	....	3 10
7-lb. tins, "	....	8 25





SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1¼-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1¼-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3 50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ½-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	3 25
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box. $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Magpole soap, colors	per gross	$10	80
" " black	"	15	80
Oriole soap	"	10	80
Gloriola soap	"	13	00
Straw hat polish	"	15	80



3 doz. to box..... $3 60
6 doz. to box..... $7 20
30 days.



1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
8-lb. Canisters, cases of 48 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	08 0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

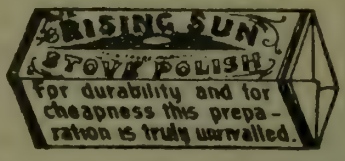
Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO.
London, Ont.

One case, 30 fifty cent packages (assorted)	$10 00
Six pails (retail $1.50)	6 00

Stove Polish.

	Per gross.
Rising Sun, 8-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 8-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03½ "
¼-barrels, 175 lbs.	0 03½ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)



TEAS

THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 38	0 50
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

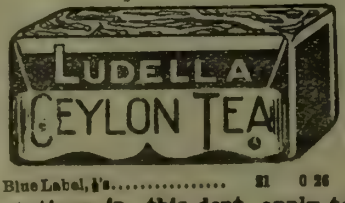


EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.	1s, 20c.; ½s, 21c.
30c.	1s and ½s, 23c.
40c.	1s and ½s, 28c.
50c.	1s and ½s, 35c.
75c.	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s		$1	0 26
Orange Label, 1's and ½'s		0 23	0 40
Orange Label, ¼'s		0 20	0 25
Brown Label, 1's and ½'s		0 28	0 40
Brown Label, ¼'s			0 40
Green Label, 1's and ½'s		0 35	0 50
Red Label, ¼'s		0 40	0 50

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 43	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	[illegible]	50c.
Lavender Label 1's and ½'s	45c.	60c.
Green Label 1's and ½'s	60c.	75c.

Canisters

Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	35c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

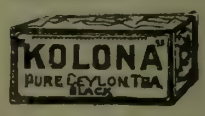


MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 55
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 20	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c.	0 23	
Green Label. " 40c.	0 30	
Red Label, " 50c.	0 35	
Orange Label, " 60c.	0 42	
Gold Label. " 80c.	0 55	



Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.



THOMAS WOOD & CO. LTD

Montreal and Hamilton

	wholesale	rete
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	7 20
	Per doz
¼-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ¼ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	56
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s, and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug Smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S



BAKING SODA

You can talk Baking Soda to advantage by suggesting only and always

"Cow Brand" Baking Soda

Your customers will invariably insist upon this brand after one trial---they will appreciate its purity, strength and uniform quality.

It's good policy to sell "Cow Brand" Baking Soda.

CHURCH & DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

Hoping that 1909
has been good to you
and that 1910
may be better

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S
CONDENSED
MINCE MEAT
(in Cartons)

Just as staple as sugar

No Grocer's Stock is Complete Without It

If your jobber cannot supply you —write us direct.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Happy New Year

1910 is going to be the Banner Year for Canada, and we want our customers to know in advance that we are abundantly ready for all the business there is.

One of the things we specially emphasize is the real economy of the best in groceries. It is to our interest to sell the highest grade goods, to be sure of good values and to surround the business with every possible courtesy.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON - - ONTARIO